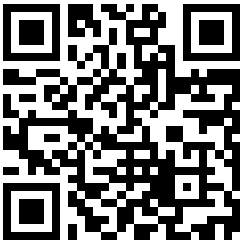
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Hardware
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Hardware World

July 1921

The front cover and inside front cover were missing or not scanned.

Where Strength and Endurance mean Safety

The sea demands rope of superior strength, life and reliability. Therefore captains of great ocean liners equip their vessels with Whitlock All-Manila, the rope they can depend on, fair weather or foul.

WHITLOCK Guaranteed CORDAGE
THE UTMOST IN ROPE VALUE

Dealers throughout the country are building business with Whitlock products, for users of rope are learning that it pays to buy only the best. You should be one of these dealers.

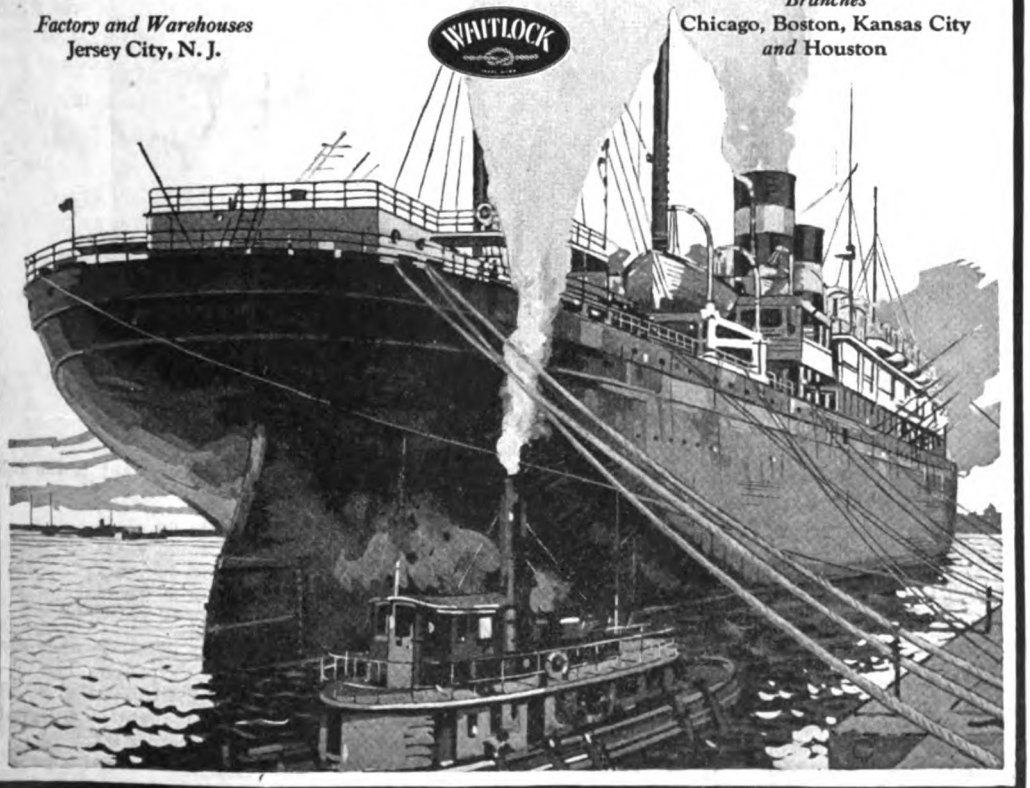
Write today for the new Whitlock Catalog, describing our complete line of hard fibre Cordage. And ask for a sample of Whitlock All-Manila, the rope guaranteed superior to U. S. Government Standards in every respect—quality of fibre, tare, strength and length per pound.

WHITLOCK CORDAGE COMPANY
46 South Street, New York

Factory and Warehouses
Jersey City, N. J.

WHITLOCK

Branches
Chicago, Boston, Kansas City *and* Houston



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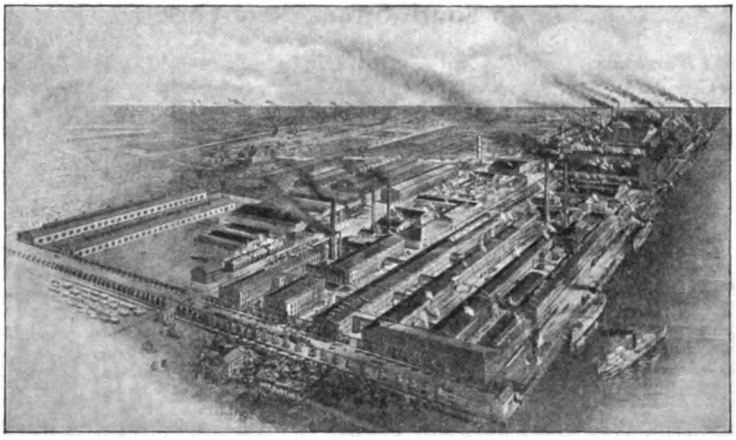
DISSTON PROFIT PLANS

Published Monthly in the Interest of Merchants Selling Disston Tools

What Does "The Largest Saw Factory in the World" Mean to You?

JOSH BILLINGS once said: "Size ain't everything—a cow's larger than a mouse, but she can't catch one."

However, there's a size of another kind that is everything—it's the size of a factory.



BIRDS-EYE VIEW OF DISSTON FACTORY, PHILADELPHIA, PENNSYLVANIA

Way back in 1840 Henry Disston, single handed, in a small one-man shop, manufactured a Hand Saw, stamped his name on it, and sent it out into the world to "CUT a NAME for ITSELF."

First one carpenter, then another, tried that saw and liked it so well they shouted DISSTON to every carpenter they met — the demand spread like a prairie fire.

Eighty and one years pass—today the DISSTON Factory occupies 61 acres of ground — contains 68 individual buildings and employs all told 3,600 people who are as loyal to that name DISSTON as a good citizen is to AMERICA.

Their sole aim is to put DISSTON quality into every Tool that DISSTON makes. These people are not mere laborers. They are experts. They have respect for their products and for the HOUSE of DISSTON. There are several cases where members of three generations are now working, not for, but with the Disston organization. Significant is the following employment record:

21 men—50 to 60 years.
80 men—40 to 50 years.
180 men—30 to 40 years.
330 men—20 to 30 years.
609 men—10 to 20 years.

When size means such a **demand**—when size means "The Saw Most Carpenters Use" — then the name of HENRY DISSTON & SONS on Tools does mean that there is a logical reason for **selling** them, doesn't it?

Merchandising is like a wheelbarrow. A man must get behind and push.—Chinese proverb.

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July, 1921

"What Kind of a Saw Do You Want?"

A MAN buys a saw for one of two reasons. Either he is a mechanic who makes his living by the use of such tools, or he is the house or property holder who likes to do the odd jobs himself.

The man of the first class demands the best tool he can get. He knows what he wants—the style of teeth, the type of saw. But the other man usually hasn't the slightest idea of what he needs.

To assist you in explaining to this type of customer why he should purchase a certain type of saw or tool for his particular job, we have just published "The Disston Saw, Tool and File Book." The following quotation from the Introduction of the book explains it:

"In the following pages we have attempted to explain the uses of different types of saws. Too often an amateur saw-user expects a rip saw to cut across the grain successfully, or makes some other natural mistake. It is not lack of intelligence that causes these errors, but lack of information. Many men do not even know that there is a difference between crosscut and rip saws.

"However, it is human nature for a man, who has bought a saw he didn't want, to feel a little disgruntled; for him to feel that he has been badly treated, or that the saw is not a good one.

"The aim of this book is to offset that possibility.



"We have given a brief description of what the different types of saws are for, whether for cabinet making or building a coal bin.

"Furthermore, knowing that the best tool of any kind cannot give its best service unless it is properly cared for, we have included a short article on 'How to Sharpen a Saw.' There is also a brief story, 'How a Saw Cuts,' which is included because it has proved to be of great interest to those who have seen it."

Upon request the books will be sent you for your personal use, for the use of your clerks, and for distribution to your customers.

DISSTON PROFIT PLANS

IN ADDITION TO

The Saw Most Carpenters Use

DISSTON MAKES

Back Saws
Band Saws for Wood and Metal
Bevels
Buck Saws
Butcher Saws and Blades
Circular Saws for Wood, Metal and Slate
Compass Saws
Cross-cut Saws and Tools
Cylinder Saws
Drag Saw Blades
Files and Rasps
Gauges — Capenters' Marking etc.
Grooving Saws
Hack Saw Blades
Hack Saw Frames
Hand Saws, Cross-cut, Rip, and Panel
Hedge, Grass, and Border Shears
Ice Saws
Inserted Tooth Circular Saws
Keyhole Saws
Kitchen Saws
Knives—Cane, Corn, Hedge
Knives—Circular for Cork, Cloth, Leather, Paper, etc.
Knives—Machine
Levels — Carpenters' and Masons'
Machetes
Mandrels
Milling Saws for Metal
Mitre-box Saws
Mitre Rods
One-man Cross-cut Saws
Plumbers' Saws
Pruning Saws
Re-saws
Saw Clamps and Filing Guides
Saw Gummers
Saw-sets
Saw Screws
Screwdrivers
Screw-slotting Saws
Segment Saws
Shingle Saws
Squares—Try and Mitre
Stave Saws
Sugar Beet Knives
Swages
Tools for Repairing Saws
Tool Steel
Trowels — Brick, Plastering, Pointing, etc.
Veneering Saws
Webs—Turning and Felloe

HENRY DISSTON & SONS, Inc.
Philadelphia, U. S. A.

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Hardware World

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Volume XVI JULY :: 1921 Number 7

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T. M. Shearman, Editor and Manager.

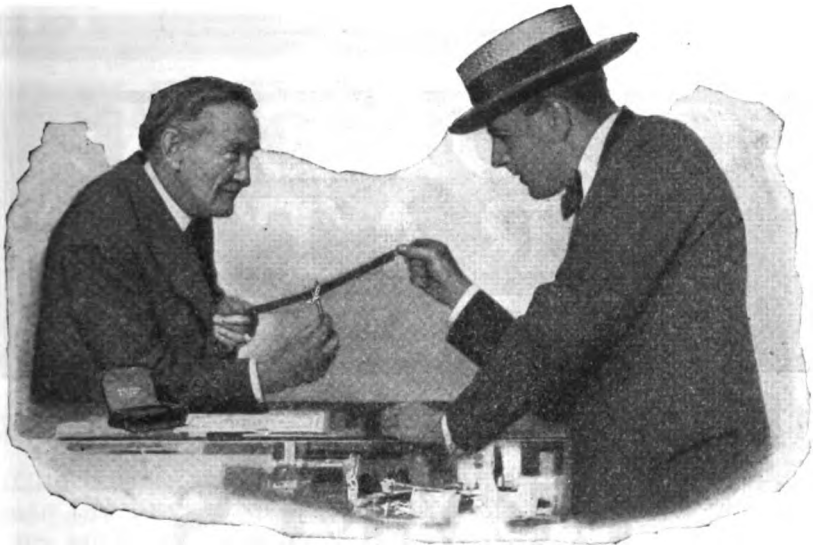
*Raymond L. Shearman, Associate Editor.

Correspondence, or articles for publication may be addressed to office nearest you.

388 Taylor St. Portland, Ore. | 421 First Nat. Bank Bldg. Chicago | Phelan Bldg. San Francisco | 70 Fifth Ave. New York | 505 Pioneer Bldg. Seattle, Wash. | 204 Scott Bldg. Salt Lake, Utah

Boatmen's Bank Building Broadway and Olive, St. Louis, Mo. | 424 Higgins Bldg. Los Angeles | 105 S. Houston St. Dallas, Texas | 220 Pacific Bldg. Vancouver, B. C., Can.

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"They wondered how he made so many sales"

IT was no easy thing to break a record for sales at the Warner Hardware Company, Minneapolis. Yet Carl Forde was beating all records, month after month, selling Valet AutoStrop Razors.

It was found that whenever anyone came to buy a razor, Forde would display the various brands upon the counter. Then taking out a Valet AutoStrop Razor he would begin to strop it. At once the customer's interest would be aroused. Curiosity would compel him to ask about the advantages of the Valet AutoStrop Razor and in nine cases out of ten Forde would make the sale.

Right there is the difference between the *salesman* and the *clerk*. The clerk simply hands out the article asked for. The real salesman shows the article asked for and then goes on to create a desire for the best article he can offer and sells that article.

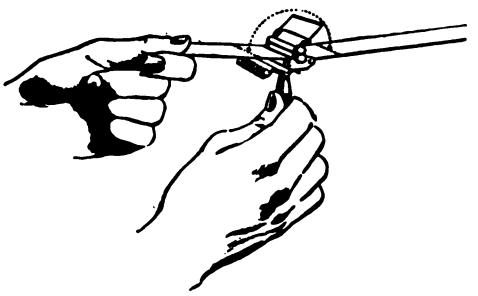
A sale that is easy to suggest

Nothing in your store will lend itself to this method of selling better than the Valet AutoStrop Razor. Its neat, efficient stropping mechanism attracts attention. Every man wants to know about better methods of shaving. And women will be interested in this useful gift for men.

It is a very simple matter to show how the Valet AutoStrop Razor solves a man's shaving problems. A short demonstration will explain how it gives a freshly stropped edge every morning, how easily it can be rinsed and cleaned, how a touch of the thumb adjusts it for a close, medium or light shave. Any man will be glad to hear how he can make his daily shave quicker, cleaner, more satisfactory.

Write for information about our merchandising plan and other dealer helps. We can help you in many ways to speed up your Valet AutoStrop Razor sales.

AUTOSTROP SAFETY RAZOR CO.
New York Toronto London Paris



VALET AutoStrop Razor *sharpens itself*

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GOODELL-PRATT

1500 GOOD TOOLS

LEVELS

200 Sizes and Kinds—Wood, Iron and Aluminum



No. 4024—Brass Bound—Sectional Rosewood.



No. 4724—Channel End Plates—Solid Mahogany.



No. 4824—Flat End Plates—Mahogany Finish.



No. 507—12-inch Iron Level.
No. 510—24-inch Iron Level.

A well assorted stock of Goodell-Pratt Levels will enable you to meet the demands of all trades. The accuracy and quality of workmanship represented in these tools will assure permanently satisfied customers.

Goodell-Pratt Company *Toolsmiths* **Greenfield, Mass.**

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COLDWELL LAWN MOWERS

"MAKE BEAUTIFUL LAWNS"

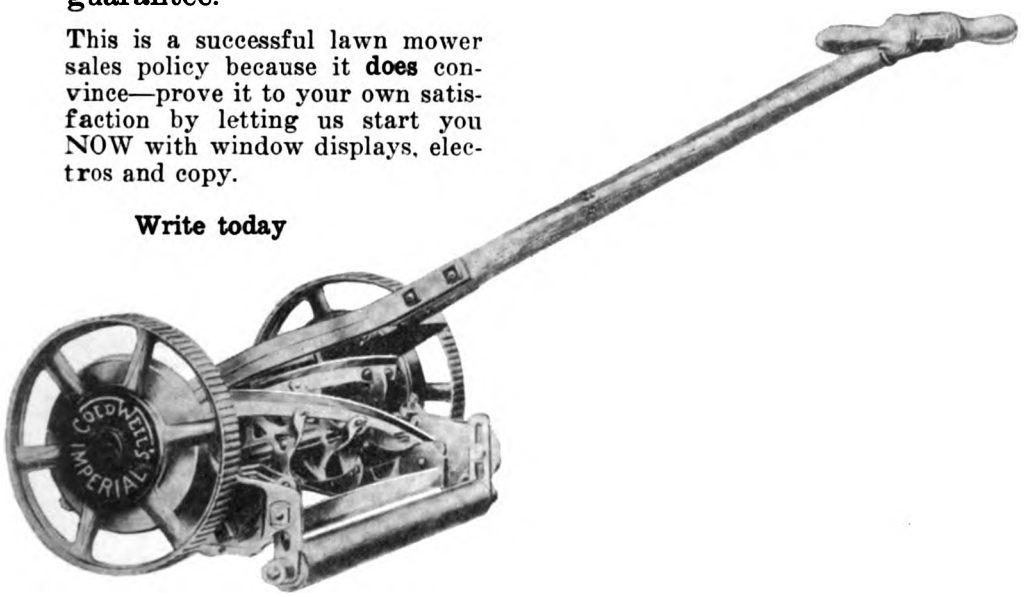
SELL COLDWELL MOWERS ON THE LAWN

During these months of great mower sales possibilities create the buying desire by forceful newspaper "ads" that tie up with your attractive window display. Then, with the customer interested, take **your** mower right out to his lawn and make it **his** mower by thoroughly proving the many Coldwell features that you and we know them to possess.

Sell him the type to best fit his lawn, explain the perfection of mechanical detail possessed by COLDWELL LAWN MOWERS, and back up your argument by the Coldwell guarantee.

This is a successful lawn mower sales policy because it **does** convince—prove it to your own satisfaction by letting us start you NOW with window displays, electros and copy.

Write today



COLDWELL LAWN MOWER CO.

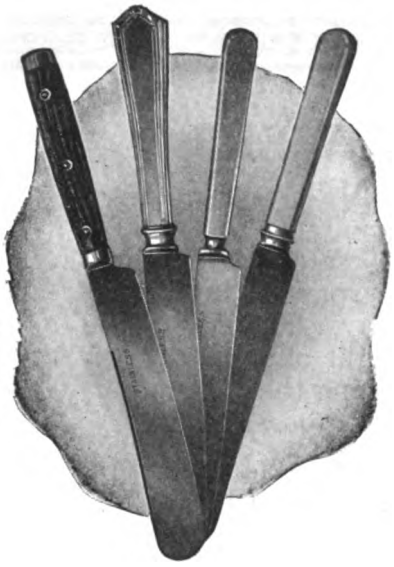
NEWBURGH, N.Y., U.S.A.

ILLUSTRATED CATALOGUE UPON REQUEST

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STAINLESS—The New Cutlery Steel

"Neither rusts, stains nor tarnishes"



A NUMBER of manufacturers of high-grade silverware and cutlery are now offering Stainless knives as one of their regular lines. This very general endorsement coupled with the fact that nearly all these lines have been tested at the Good Housekeeping Institute, should be of interest to the retailer.

Stainless dinner knives, and carvers, are as everlasting as they are unique — they clean easily with no scouring, and keep a keen cutting edge.

A representative collection of Stainless Cutlery, secured from the entire group of manufacturers, will be on exhibition at our booth at the coming American Hotel and Restaurant Equipment Exposition, held in the Coliseum, Chicago, July 11th to 16th.

Write direct to the companies listed below—it will pay you to investigate Stainless.

Stainless Cutlery is "Made in America" by the following:

AMERICAN SILVER CO.,
Bristol, Connecticut.

AMERICAN CUTLERY CO.,
Chicago, Illinois.

CLEMENT MANUFACTURING CO.,
Northampton, Massachusetts.

EMPIRE KNIFE CO.,
Winsted, Connecticut.

INTERNATIONAL SILVER CO.,
Meriden, Connecticut.

JOHN RUSSELL CUTLERY CO.,
Turners Falls, Massachusetts.

LAMSON & GOODNOW MFG. CO.,
Shelburne Falls, Massachusetts.

LANDERS, FRARY & CLARK,
New Britain, Connecticut.

MERIDEN CUTLERY CO.,
Meriden, Connecticut.

NORTHAMPTON CUTLERY CO.,
Northampton, Massachusetts.

REED & BARTON CORPORATION,
Taunton, Massachusetts.

ROGERS, LUNT & BOWLEN,
Greenfield, Massachusetts.

SIMEON L. & GEORGE H. ROGERS CO.,
Hartford, Connecticut.

WM. A. ROGERS, LIMITED,
Niagara Falls, New York.

SHELTON TOOL & MACHINE CO.,
Derby, Connecticut.

THE WATSON CO.,
Attleboro, Massachusetts.

THE VILLAGE BLACKSMITH FOLKS,
Watertown, Wisconsin.

R. WALLACE & SONS MFG. CO.,
Wallingford, Connecticut.

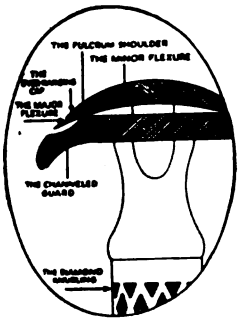
WINCHESTER REPEATING ARMS CO.,
New Haven, Connecticut.

American Stainless Steel Company

1543 Oliver Bldg., PITTSBURGH, PENNA.

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MORE BUSINESS than in 1919 Boom Times!



The New Improved
GILLETTE SAFETY RAZOR

Uses the same fine Gillette Blades as you have known for years—but now your Blades can give you *all* the luxury of the finest shaving edge in the world. Identify the New Improved Gillette by its

Fulcrum Shoulder
Overhanging Cap
Channeled Guard
Micrometric Precision
Automatic Adjustment
Diamond Knurled Handle
Diamond Trademark on Guard

Finer Shave—Longer Service
More Shaves from your Blades

In SILVER *and* GOLD
Shaving Sets and Traveler Outfits

$5 *to* $75

The New Improved Gillette Safety Razor

Patented January 13th, 1920

is the fastest moving article of merchandise in the dealer's hands today.

Every user of the old-type Gillette a prospect for the New Improved Gillette.

New users by the thousands coming to the modern Gillette way.

Dealers who sell the Gillette line are assured a never-ending source of profit in repeat orders for Gillette Blades.

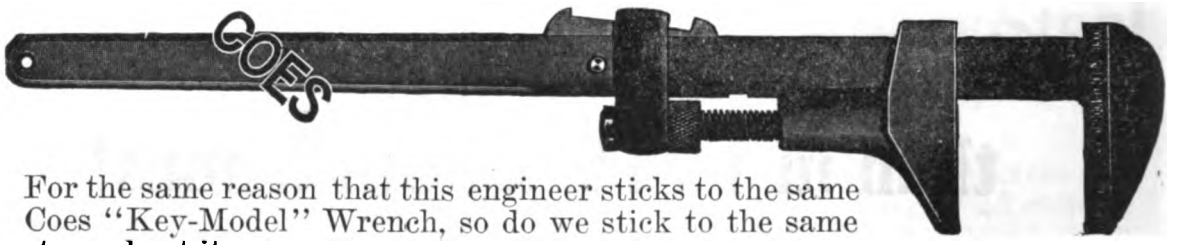
Any hardware merchant who has not yet stocked the New Improved Gillette should write for particulars.

Gillette

GILLETTE SAFETY RAZOR CO., BOSTON, U. S. A.

New York, Chicago, San Francisco, Montreal, London, Geneva, Paris, Shanghai, Milan, Amsterdam, Port Elizabeth, Rio de Janeiro, Sydney, Singapore, Calcutta, Constantinople, Buenos Ayres, Tokyo, Copenhagen, Madrid, Brussels

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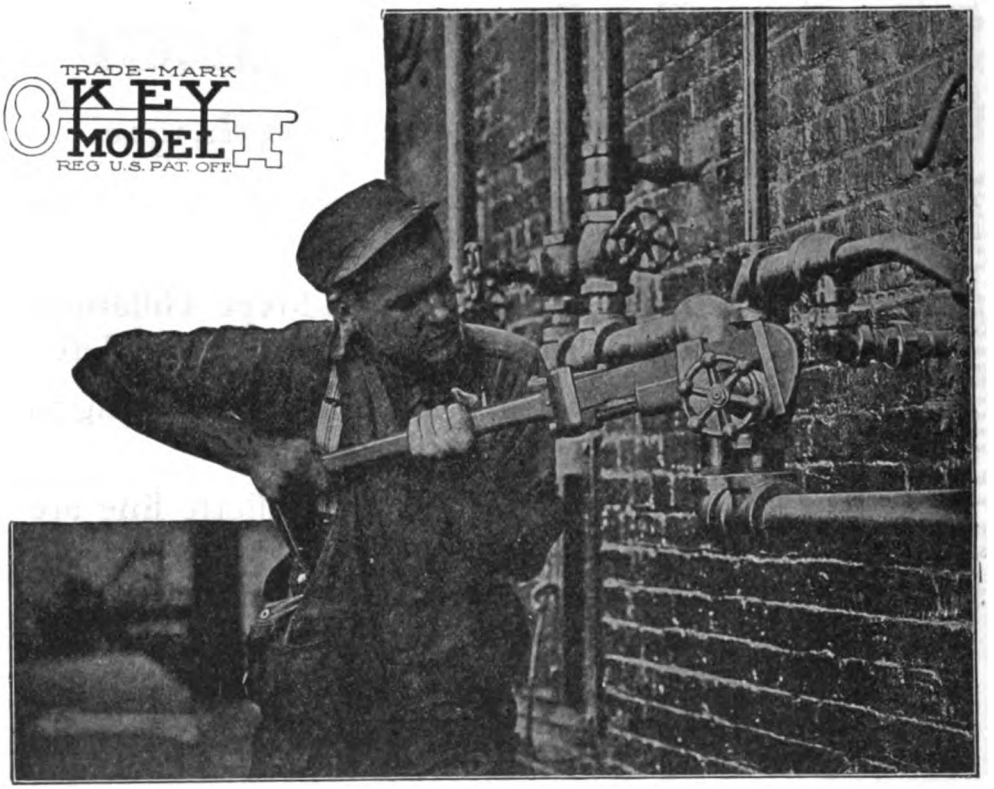


For the same reason that this engineer sticks to the same Coes "Key-Model" Wrench, so do we stick to the same story about it.

He sees no reason for changing an **honest** wrench—We see no reason for changing a **truthful** story.

The truth is: The "Key-Model" **saves.** It conserves material on every job.

For service in boiler rooms, gas and water works, railroad and machine shops, pipe line companies, refrigerating plants and kindred places you can guarantee Coes "Key-Model" Wrench to give entire satisfaction.



Sizes: 28", 36", 48". Opening capacities: 5½", 6¼" and 9½" in order named. 72" size supplied on special order only.

All Leading Jobbers Handle the Coes

Coes Wrench Company

Established 1841 in WORCESTER, MASS.

AGENTS

J. C. McCarty & Co.
29 Murray St., New York

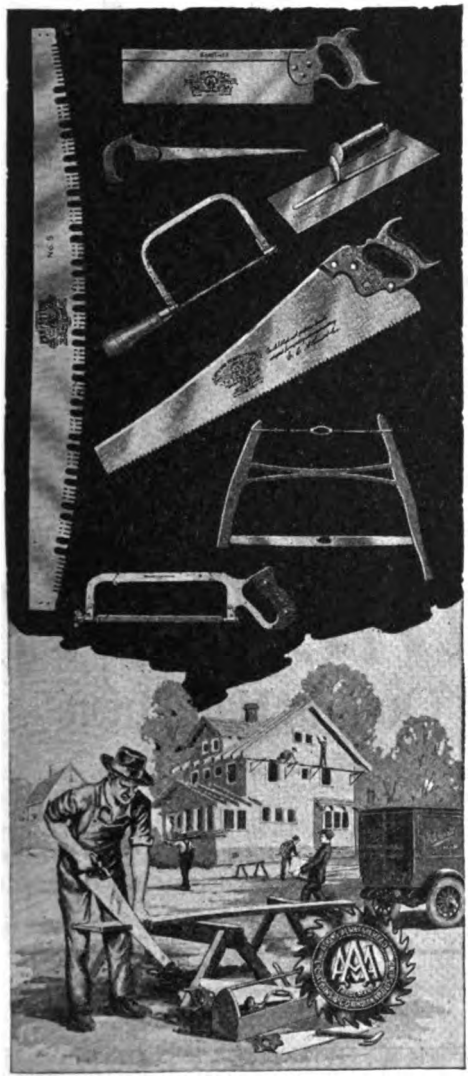
Pacific Coast Agents
John H. Graham & Co.
268 Market St., San Francisco

John H. Graham & Co.
113 Chambers St., New York

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ATKINS

SILVER STEEL SAWS



Are You on the Job?

This is the time of the year to make special efforts to sell the carpenter and the tool user.

What are you doing to get your share of this business? If you are not telling the carpenters that you are headquarters for

ATKINS Silver Steel SAWS

through our free advertising service write at once for complete plans for the development of saw and tool sales.

Saw and tool sales will be big this year for the hardware dealers who go after the business. Let us help you.

Have you one of our books entitled, "How to Sell a Saw?" It's free.

E.C. ATKINS & CO.

ESTABLISHED 1857 THE SILVER STEEL SAW PEOPLE

Home Office and Factory, INDIANAPOLIS, INDIANA

Canadian Factory, Hamilton Ontario

Machine Knife Factory, Lancaster N.Y.

Branches Carrying Complete Stocks in The Following Cities:

Atlanta	New Orleans	Seattle
Memphis	New York City	Paris, France
Chicago	Portland, Ore.	Sydney, N. S. W.
Minneapolis	San Francisco	Vancouver, B.C.

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Sunbeam
The Quality Hand Iron

Pre-eminently the electric iron that dominates 1921 merchandising. Unusual individuality and unquestioned supremacy make it the instinctive choice of women who buy discriminately.

The SUNBEAM will decidedly stimulate your electric iron selling.

Trade requests for samples and information given immediate attention

CHICAGO FLEXIBLE SHAFT COMPANY
Thirty Years Making Quality Products
5604 Roosevelt Road, Chicago, Ill.

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Remington

Wins Again!

U. S. Government Ammunition Accuracy Test

Remington .30 caliber 180-grain Palma-Olympic Springfield Match ammunition wins the 1921 test—a demonstration of the remarkable accuracy and uniform quality of the brand that won the 1920 government test and performed so capably in the hands of the members of the last Olympic team and most of the winners of last year's important matches.

REMINGTON UMC

THE OFFICIAL FIGURES

Ammunition	Mean Error	Mean Radius
Remington	9.85″	6.03″
Competitor B	10.38″	6.40″
Competitor C	10.41″	6.92″
Competitor D	10.73″	6.36″
Competitor E	11.49″	7.16″
Competitor F	11.65″	6.86″
Competitor G	12.55″	7.74″
Competitor H	13.71″	8.05″
Competitor I	14.14″	9.13″
Competitor J	14.78″	8.77″

REMINGTON ARMS COMPANY, Inc.

Successor to
The Remington Arms Union Metallic Cartridge Co., Inc.

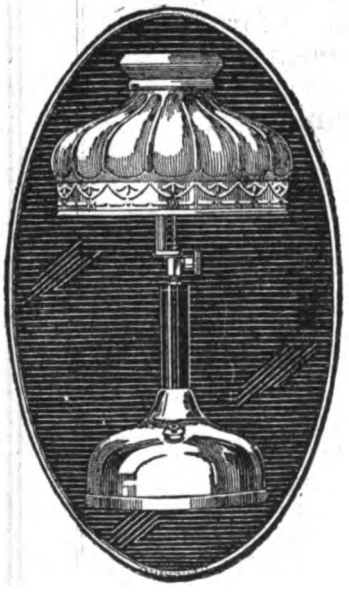
Cunard Building, 25 Broadway **New York City**

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It's the Light They Give That Sells

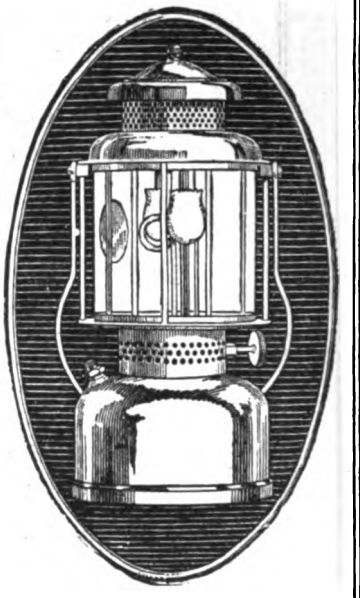
Coleman Quick-Lite Lamps and Lanterns

"The Sunshine of the Night"



No. CQ329
Retail Price $9.00
West of Rockies, $9.50

1. Give 300 Candle Power of Brilliant, Pure, White Light. No Glare—No Flicker—No Eye-strain.
2. More Light Than 20 Old Style Oil Lamps or Lanterns.
3. Light With Common Matches — No Torch Needed.
4. Make and Burn Their Own Gas From Common Motor Gasoline.
5. No Wicks to Trim or Dirty Chimneys to Wash.
6. Can't Spill Fuel or Explode Even if Tipped Over. Can't Be Filled While Lighted.
7. Cost to Use Less Than 50 Cents a Month.
8. Solidly Built of Heavily Nickeled Brass. Will Last a Life Time.
9. Lamp is Handsomely Designed—Equipped With Universal Shade Holder.
10. Lantern Has Mica Globe With Reflector — Can't Blow Out in Any Wind. Rain-proof, Bug-Proof.
11. Nationally Advertised in Saturday Evening Post, Country Gentleman, Successful Farming, Farm Journal, and Other Leading Periodicals.
12. Followed up by Intensive Dealer Service, Including Attractive Window Cards, Metal Signs, Movie Slides, Circularizing Mailing Lists, Newspaper Cuts, Mailing Slips and Other Dealer Helps.
13. More Than 20,000 Dealers Sell Quick-Lite Lamps, Lanterns and Lighting Plants.



No. LQ327
Retail Price $7.50
West of Rockies, $8.00

Your Hardware Jobber Can Supply You. Write us for Particulars

The Coleman Lamp Company

Largest Manufacturers of Gasoline Lamps, Lanterns and Lighting Plants in the World

WICHITA ST. PAUL TOLEDO DALLAS LOS ANGELES ATLANTA CHICAGO

Canadian Factory: TORONTO

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Sales of Silverplate Mean Repeat Sales

To the dealer who handles silverplate the wedding and holiday seasons mean a great deal.

And silverplate sales mean repeat sales.

Even though it may not always be possible to sell a complete flatware service of 1847 Rogers Bros. Silverplate, the opportunity is opened for further sales later.



Cromwell Pattern

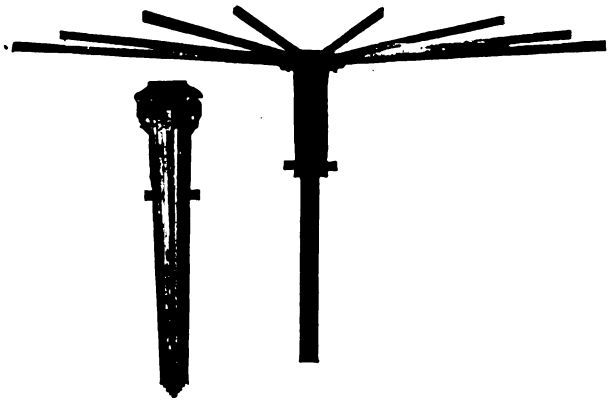
For advertising and display helps write Sales Promotion Department, International Silver Company, Meriden, Conn.

INTERNATIONAL SILVER CO.

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The Eagley-Morrison Company

North Girard, Penna.



Manufacturers of a

MOST COMPLETE LINE OF

Wall Clothes Driers

And

Wood and Wire Garment Hangers

OF EXCELLENT QUALITY



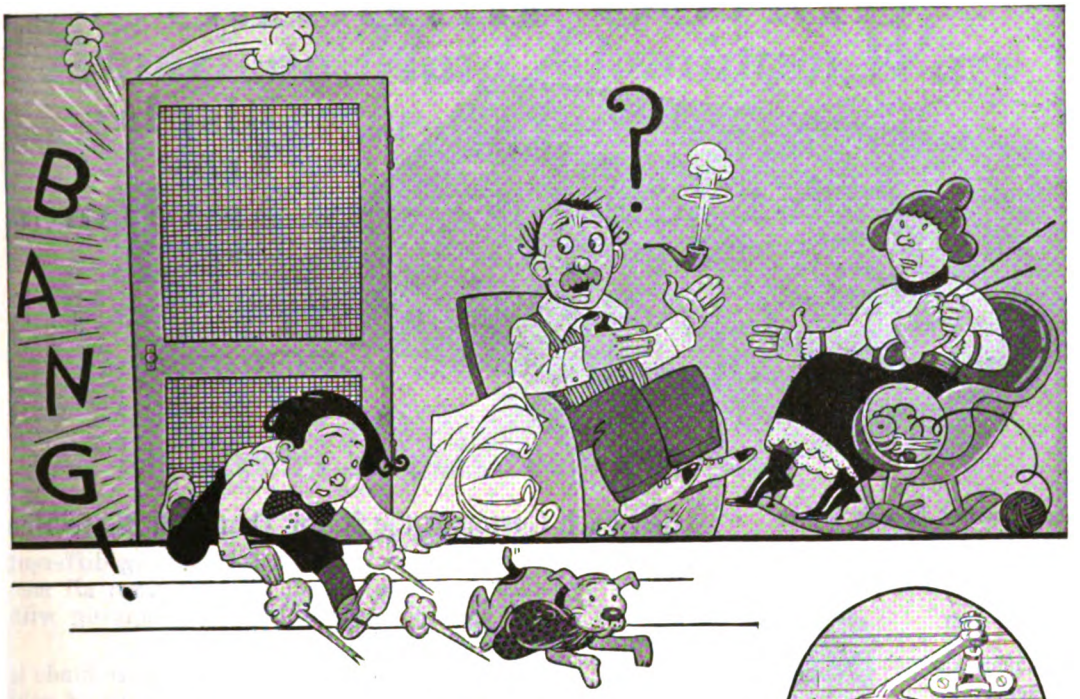
REPRESENTATIVES

THAYER & BOWER,
845 Monadnock Bldg.,
San Francisco, California

H. M. GREENER SALES CO.,
56 East Randolph St.,
Chicago, Illinois.

R. A. MORRISON,
309 Board of Trade Bldg., Portland, Oregon.

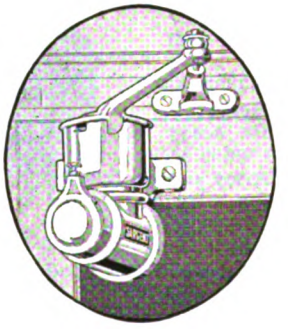
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Midsummer Madness

Nothing will bring it on quicker than slam-banging screen doors. Noisy screen doors get on your nerves. They take the rest and quiet out of life.

Give your customers the quietest, most restful summer they ever had. Introduce them to Sargent Noiseless Screen Door Closers.



Sargent No. 20 Door Closer

Sargent Screen Door Closers close screen doors swiftly, firmly and quietly. They are simple in construction and easily attached.

Sell them for other doors as well as the screen door. There is the coat closet in the front hall, the downstairs lavatory door, the bathroom door, the basement door and others.

Substantial profits await merchants who display these logical summer sellers and explain them to customers. A supply of descriptive circulars will be sent on request.

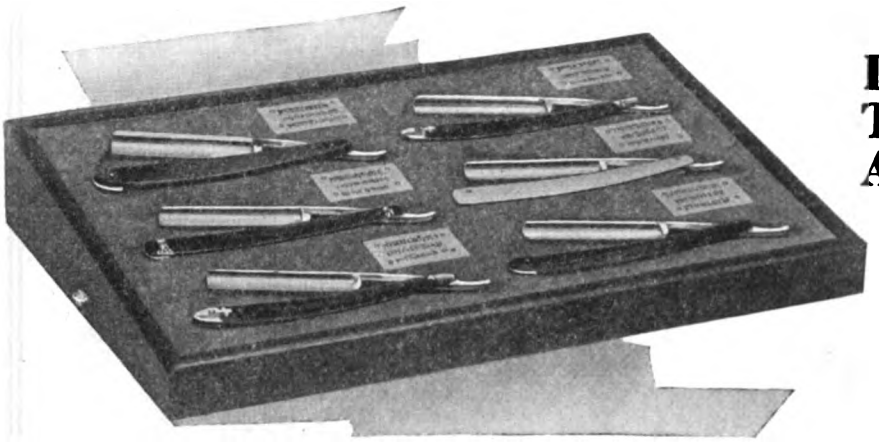
SARGENT & COMPANY

New York **NEW HAVEN, CONN.** **Chicago**

SARGENT
LOCKS AND HARDWARE

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GENCO RAZORS



Display Tray Assortments

Razors packed in tray assortments 300 and 301.

Any customer will find a razor in this list that will shave HIM.

Gold Seal
for heavy beard and tender skin.

Heavy
for heavy beard and rugged skin.

Army and Navy
for wiry beard and rugged skin.

Seneca Chief
for medium beard and tender skin.

Lincoln
for medium beard and ordinary skin.

Henry's X
for light beard and ordinary skin.

There are other tray assortments packed with a larger variety of Genco Styles.

Sell Each Customer the Razor That Will Shave Him

Different Razors are required for shaving different kinds of beard and skin. That is the reason all men do not obtain satisfactory results when shaving with wafer blade edges.

The difference between this and that wafer blade is very slight. Almost every one is but a piece of cold rolled steel with an edge ground onto it.

They are turned out on automatic machines like so many toothpicks. Each one is practically like all the rest.

Adjusting thin steel blades nearer to or further from a guard does not change their shaving properties no matter how fine the adjustment.

It Is the Blade That Does the Shaving

Sell GENCO Shaving Service by supplying each customer with the proper razor for his beard and skin. Razors that are forged and ground for specific purposes.

There is a razor for every kind of beard and skin in each Genco Tray Assortment.

Genco Display Trays

The trays supplied with the 300 Line of Genco Assortments are strongly made and finished dark oak. Razors lie in depressions in the plush covering and are in open position displaying the blade as well as the handle.

Markers indicate the particular kind of beard and skin for which each Razor is recommended, and brief but thorough salesmen's guide charts are packed with each assortment.

Razors attached to trays for display purposes are lacquered to protect them against spotting and rust. Trays can be permitted to lie upon the top of the counter or placed in counter cases.

If your dealer cannot supply you, write us.

GENEVA CUTLERY CORPORATION

GATES AVENUE, GENEVA, N. Y.

San Francisco Office, 693 Mission Street *G. M. GRIFFITH, Manager*

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American Maid Aluminum Ware

The Popular Priced Line

THE secret of many successful house-furnishing sales has been due to the enthusiasm that ***AMERICAN MAID*** Aluminum Ware has created. Ask the buyer who has used ***American Maid*** for his Special Sales.

For over 25 years we have had one main ideal in the manufacture of aluminum cooking utensils—"*To produce and sell at a Moderate Cost a line to meet all demands.*" We attained this in the production of ***AMERICAN MAID*** Ware.

Experienced housewives will welcome the opportunity to secure ***AMERICAN MAID*** at our exceptionally low prices.

Provide NOW for your Special Sales—Write for prices

Illinois Pure Aluminum Co.
LEMONT, ILLINOIS
U. S. A.



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BASSICK



FOR many years Bassick Casters have filled **every** caster need, from the tiny cabinet caster to the 8-inch truck caster that permits the easy moving of huge loads from place to place in the factory or warehouse.

In many ways, in many industries, they have helped to cut costs in handling goods.

There is a large demand for the well known Steel Gem Line, also for the Gem and new steel Harvard truck casters.

Are you in a position to meet your customers' wants for this line?



The Bassick Company

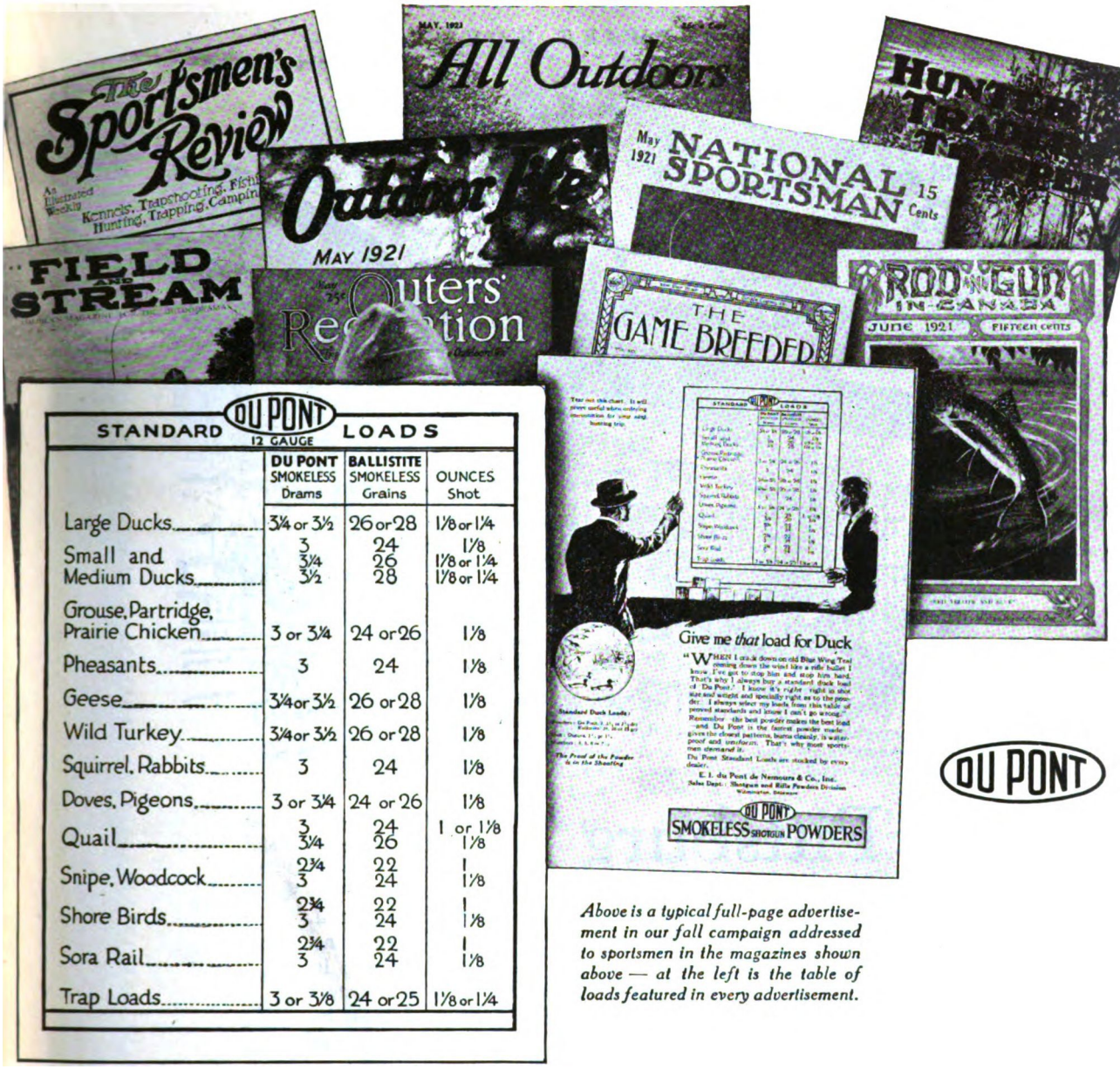
Which is a consolidation of—
The Universal Caster & Foundry Works
The M. B. Schenck Company
The Burns & Bassick Company

Write for descriptive circular No. 200 W

General Offices
BRIDGEPORT - CONN.

PRODUCTS

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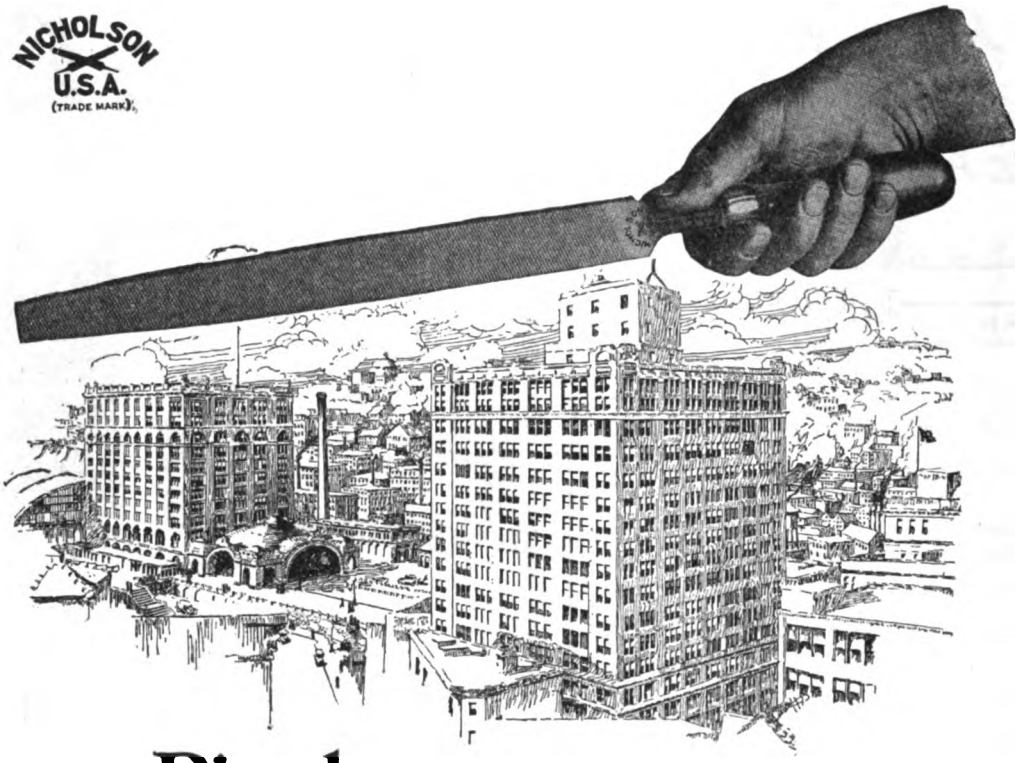
Above is a typical full-page advertisement in our fall campaign addressed to sportsmen in the magazines shown above — at the left is the table of loads featured in every advertisement.

A handsome counter display featuring the table of Du Pont Standard Loads will be sent without charge on request.

TO move your quick-selling shotgun shells quicker—sportsmen are being told the advantages of buying shells from the table of Du Pont Standard Loads . . . . . the advantages to the dealer who handles this concentrated stock are faster turnover and greater profits.

E. I. DU PONT DE NEMOURS & CO., INC.
***Sales Department:* Rifles and Shotgun Powders Division**
WILMINGTON, DEL.

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Pittsburg

Unlimited iron ore accessible by direct rail. Coal and natural gas at its very foundations. Pittsburg has won a place of leadership in iron and steel production—the iron and steel that is shaped and fitted to usefulness by NICHOLSON FILES in the factories of the world.

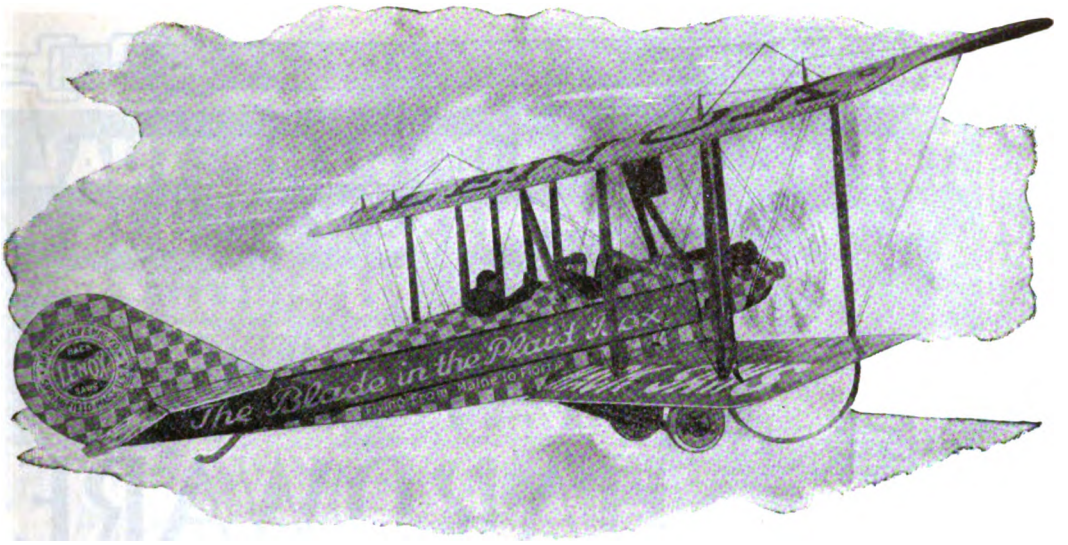
NICHOLSON FILES

The name of PITTSBURG has come universally to suggest steel just as the name NICHOLSON means a perfect file to users the world over—means 100% Uniform Files.

NICHOLSON FILE CO.

PROVIDENCE, R.I., U.S.A.

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From Maine to Florida

WHEN our aeroplane "Lenox" completed her famous trip from Portland, Maine, to Daytona, Florida, thousands of people on this 1560-mile trip were impressed with the fact that "Lenox" is the name of good hack saws and that to be sure to get them you must look for "The Blade in the Plaid Box."

As a dealer you should know that Lenox Blades will solve the hack saw problems of your customers. Made in more than 300 styles, they meet the need of every metal-cutting operation.

"LENOX" HIGH SPEED HACK SAWS

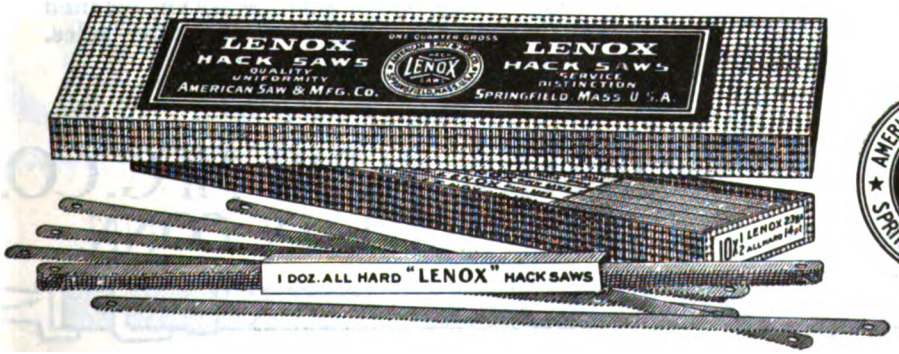
The big talking and selling point on Lenox Blades is their absolute uniformity. They run true to form every time.

When your customer gets the blade that meets his requirements, he can be sure that every blade of that size will be like it.

The owners of American Saw & Manufacturing Company are practical men who know metal-cutting problems from the ground up. The entire plant of American Saw & Manufacturing Company is devoted to the manufacture of hack saws and band saws.

The experts in our Metal-Cutting Testing Laboratories are always glad to answer any questions relating to metal-cutting problems or to make actual tests of the material to be cut. This service is free to your customers.

American Saw & Manufacturing Company
(Incorporated)
SPRINGFIELD, MASS.





LENOX *"The Blade in the Plaid Box"* LENOX

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THE FOUNTAIN OF PERPETUAL BUSINESS YOUTH IS QUICK TURNOVER

HARNESS HARDWARE

IS IN CONSTANT DEMAND

ANCHOR BRAND HARDWARE PRODUCTS



TWO POPULAR TYPES OF SNAPS



NO. 15 BOLT SNAP

NO. 103 FLAT SPRING SNAP

HORSE OWNERS WANT BUCKLES



NO. 50

Farmers and teamsters are glad to know where they can buy "Anchor Brand" Harness Hardware. It has won their confidence by more than fifty years of uniform goodness.

Hardware dealers who carry these in stock – the space required is small – have learned that they are stepping stones to bigger sales.

We Shall be Pleased to Send Free Samples of Buckles and Snaps on Request of Dealers.

NORTH & JUDD MFG. CO.
NEW BRITAIN, CONN.

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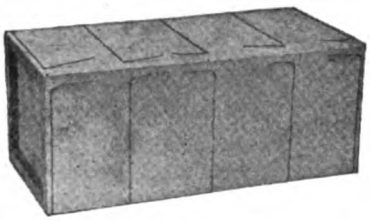


Performance Counts

When all is said and done, the best argument a box manufacturer can advance for your patronage is a clean, long record of successful shipments at reduced shipping cost.

On such a basis "Chicago Mill" is always ready to compete. Through our unequaled testing facilities we have been able to select boxes that have saved our patrons many thousands of dollars annually in freight rates—and brought the goods through "shipshape."

A first duty of our representatives is to determine by tests whether any improvements can be made in customers' boxes. At your request, a representative will call, placing at your service our box-testing laboratories, backed by complete production facilities and resources. Write our executive offices.



Though a Wirebound Box is illustrated above, your particular needs will determine whether your box should be produced by our Nailed Wood, Shook, Wirebound or Fibre Products Department. From ONE of these departments, the best box for your shipping needs can be selected.

CHICAGO MILL AND LUMBER COMPANY
Executive Offices: Conway Building
CHICAGO

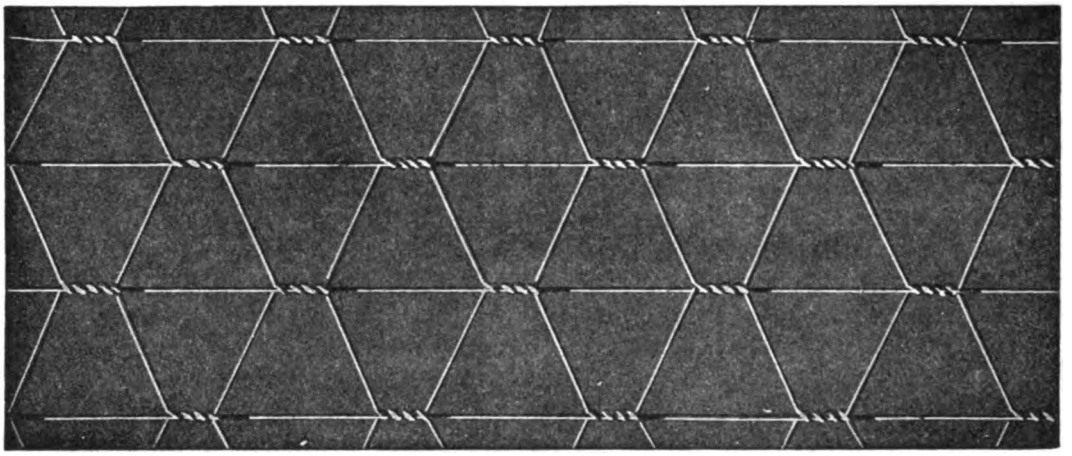
"CHICAGO MILL"

Every Type of **BOXES** *in General Use*

BETTER BOXES
CHICAGO MILL
SAFER SHIPPING

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Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

American Steel & Wire Company

UNITED STATES STEEL PRODUCTS COMPANY

SELLING AGENTS

San Francisco **Los Angeles** **Portland** **Seattle**

Awarded the Grand Prize at the Panama-Pacific Exposition

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This Iron Clad Guarantee with every "EL-WEL-TRA" TRACE CHAIN



Casting the words "Guaranteed" and "El-Wel-Tra" into the swivel does not add an ounce of strength to the swivel or chain **but** they would not appear there unless they represented the last word in Trace Chain making.

The idea back of "El-Wel-Tra" is this: Every link in every chain must be carefully welded to stand the strain for which it is intended, and the company stands ready to replace any "El-Wel-Tra" Trace Chain that might break at the weld.

Besides, that fine "El-Wel-Tra" swivel keeps the chain from twisting, and is shaped like the links so that the hands glide smoothly over it when adjusting chain to harness and plow.

In short—"El-Wel-Tra" Trace Chains give complete satisfaction and service.

Made in popular sizes, with ring or hook in the following finishes: Bright, Electro-Galvanized, Japanned and Electro-Copper Plated.

Packed six pairs of any one size in an extra strong burlap bag, convenient for handling.



Carried in Stock by Leading Jobbers

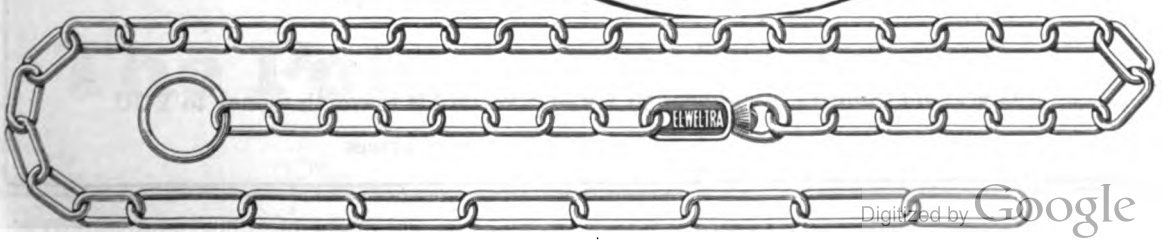
AMERICAN CHAIN COMPANY, Inc.

BRIDGEPORT A·C·C CONNECTICUT

General Sales Offices: Grand Central Terminal, New York

District Sales Offices: Chicago, Pittsburgh, Boston, Philadelphia, Portland, Ore., San Francisco

WORLD'S LARGEST CHAIN MANUFACTURERS



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Every Woman Fears to Trust Her Dainty Undergarments

to the impersonal treatment of the modern laundry. Each individual bit of lingerie must have her own loving care and attention.

Realizing this, the WASHERETTE has been designed to assist her take advantage of what limited time and facilities she has at her disposal for this task.

It is constructed with a sympathetic understanding of the fragile quality and delicate textures of modern feminine apparel.

Silk stockings, georgette blouses, camisoles, chemises and wash silks of all kinds may be placed in the cylinder, warm water and soap chips added, a turn of the faucet and Milady passes on to other duties with the serene assurance that each piece will in a few minutes be renewed to its original sheer loveliness.

Weighing but six pounds, it is just what the name implies—a miniature washing machine so convenient and light that it may easily be carried from room to room and utilized with equal facility in bathroom tub or bowl or in the kitchen sink.

Runs by water power and the operating cost is exactly nil.

The Washerette Corporation

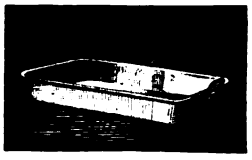
ROCHESTER, N. Y.

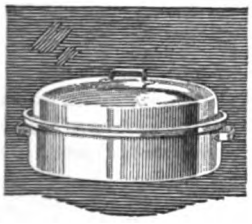
Dealers and Jobbers, its appeal to EVERYWOMAN is worth money to YOU

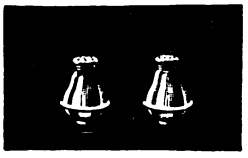
Write for our proposition and prices

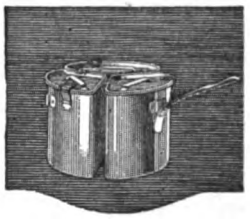
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Boost Your Sales With Viko Baking Pans

Women who once use aluminum pans for cooking and baking, will use no others. For aluminum possesses strength without weight, is an excellent heat conductor and takes a permanently smooth finish.

VIKO, The Popular Aluminum, sells easily and brings you repeat orders. The Viko Aluminum baking pans, such as shown above, allow fine baking results in cookies, muffins, pies and cakes.

Call the attention of your women customers particularly to the Viko Cookie Pan, with its smooth, flat surface that bakes cookies to an even brownness and turns them out without their sticking to the pan.

For full information about the Viko line—

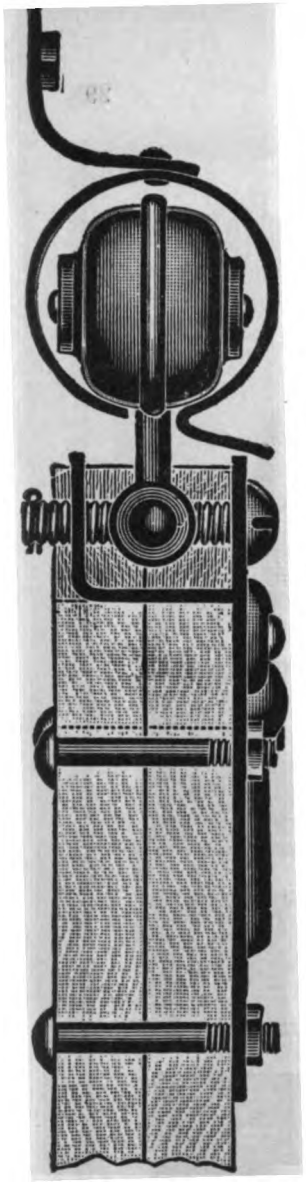
Ask Your Jobber

Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum

VIKO

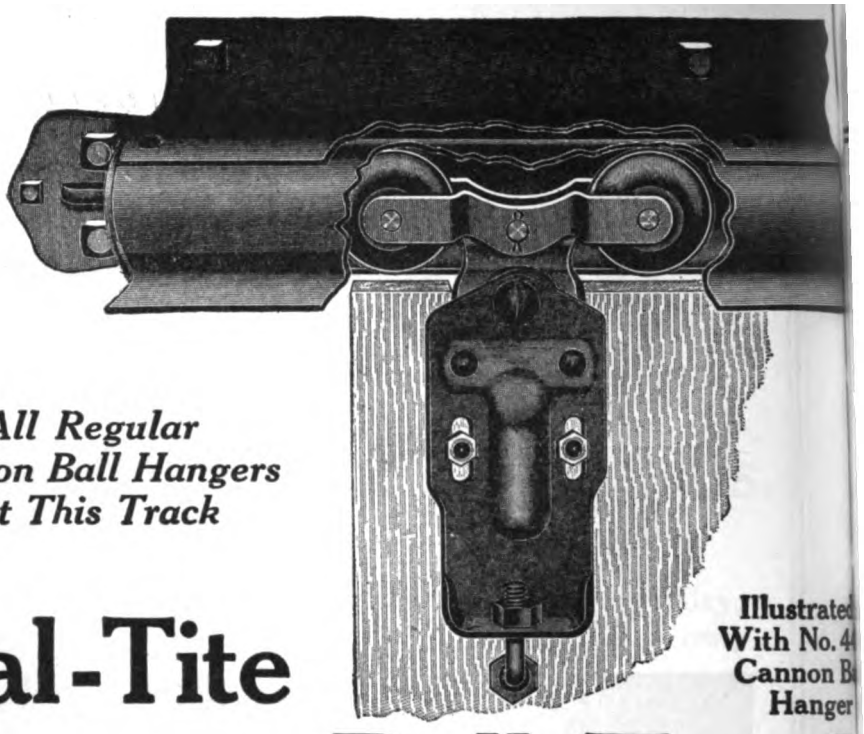
The Popular Aluminum

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Sectional View of Seal-Tite Canon Ball Track

Tight fitting shed above the track keeps rain, sleet and snow from getting behind the door; a flange extending out from under the track keeps winds from blowing in between the door and the track.



All Regular Cannon Ball Hangers Fit This Track

Illustrated With No. 4 Cannon B Hanger

Seal-Tite Cannon Ball Track

The reliable, universally known Cannon Ball mechanical merit with a storm-proof shed over the top of the door. Seal-Tite Cannon Ball Track makes a solid connection with the building. The elements can't get in from above and the apron reaches out over the door and makes a tight joint between the outer edge of the door and the track. Seal-Tite Cannon Ball Track in 3, 4, 6 and 8 ft. lengths.

Regular Cannon Ball, Too!

The most popular tubular track on the market. Cannon Ball still comes in compact crates which can be stored under the counter. For barn doors the Cannon Ball Line of hangers and track fits every need, taste, desire, fad and fancy.

Cannon Ball Garage Fixtures

No matter what the shape or size of the garage—no matter where the doors have to go, there's a set of fixtures in our line that will do the work well and permanently satisfy the man you sell 'em to.

Get the Star Catalogs—They're Worth Sending for

Hunt, Helm, Ferris & Co.

Harvard, Illinois — *Complete Barn Outfitters* — Albany, New York

Designers and Manufacturers of

STAR Equipment

The STAR LINE

"Something to Sell the Year Around"

Stalls, Stanchions and Pens
Litter Carriers
Water Bowls
Feed Trucks
"Harvester" Hay Tool
Door Hangers
Garage Equipment
Coaster Wagons
Tank Heaters
and Other Farm Specialt

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REMINGTON UMC

Remington Scout Knife
R3333

Carefully designed to meet the real, actual needs of the Boy Scout—made strong to "stand up" under rough, hard usage—and so finished as to delight the boy—the Remington Scout Knife is typical of Remington practice in designing and building pocket knives that best fill the practical service needs of the user.

Built for "Business"

The Remington Scout Knife is built for "business"—more than meeting the exacting requirements of the Boy Scout Organization. The master blade is of extra gauge, which means greater strength. Closed, the knife is 3¾" long. It is of full weight and dimensions throughout, and of solid construction. Each special blade and implement is designed and made with its exact purpose in mind. Springs and blades are in "tune" so that the blades open easily.

It possesses the niceties and refinements of master craftsmanship—a regular man's knife for a Boy Scout.

Remington cutlery is sold exclusively through the wholesale hardware trade

REMINGTON ARMS COMPANY, INC.

Successor to
The Remington Arms Union Metallic Cartridge Co., Inc.

General Offices: New York

Cutlery Works: Bridgeport, Conn.

"The prime function of a knife is to cut —to cut keenly"

Remington



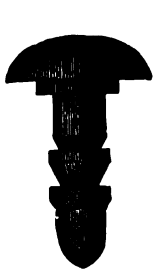
R3333

Length, closed, 3¾". Stag handle, milled brass lining, nickel-silver bolsters, and shackle. Master blade crocus polished and etched. Punch blade blued and polished. Other blades blue glazed.

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Some High Grade Standard

Rubber Tips and Bumpers



No. 4



No. 5



No. 10

For Chair Legs



Fencing Foil Tip

Two sizes

Rubber Caster Cups



Fender 2 Sizes





Each made in 6 sizes



No. 231



No. 232



No. 233



No. 234

Slotted Screw Tips











No. 141 No. 142
10 cents per dozen



No. 143



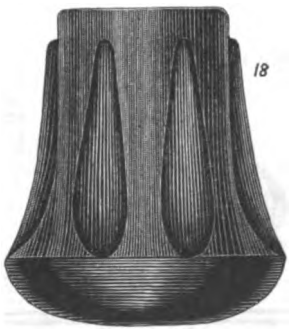
No. 144

Brass headed nails only used in the manufacture of these rubber nails

Rocking Chair Tip



Crutch Tip



That ought to be in your stock

Rubber Tips and Bumpers are in big demand these days—people are beginning to realize the great advantages of their use.

But all tips are not good tips—and a bad tip prevents further sales—further business.

It is up to you to stock the best and most varied line. Inspect some of the illustrations—there's a tip in our line for every practical tip purpose. You had better investigate—for the sake of good business.

Write today—ask for catalog, prices and terms.

THE ELASTIC TIP COMPANY

370 Atlantic Avenue

Boston, Mass. - U. S. A.

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Announcement

Reduction in prices, effective July 1, 1921

To co-operate with you
in increasing your saw
and tool business

See your jobber

HENRY DISSTON & SONS, Inc.
PHILADELPHIA, U. S. A.

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A List of What Disston Makes

And in these Saws, Tools, and Files is that quality found in

"The Saw Most Carpenters Use"

Back Saws
Band Saws for Wood and Metal



Bevels
Buck Saws
Butcher Saws and Blades
Cabinet Scrapers
Chisel Tooth Circular Saws
Circular Saws for Wood, Metal, and Slate
Compass Saws
Concave Saws, Circular
Cross-cut Saws
Cut-off Saws
Cylinder Saws
Dovetail Saws
Drag Saw Blades
Edger Saws
Files and Rasps
Filing Guides
Gang Saws



Gauges, Carpenters' Marking
Grooving Saws
Hack Saw Blades
Hack Saw Frames
Hand, Panel, and Rip Saws
Hedge Shears



Ice Saws
Inserted Tooth Circular Saws
Keyhole Saws
Kitchen Saws
Knives—Cane, Corn, Hedge
Knives—Circular—for Cork, Cloth, Leather, Paper, etc.
Knives—Machine
Levels—Carpenters' and Masons'
Lock Corner Cutters
Machetes
Mandrels
Metal-slitting Saws



Milling Saws for Metal
Mitre-box Saws
Mitre Rods
Nest of Saws
One-man Cross-cut Saws
Pattern Maker Saws
Plumbs and Levels
Plumber Saws
Post Hole Diggers
Pruning Saws
Rail Hack Saws
Re-saws
Saw Clamps and Filing Guides
Saw Gummers



Saw-sets
Saw Screws
Screw Drivers
Screw-slotting Saws
Scroll Saws
Segment Saws
Shingle Saws
Siding Saws
Slate Saws, Circular



Squares, Try and Mitre
Stair Builder Saws
Stave Saws
Straight Edges
Sugar Beet Knives
Swages
Tools for Repairing Saws
Tool Steel
Trowels—Brick, Plastering, Pointing, etc.
Veneering Saws
Webs—Turning, Felloe, etc.

This is a partial list. There are thousands of items in the complete Disston line.

Digitized by Google



"That's Columbian *Tape-Marked* Pure Manila Rope

——and illustrates the confidence that you can place in Columbian, the rope with the red, white and blue *Tape-Marker* guarantee in every foot. Whether those men work six or sixteen stories up it's all the same to them when they know that every foot of the rope contains this marker."

Mr. Dealer — Columbian has a special appeal to men on such hazardous jobs as the one illustrated. The knowledge that you sell the rope with the red, white and blue *Tape-Marker* guarantee of strength and durability, will draw them to your store for all their cordage requirements. Are you prepared to supply the demand for Columbian? If so, let us send you a large poster card to place in your store window featuring the *Tape-Marker.*

Columbian Rope Company

352-80 GENESEE ST.

Auburn, N. Y. *The Cordage City*

Branches: New York Chicago Boston Baltimore Houston

Digitized by Google



If you are interested in knowing what makes the wheel turn in the bottom of the BALDWIN, write us

The Baldwin Refrigerator Co.

Burlington, Vermont



C. H. SMITH
Western Representative
817 South St. Andrews Place,
Los Angeles, Calif.

STOCK CARRIED IN SAN FRANCISCO BY HEYMAN-WEIL COMPANY

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New Style "ACME" Fry Pans

ONE PIECE COLD HANDLE

THEY BUILD UP YOUR TRADE AND SATISFY YOUR CUSTOMERS

INSIST ON THE "GENUINE" ACME

SOLD BY ALL FIRST - CLASS JOBBERS THROUGHOUT THE WEST

Pacific Coast Representatives

Wm. P. Horn Co.
Rialto Bldg.
San Francisco

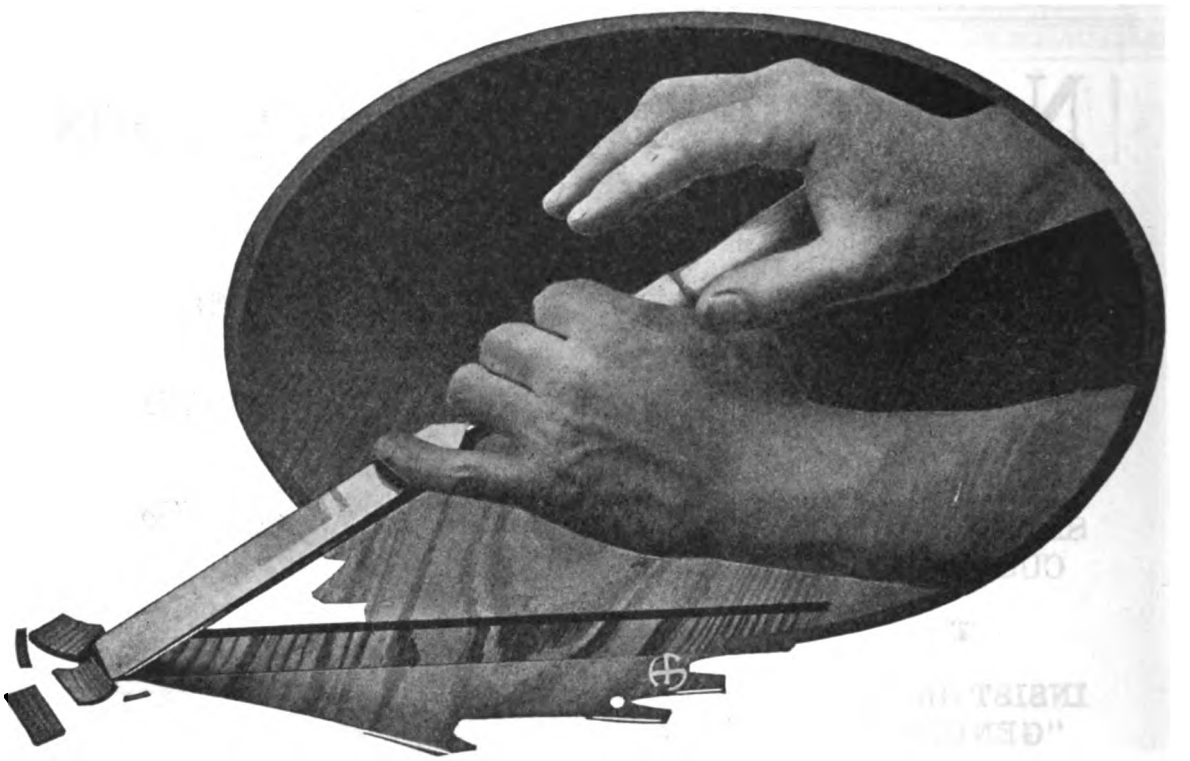
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Los Angeles
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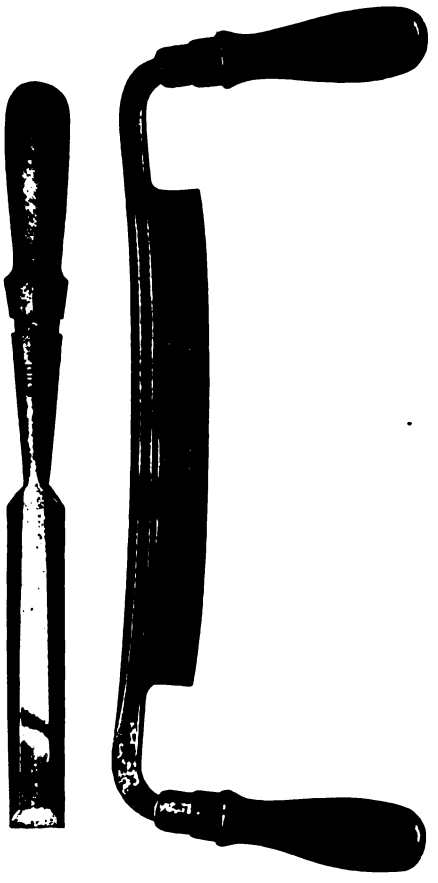


NEW YORK STAMPING COMPANY

Brooklyn, New York

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There IS a Difference—

ALL CHISELS are **not** alike, even though they may look alike.

Pexto Chisels are forged from special crucible steel of extreme strength and toughness, by the best mechanics—men who have been making Pexto Chisels for many years.

The hardening and tempering is done by a special process and the fine sharp edge will last as long as proper care is given to it.

These Chisels are furnished with the celebrated "mirror finish" and with the polished hickory handles make an exceptionally attractive tool.

Every tool is carefully inspected—giving the customer the assurance of Pexto Quality.

Let us send you a supply of our Chisel booklets which list and illustrate our entire line of Chisels and Draw Knives.

PEXTO

WORTH WHILE TOOLS

The PECK, STOW & WILCOX CO.

Southington, Conn., U. S. A.

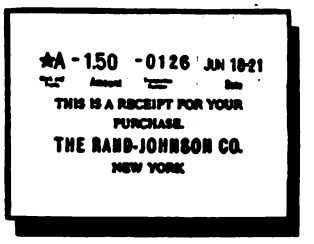
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Give a receipt

and get all your money

The right way to handle a sale



Wrap this receipt in the parcel.

① Collect the goods at the wrapping counter beside the register.

② Tell the customer the price and get the money.

③ Register the sale.

④ Wrap the receipt in the parcel.

⑤ Give parcel and change to the customer.



Get this record inside the register.

The customer gets quick service.

The clerk gets credit for making the sale.

The merchant gets all of his profits.



And get all your money.

We make cash registers for every line of business. Priced $75 and up.

NATIONAL
CASH REGISTER CO.
DAYTON, OHIO.

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The Tritch Hardware Company

DENVER

Jobbers

To the Merchants of the Rocky Mountain West

DISTRIBUTORS OF

QUICK MEAL STOVES
VIKO ALUMINUM
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PLYMOUTH ROPE
VALLEY FORGE CUTLERY
AMERICAN BEAUTY ELECTRIC IRONS
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Pioneer Slate Surfaced Shingles

for

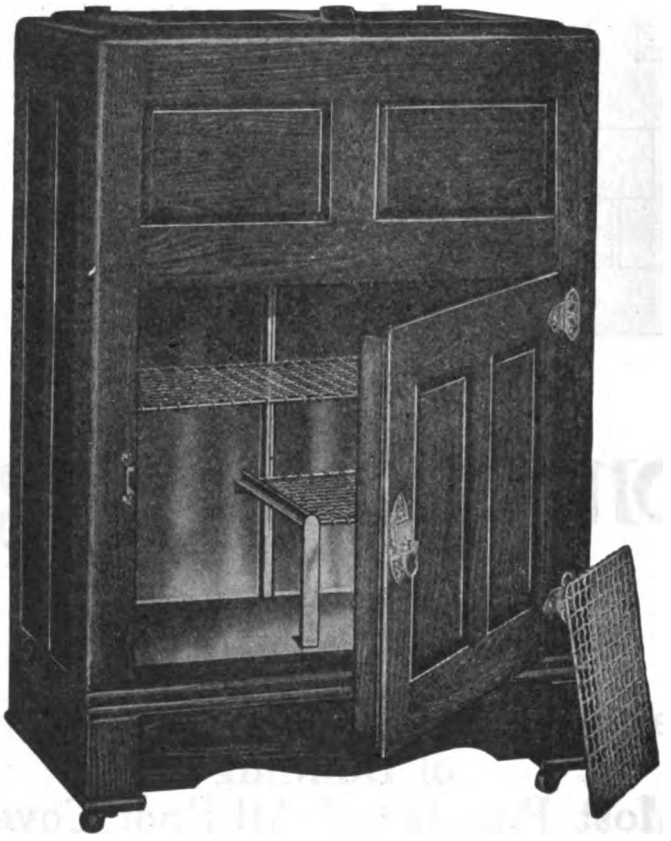
Bungalows, Residences and Every Type of Building
The Most Popular of All Roof Coverings

Approved by the National Board of Fire Underwriters

Attractive Pioneer Slate Surfaced Shingle Display Folders and full information furnished on request.

Pioneer Paper Company
- Manufacturers
Los Angeles
San Francisco
U. S. A.

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The Monarch Refrigerator Works

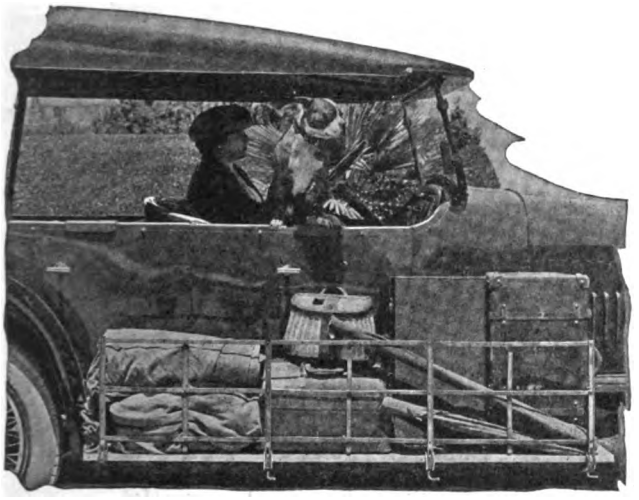
Burlington, Vermont

Union Hardware & Metal Co.
Los Angeles, California

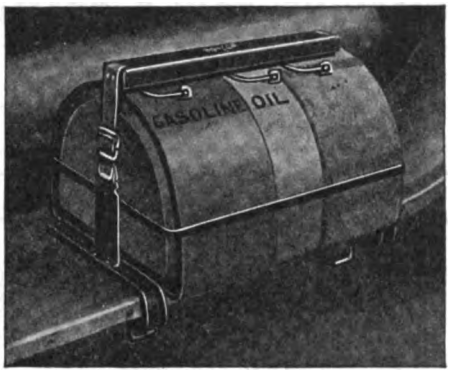
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Increase Your Sales With BOYCO PRODUCTS



BOYCO LUGGAGE CARRIERS are designed to care for the needs of motorists and provide added carrying capacity for camping, fishing, hunting and pleasure trips without, in any way, disturbing comfort in travel. The Boyco Carryall is the strongest and most substantial device of its kind on the market. Made in four numbers, with and without the end-gate feature, adaptable to the carrying of every description of luggage. Adjustable to different heights and lengths.



Number 212

BOYCO SERVICE UNITS give genuine confidence to the motorist in that he is always sure of his fuel supply. No matter what the locality or what the road conditions, it is always a relief to know that one's motor is well provided for against emergency. A useful product that means desirable business and increased sales.

Send for Illustrated Booklets



A Great Little Grate

BOYCO CAMP GRATES give lasting satisfaction for the day's outing, or for extended camping and fishing trips. Their sturdy construction and built-in feature meet the requirement of those seeking out-of-door pleasure. Made in two numbers, with and without the skirting. Folds into compact form and is easily carried. There is a certain something about the pungent odor of burning firewood that whets appetites and makes the meal a bigger treat.

It's a great Grate and appeals to every sportsman.

Sold by All Jobbers

Boyle Manufacturing Company

51st and Santa Fe Ave. Los Angeles — CALIFORNIA — 21 Sutter Street San Francisco

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"Sterling"



Hard **TUNGSTEN STEEL** **Flexible**

HACK SAW BLADES

Many years of personal caretaking attention to manufacturing details have produced in STERLING Blades a cutting tool of unquestionable merit.

We claim Endurance—Dependability—Fast cutting — Long Life — Satisfaction to Dealers and Consumers.

Users declare that our slogan—"They don't Scratch, They Cut"— tells the story.

SOLD THROUGH JOBBERS ONLY

CORRESPONDENCE RESPECTFULLY SOLICITED

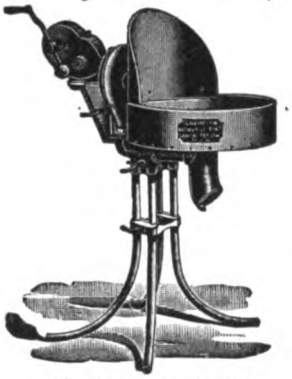
DIAMOND SAW & STAMPING WORKS, BUFFALO, NEW YORK

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Lachman Building, Room 321, 417 Market Street, San Francisco, Cal.
Exclusive Pacific States Representatives

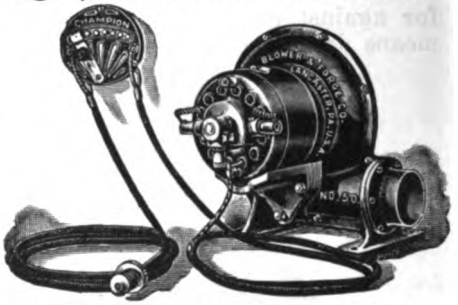
Champion Blowers, Forges, Drills and Screw Plates



No. 400 Blower

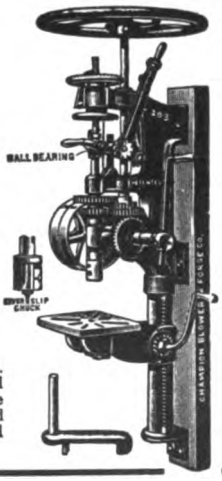


No. 401. Rivet Forge

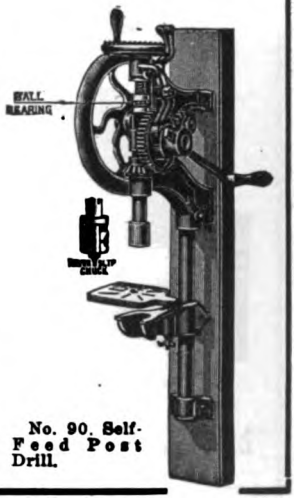


No. 50. Champion One-Fire Variable Speed Electric Blacksmith Blower.





No. 263. Self-Feed and Double Compound Lever Feed Drill.



No. 90. Self-Feed Post Drill.

Screw Plates in Four Styles, Cutting up to 1½"

CHAMPION TOOLS, Built for Service

CARRIED IN STOCK AND DISTRIBUTED BY ALL THE LEADING JOBBERS

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CHAMPION BLOWER & FORGE CO.
Lancaster, Pa., U. S. A.

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Famous Sectional Cabinets

FOR

Hardware
Auto Accessories
Screws
Bolts, Etc.

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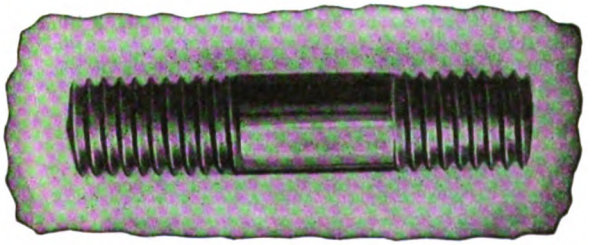
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W. C. Heller & Co.
Montpelier, Ohio





WM. H. OTTEMILLER CO., York, Pa.

Manufacturers of Cap and Set Screws, Screw Machine Work

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Jones & Cox, Newhouse Bldg., Salt Lake City, Utah.
Taylor, Youngs & Cox, Temple Court Building, Denver Colorado
Strimple & Cox, Corbett Bldg., Portland, Ore.

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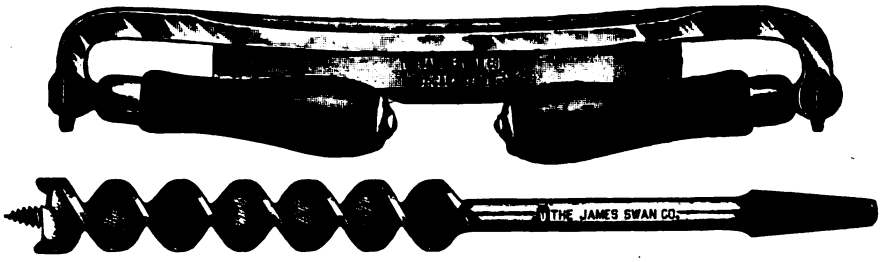
THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

BITS
AUGURS



CHISELS
DRAW KNIVES



NAIL SETS
GIMLETS



GOUGES
SCREW DRIVERS

New York Office: 28 Warren Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento California

PHOENIX HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

Phoenix Shoes are Kept in Stock by the Following Houses

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PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES JOILET, ILL., POUGHKEEPSIE, NEW YORK

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ELECTRO-ZINCKED **AFTER** WEAVING

GALVANOID has won the pre-eminent favor of the trade because it is the most dependable zincked screen cloth made. You can confidently recommend GALVANOID to your best trade.

ORDER NOW AND TAKE SHIPMENT EARLY

If your Jobber cannot furnish, advise us and we will see that you are supplied.

WE ALSO MANUFACTURE
BRONZE, COPPER, PAINTED AND GALVANIZED

AMERICAN WIRE FABRICS CO.

208 So. La Salle Street, Chicago, Illinois

FACTORIES:
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REPRESENTATIVES:
EWING-LEWIS CO., San Francisco and Los Angeles, Cal. D. L. HERMAN, Seattle, Wash.

The Bridgeport Hdw. Mfg. Corp. Bridgeport, Conn.

THE LITTLE WONDER
Midget Screwdriver



A practical high-grade little tool. Made just as carefully as the large Drivers. Packed on a very attractive red and gold card.

The "Fastest Seller" of the Year
No. 42 Assortment

Four 1¼-inch, four 2-inch, four 3-inch

C. W. GAUSE CO.
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THE OH-KAY SCREW DRIVER
High Grade Steel Blade, Black Oil Finish and Bright Points
Red Stained and Varnished Handle
Patented Steel Ferrule, Bright Finish
List Price, $6.00

12 Assortments in a Case



Gross Weight of Case, 100 lbs.

No. 55 Assortment Heavy Cardboard Stand
2 Dozen 8-4, 8-5, 8-6 inch

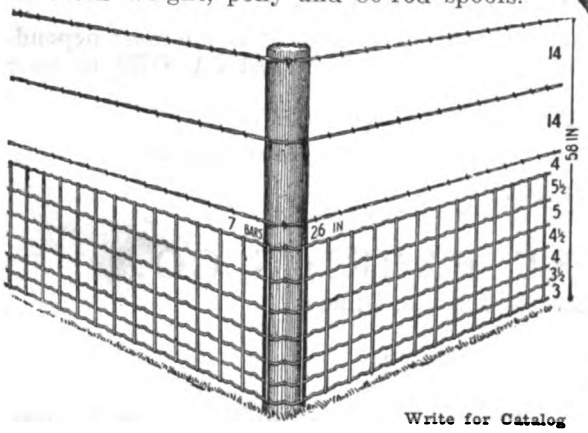
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"Pittsburgh Perfect" Barbed Wire

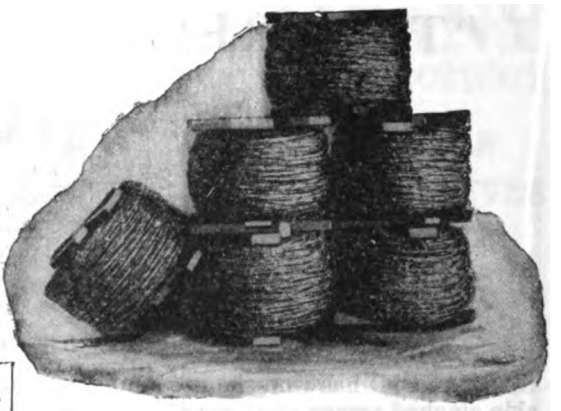
made exclusively of

"Pittsburgh Perfect" Open Hearth Steel

Uniform gauge and homogeneous quality is assured because we control the manufacture from the ore to the finished product. Barbs evenly spaced; two and four point, round, half-round and flat. Put up in catch weight, pony and 80-rod spools.



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Pittsburgh Steel Company

General Offices, Pittsburgh, Pa.

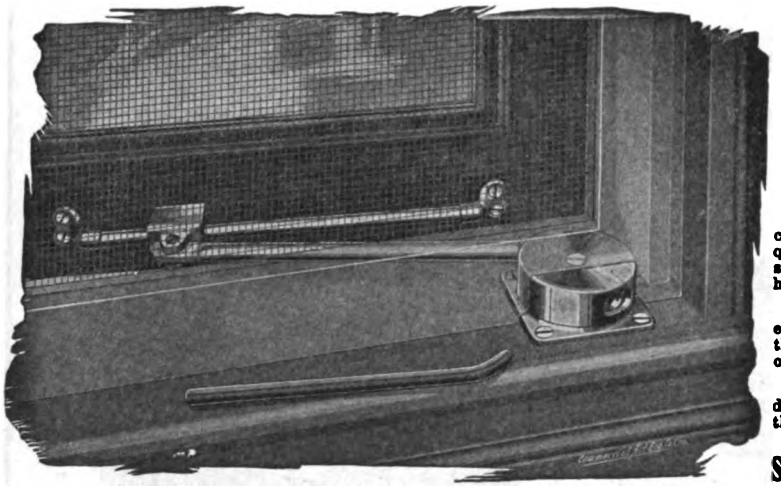
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Distributors of "Pittsburgh Perfect" and "Columbia" Wire Fencing:

DUNHAM, CARRIGAN & HAYDEN Co.
San Francisco, Cal.
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PITTSBURGH PERFECT PSCo



Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.
550 W. Lake Street, Chicago



WAGNER Door Hangers and Tracks

Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade. Write for catalog showing entire line.



Roller Bearings

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa

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Made by generations of saw makers—the most skillful in the world—and backed by the highest grade of saw steel, Simonds Saws today stand as the perfect-cutting service. They are so good that the makers stand behind them with the strongest kind of guarantee. Any hardware dealer who handles Simonds Saws is assured of reasonable profit. Simonds are the saws that satisfy.

Write for dealer's selling proposition and discounts.

Simonds Manufacturing Co.

Portland, Ore. San Francisco, Cal. *"The Saw Makers"* Seattle, Wash. Vancouver, B. C.

SAGER CHEMICAL PROCESS AXES

AND

BULL DOG LOGGING TOOLS

Recognized all over the United States as the BEST money and skill can produce

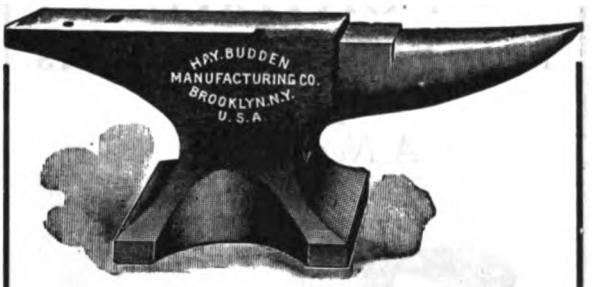
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HIGHEST HONORS AWARDED BY

GRAND PRIZE GRAND PRIZE

WARREN AXE & TOOL CO. WARREN, PA. U. S. A.
DAILY CAPACITY 3500 AXES AND LOGGING TOOLS

HAY-BUDDEN Solid Forged ANVILS



YOUR JOBBER WILL SUPPLY YOU WITH THE OLD RELIABLE

GENUINE Hay-Budden Anvil

Hundreds of thousands in use and giving perfect satisfaction.

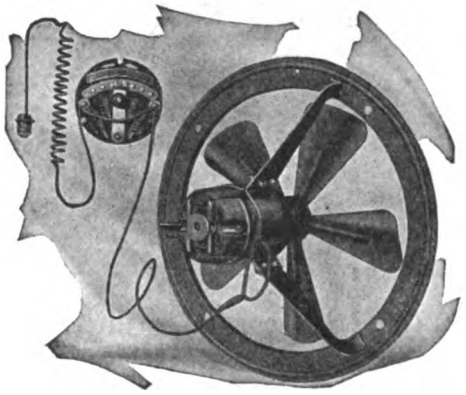
A LOOSE FACE IMPOSSIBLE

FULLY GUARANTEED

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Breezo
Disk Fans

Breezo has a maximum capacity of 1000 cu. ft. of air per minute. This means 1000 cu. ft. of foul air removed or fresh air introduced and not just stirred up.

Breezo is the fan of a thousand uses, it will remove the noxious fumes of paint, oils, varnishes and other finishing materials.

Will remove foul air or excessive heat from lavatories, engine rooms, kitchens and restaurants.

Improves the efficiency of the men working in factories by removing dust, lint, steam and overheated air.

EASY TO INSTALL—POSITIVE IN OPERATION—NOISELESS.

Dealers, this is a fan that can be used in hundreds of different ways—and is a GOOD SELLER. Breezo is complete, just screw plug into lamp socket, set fan in place and it is ready to run.

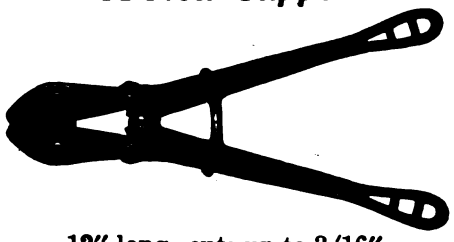
Can make immediate shipments from Los Angeles branch.

For information write Department 37

BUFFALO FORGE COMPANY - Buffalo, N. Y.

PORTER'S
New Easy Bolt Clippers

Look!
A New Clipper



12" long; cuts up to 3/16".

The low price will sell it over the counter. No tool kit complete without it.

Ask your jobber for
Porter's No. 1855 Clipper

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H. K. PORTER - Everett, Mass.

The "Pony" Riveter

Every "PONY" Machine will set both tubular and split rivets and is the best riveter made for repairing harness.



THE "PONY"

Every Farmer Should Have One

The Machine is guaranteed against imperfections in workmanship and material, and the body being made of MALLEABLE IRON, will not break if abused.

MADE BY

F. H. SMITH MANUFACTURING CO.
3047 Carroll Ave., Chicago, Illinois

Manufacturers of
"Perfection" Spots, Spot Setting Machines and Rivet Setting Machines

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"Business was demoralized—I jumped in all the harder"

"In 1894," says Mr. L. S. Starrett, founder and active president of The L. S. Starrett Company, "business was demoralized, manufacturers discouraged and laborers thrown out of employment. I believed that the ebb in business would be followed by a flood tide. Therefore, instead of being discouraged, I 'jumped in all the harder,' and built an addition to my plant."

Today as in 1894, the Starrett program is for "jumping in all the harder."

Every hardware dealer today—for his own interest and the national good—should join in the Starrett policy of faith and courage—and "jump in all the harder" to hasten and heighten the tide of business in its returning flood.

Send for Catalog No. 22-BF

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers

Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

42-170



Sell Starrett Tools

STANLEY S.W.

GAGE
SELF-SETTING
IRON PLANE

The plane iron, when removed to be honed or sharpened, may be replaced in exactly the same position as before removing. This also applies to the plane cap; when taken out to allow removal of the cutter, it goes back into the same position.

Don't miss an opportunity to display this convenient tool. It will almost sell itself, if you'll give it the right chance.



Illustrated folder J5 setting forth the advantages of this plane gladly sent to hardware merchants for distribution; your name and address printed on the cover

THE STANLEY RULE & LEVEL PLANT.
THE STANLEY WORKS
NEW BRITAIN, CONN. U.S.A.

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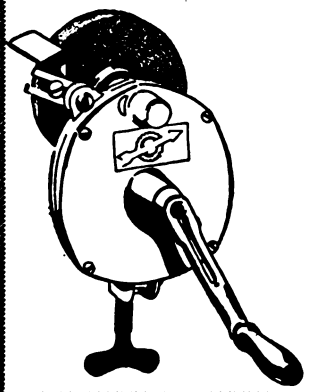
The Increasing Demand



for a complete line of high grade grinders for various requirements is being met in its every phase by

Sturdibilt

Tool grinders varying in size from the small hand grinder for kitchen use—the foot power machine for farm and shop, to the heavy duty double head, double pulley belt power bench machine. The Sturdibilt line has many points of superiority over ordinary grinders, fully described in the Sturdibilt catalog.



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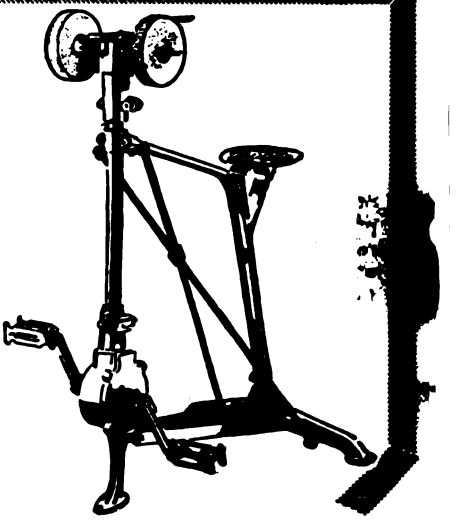
Send for this catalog and names of jobbers in your territory, then order through the jobber.

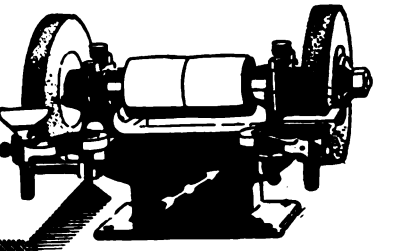
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Prairie Du Chien Tool Co.

Prairie du Chien, Wis.





Myers O. K. Long Truck Unloader



MYERS HAY UNLOADING TOOLS

It will not be long before hay making is on in earnest. Already there is a decided stir in this direction—new unloading outfits are being sold and installed in advance while the demand for unloaders, forks, slings, pulleys and fixtures is growing rapidly as harvest approaches. Be prepared to obtain your share of this business by ordering now a complete stock of MYERS HAY UNLOADING TOOLS.

You are familiar with Myers quality and know that Myers Unloaders, Forks, Slings, Pulleys and Fixtures, through their speed, ease of operation and large capacity, will please your most particular customers. What else is necessary? Write, telephone or telegraph. Catalog and prices by return mail, if you do not already have them.

F. E. Myers & Bro., Ashland, Ohio

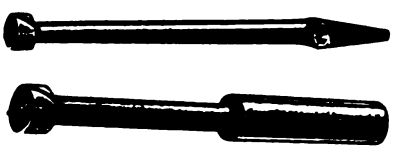
Ashland Pump and Hay Tool Works



"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work

SPECIALLY ADAPTED FOR HARDWOOD WORKING



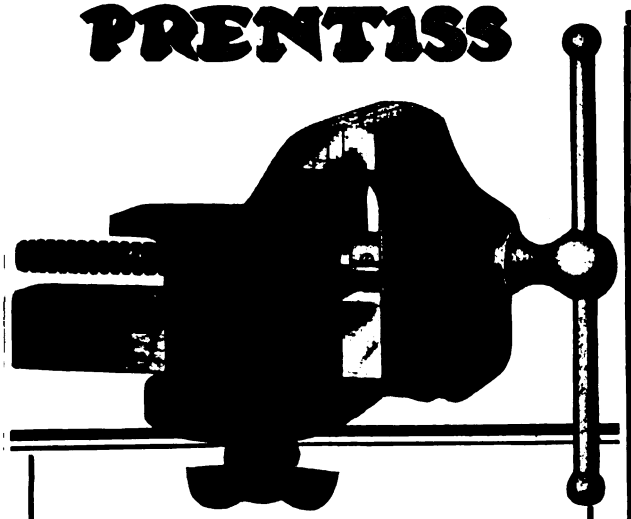
The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.

Enquire of Your Hardware Jobbers, or Write Us Direct. **Supplied in Sets** **Write for Catalogue**

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PRENTISS

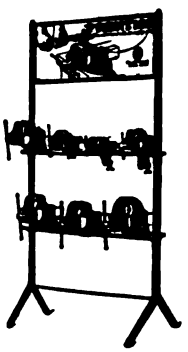


Every Home Needs a Vise

This is the automobile season — and automobiles and necessary tools go together.

Prentiss Vise No. 161½ is as necessary to every auto owner as a wrench, a jack, or even tires. Its sure grip is needed in every home garage, on every work bench.

Hardware dealers who are displaying Prentiss Vises on the attractive and serviceable sales stand, which is furnished **free**, are reaping generous profits. The Prentiss seven color window display and counter card are also bringing quick and immediate sales.



Write for the free sales stand, window display and counter card

Shipped direct or through your dealer.

PRENTISS VISE COMPANY

106-110 Lafayette Street

NEW YORK

"On the Bench Since 1868"

FACTS

Worth Remembering



In ordering Window or Fly Screen Cloth from your Jobber don't forget these vital facts:

The amount of **service** and **satisfaction** your customers get out of Screen Cloth depends almost entirely upon the materials used and the methods employed in the making. The label which identifies every roll of the "Perfect" Screen Cloth is your guarantee of the best materials, accurate mesh, the proper width and a full 100 lineal feet to every roll.

That's why dealers buy all of our wire products, Screen Cloth, Hardware Cloth, Poultry Netting, Fly Traps, etc.

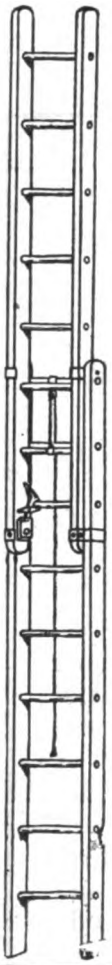
Please Order Through Your Regular Jobber

Manufactured by

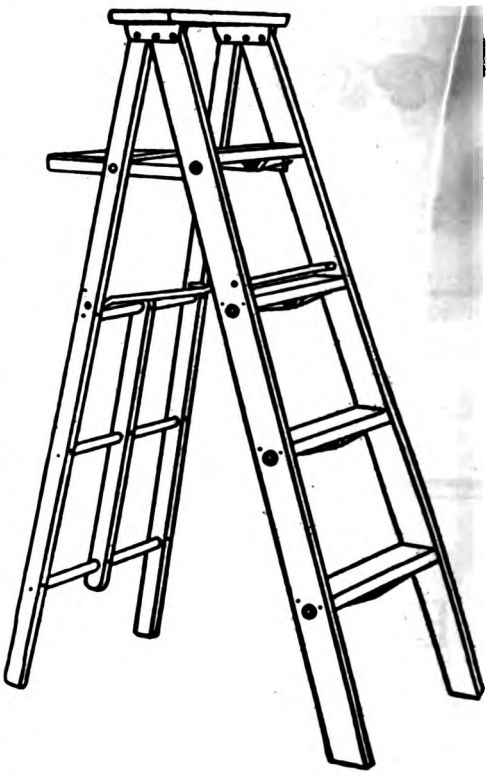
***The* LUDLOW SAYLOR WIRE CO.**

ST. LOUIS, MO.

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BABCOCK
SPRUCE
LADDERS



Everything in the Ladder Line

Write for Catalogue

PROMPT SHIPMENT

MANUFACTURED BY

W. W. BABCOCK CO. - Bath, N. Y.

(No. 12)

There Is a Difference in Washers



Just as in an other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

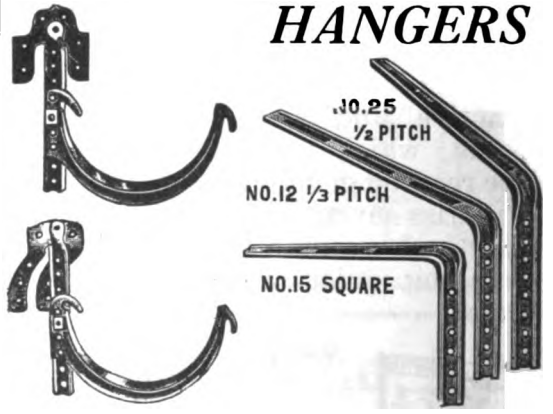
Annealed Rivet Burrs **Fellow Plates**
Sheared and Punched Plates

PROMPT SHIPMENTS

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Coast Representatives.
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.; Denver, Colo.

BERGER'S GUTTER HANGERS



The Leading Hangers and Fasteners everywhere. Immense stock and variety. Ask for samples and Catalog of our

Tinners' & Roofers' Supplies

BERGER BROS. CO., Mfrs.

Office, 229-231 Arch Street
Store, 237 Arch Street
Warerooms and Factory, 100-114 Broad Street
PHILADELPHIA

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Hitting the Bullseye Since 1864

Stevens

Stevens Repeating Shotguns

IN EITHER

Field or Trap Models

Offer to the shooter a record of "kills" not surpassed by any other guns regardless of price.

The shooting qualities of Stevens guns have often sold them—even when compared with the more expensive arms.

Their moderate price combined with their well-known performance has convinced the shooter that Stevens Shotguns are **right.**

J. STEVENS ARMS COMPANY
CHICOPEE FALLS, MASS.
Executive and Export Offices:
50 Church St., New York
Owned and Operated by
Savage Arms Corporation, New York



"STANDARD" GRADE

Take-Down 12-Gauge Weight about 7¾ lb.

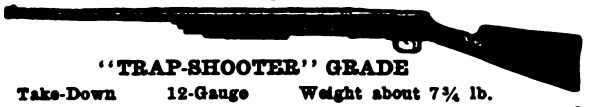
BARREL—High-Pressure compressed steel, bored for nitro powder; full choked, modified or cylinder — full choked unless otherwise specified. Length, 26, 28, 30 or 32 inches.

ACTION—Hammerless; visible locking block; safety firing pin; independent safety; side ejection.

RECEIVER—Drop forged; solid breech.

STOCK—Plain walnut; pistol grip; rubber butt plate; length 13¾ inches, drop 2⅝ inches.

AMMUNITION—Any standard factory-loaded shell up to 2¾ inches in length. Six shots—five in magazine, one in chamber.



"TRAP-SHOOTER" GRADE

Take-Down 12-Gauge Weight about 7¾ lb.

BARREL—High-pressure compressed steel, bored for nitro powder; full choked Hollow Matted Rib. Length 28, 30 or 32 inches—30-inch barrel always furnished unless otherwise specified.

ACTION—Hammerless; visible locking block; safety firing pin; independent safety; side ejection.

RECEIVER—Drop forged; solid breech; matted top.

STOCK—Fancy walnut, checkered; straight grip; rubber butt plate; length 14 inches, drop at comb 1½ inches, drop at heel 2¼ inches; No Deviation. Fancy walnut slide handle, checkered.

AMMUNITION—Any standard factory-loaded shell up to 2¾ inches in length. Six shots—five in magazine, one in chamber.

Rifles - Shotguns - Pistols

NORCROSS GARDEN CULTIVATORS



Growing in Demand Every Day

Sell one to a customer—and you get his next door neighbor.

Comes in (8) sizes, 5-PRONG, 3-PRONG and MIDGET, suited to both Men and Women.

The "NORCROSS" is Distinctively a "Quality" Line.

Handsome in appearance and built to give long Service and Satisfaction.

You'll enjoy selling them because of their wonderful efficiency—and because you can confidently recommend them.

More than 300 Jobbers carry the "NORCROSS" Line



Manufactured by
C. S. NORCROSS & SONS
Bushnell, Ill.
Distributed by
LEADING HARDWARE JOBBERS
EVERYWHERE

CARRIAGE CLAMP

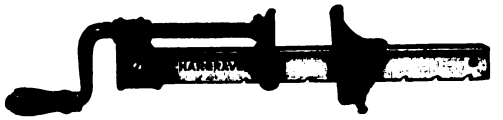
(QUICK SALE)



An exceedingly well made tool, having strong malleable frame and steel screw.

PERFECTION CLAMP

(THE TRADE WANTS IT)



This is a strong, durable, convenient general purpose Clamp.

Send for our new catalog showing complete line of up-to-date Clamps, and many other "HARGRAVE QUALITY" TOOLS, for which you would have a ready market.

THE CINCINNATI TOOL CO.
Montgomery and Waverly Ave., Cincinnati, Ohio

Please address all orders and inquiries as above.

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The Cronk & Carrier idea of making Garden Tools is to make them strong and serviceable. It is better to buy **Cronk Quality Rakes** which last, than to continually keep buying rakes that wear out. We are ready to supply the spring demand through your jobber.

THE CRONK & CARRIER MFG. CO., Elmira, N. Y.

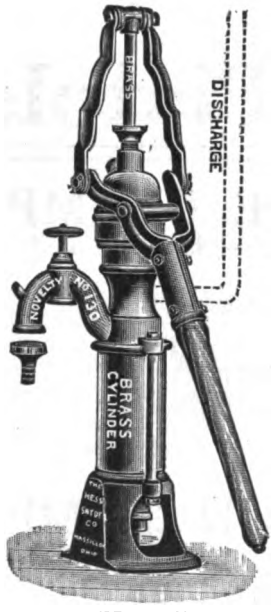
Western Representatives, SPRAKE SALES CO., Inc.

Los Angeles, 216 Higgins Bldg. | San Francisco, 525 Market Street | Portland, 633 Railway Exchange Bldg. | Denver, 506 Charles Bldg.

GET IN A SUPPLY OF

NOVELTY FORCE PUMPS

And treat your customers to the best.



(No. 130)

We are the manufacturers of the original 'Novelty' Pump for **WELLS** and **CISTERNS.** Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!

THE HESS-SNYDER CO., Massillon, Ohio

"EASY EMPTYING" Grass Catchers



"Favorably known the world over" now made with

Re-Inforced Non-Slipping Bottom

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 20.

Write for it

SOME OF OUR PACIFIC COAST JOBBERS

California Hdwe. Co.
Union Hardware & Metal Co.
Hoffman Hdwe. Co.
Harper & Reynolds Co.
Failing-McCalman Co.
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THE SPECIALTY MFG. CO., St. Paul, Minn., U.S.A.



BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS, 122-124 N. Curtis St., Chicago, Ill.

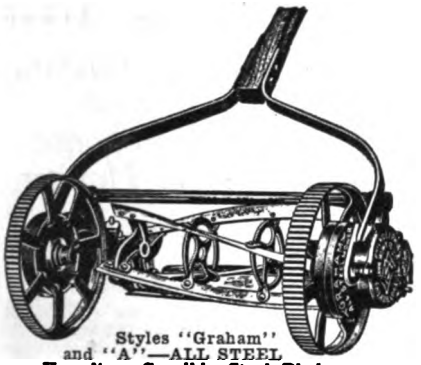
Pacific Coast and Inter-Mountain Representatives
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Seattle and Denver



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GENUINE

"PHILADELPHIA"



Styles "Graham" and "A"—ALL STEEL
Vanadium Crucible Steel Blades
(Practically Indestructible)

Largest Makers of

HIGH GRADE

Lawn Mowers in the World

So great is the demand we are compelled to make *"PHILADELPHIA"* in 22 styles of HAND — 5 styles of HORSE — 3 styles of MOTOR POWER — all HIGHEST GRADE.

A Mower for Every Purpose

Send for Catalog and Discounts NOW.



MOTOR MOWERS are becoming more popular each season as great time and labor savers for Parks, Cemeteries, Golf Courses and large Estates and like our Hand and Horse Mowers, the Genuine *"PHILADELPHIA"* are the very finest that can be produced.

THE PHILADELPHIA LAWN MOWER CO.
31st and Chestnut Streets, Philadelphia, Pa.

HAVEN & HAVEN, 508 Mission St., San Francisco, Cal.
Selling Agents

MOTOR Mowers, 30-inch walking type; 40-inch riding type; combination lawn roller and lawn mower.

Yours for Mutual Profit

INCREASE your profits and build up friendship and good-will by handling the Aseptic Home Capping Machine. It is packed for your convenience in individual boxes, thus saving space, preventing loss of parts, and reducing your expense.

For our third year of bottle cappers we are prepared to double last year's out-put and sincerely hope that we will double our circle of business friends. "Yours for Mutual Profit" is the way we sign our letters and we mean it.



Write today for sample and prices.

Reinhold-Sharp & Company

615 Harrison St. Davenport, Iowa

Western Representative, JOHN F. KEGLEY, Lankershim, California

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MR. DEALER

Have you placed your Sprayer order for 1921? We want your business, and your trade wants our Sprayers.

REMEMBER

There is no other line of Sprayers so simply made or that gives better satisfaction to Dealer or user than

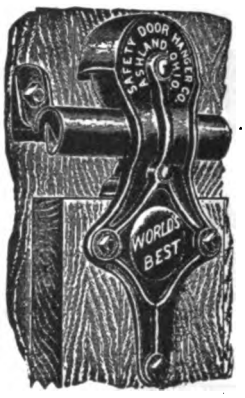
THE UTILITY LINE



No. 40 Portable Outfit

Write for
Catalog and Prices

ALBERT LEA SPRAYER CO.
ALBERT LEA, MINN.



YOU ARE RIGHT IN RECOMMENDING
"WORLD'S BEST" IN NAME AND FACT

World's Best Tubular Track

Barn, Factory and Warehouse Door Hanger

EXCLUSIVE FEATURES

Frame is best grade malleable iron

Wheel underneath track prevents derailment.

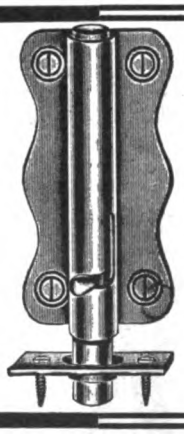
Wide bearing of the wheel distributes weight and makes it the Easiest Running Hanger on the market.

Packed one pair in box complete with bolts: one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you, we will.

THE TOPPING MFG. CO.
For 18 Years Safety Door Hanger Co.
ASHLAND, OHIO, U. S. A.



Shelby Extra Heavy Foot and Chain Bolts

6 and 8-Inch Sizes

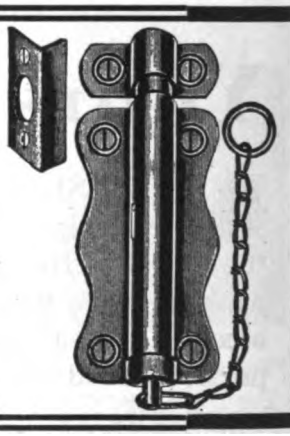
Designed and built for heavy garage, barn and warehouse doors.

They are made in 6 and 8-inch sizes. The shells are of heavy wrought steel, and the slides are made of steel rod. Ask for prices.

THE SHELBY SPRING HINGE CO., Shelby, Ohio

Coast Representatives

POND HARDWARE SPECIALTY CO.....Los Angeles, Cal.
D. L. HERMAN.....Seattle, Wash.
TAYLOR & YOUNGS.....Denver, Colo.



SAMSON SPOT SASH CORD



Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes and colors, for all purposes. Carried by all jobbers.

Sash Cord **Shade Cord**
Clothes Lines **Masons' Lines**
Solid Braided Rope **Chalk Lines**

Send for catalogue and samples

SAMSON CORDAGE WORKS - Boston, Mass.
JOHN T. ROWNTREE, INC., Rep.
San Francisco, Los Angeles, Seattle, Denver, Salt Lake City



THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Genuine Cannon Pump Oilers

Force the oil anywhere regardless of position o.. can.

1 pt., 1½ pt., 1 qt.

Write for Catalog.

CANNON OILER CO.
Keithsburg, Ill.

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Assortment Number DB3

Mounted with Six 4-Inch Crescent Wrenches
Size, 8¼ x 11¼ Inches

PUT this display on top of your show case and it will make that little 3x8-inch space which it occupies the best paying spot in your store. It will not only sell the 4-inch wrenches, but will stimulate the sale of the other sizes.

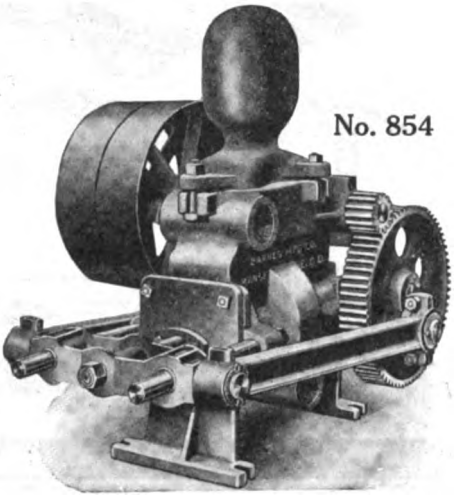
The store with the best display of tools for the automobilist is the one that is going to get the business. The Crescent Wrench is one of the best tools for the automobile owner that has ever been put on the market.

This display board is made of heavy cardboard, attractively designed and provided with an easel back which locks and will not fall over on a glass show case. The six wrenches will be billed to you at regular discounts. No charge for display board.

Order From Your Jobber

CRESCENT TOOL CO.
JAMESTOWN, N. Y.

Barnes Power Pumps



The General Service Pump

For Working Pressures of 125 Lbs. or a 285 Ft. Head

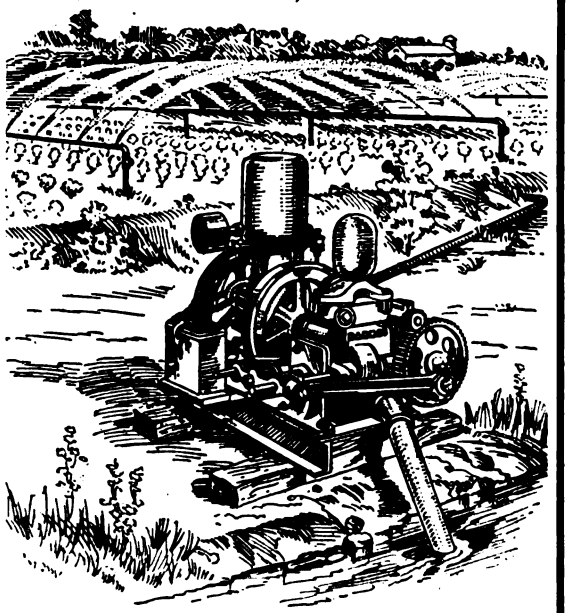
Here is a pump for all classes of work—domestic and farm water supply—garden sprinkling—boiler feed in steam heating systems—pneumatic pressure systems, powered with either gas or electric motors.

It is well adapted, in the larger sizes, to supplying water on construction jobs. Gasoline or oils may be readily pumped, since the valves are solid bronze and will not be damaged.

Built in five sizes, capacities up to 4200 gals.

Write for Bulletin H.

THE BARNES MANUFACTURING CO.
Mansfield, Ohio



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THRIFT *is in* THE SADDLE

The day of the easy dollar is gone. Thrift is uppermost and —

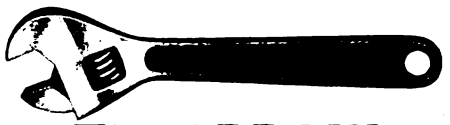
Our Perfection Economy Cobbler is the one article to put into the home.

It is the Perfection Economy that takes the stitch in time and saves the proverbial nine.

Holds a full complement of lasts, stands, tools and findings, and enables the head of the house to make his own repairs on the family footwear.

Mr. Merchant, you should stock this Cobbler Set. It sells readily and at a good profit to you.

THE FATE-ROOT-HEATH COMPANY, Plymouth, Ohio



The ARROW ADJUSTABLE WRENCH

Drop forged, and hardened by a special heat treatment.

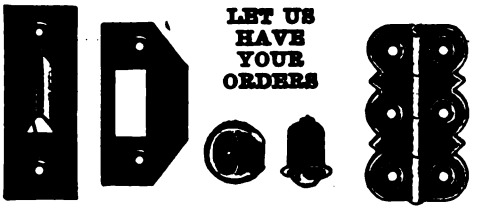
A husky tool, nicely finished, that reflects strength and quality.

Every Arrow Wrench is produced with the idea that it will receive the hardest kind of usage. Fully guaranteed. Write for prices.

ARROW TOOL CO., INC., Buffalo, N. Y.

THE BRAINERD LINE

MOST COMPLETE LINE OF CABINET HARDWARE ON THE MARKET



No. 699 No. 698 No. 1170

THE BRAINERD MFG. CO., East Rochester, N.Y., U.S.A.

"STAR" Expansion Bolts

ALL THE NAME IMPLIES

Also: Sebco Screw Anchors
Sebco Toggle Bolts
Sebco Concrete Inserts
Sebco Star Drills
Sebco Cold Chisels
Sebco Cable Clamps

STAR EXPANSION BOLT CO.

Trade "SEBCO" Mark

STOCKS AT

147 Cedar Street, New York — **120 West Lake Street, Chicago**

OHLEN - BISHOP

CIRCULAR CROSSCUT BAND **SAWS** HAND COMPASS BUTCHER

TOOLS AND TROWELS

—Made by—

THE OHLEN-BISHOP CO.

The Master Saw Makers

Lawrenceburg, Ind. — **Columbus, Ohio, U. S. A.**

Western Trade Supplied Thru Branches at

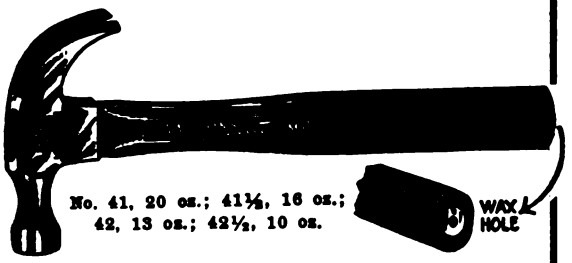
San Francisco, Cal. — **Portland, Ore.**

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Vaughan's Uncle Sam Hammers

Made of Vanadium

Competent mechanics insist upon high-grade tools. Standardize your stock, reduce scattered investment and increase profits by concentrating on V & B Tools.



Vaughan's Uncle Sam Supersteel Hammer is pre-eminently a quality tool. It is the strongest, toughest nail hammer made.

VAUGHAN & BUSHNELL MFG. CO.
For Over 50 Years Makers of Fine Tools
2114-2138 Carroll Ave. - - - - Chicago

UNION
TOOL CHESTS

ARE MADE RIGHT

When you ask a mechanic why he bought a Union he will answer, "They're made just as strong and as exact as my tools. No bad spots or flimsy stuff in them!"

Dealers all over America sell Union Tool Chests. They're money makers, and create satisfied customers. Write for our liberal selling plan, prices and sales-boosting methods.



UNION TOOL CHEST COMPANY
105 Mill St.
Rochester, N. Y.

LUFKIN SPRING JOINT RULE DISPLAY



THE ASSORTMENT OF RULES EVERY STORE NEEDS. PUT UP IN AN EXTRA FINE, PRACTICAL AND DURABLE QUARTER-SAWED OAK CASE. WILL CATCH THE EYE OF EVERY CUSTOMER; KEEP YOUR RULE STOCK IN BEST ORDER AND CONDITION, AND SAVE YOUR CLERK'S TIME.

STOCKED BY YOUR JOBBER

Send for Catalogue

THE LUFKIN RULE CO. SAGINAW, MICH. New York



BOMMER SPRING HINGES

STANDARD FOR OVER 45 YEARS, and steadily improved, retaining superiority over all others. In universal demand. QUICKEST TO SELL. Easiest to apply.
BOMMER SPRING HINGE COMPANY, Manufacturers, Brooklyn, N.Y.

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YOUR TRADE WANTS

FILES OF QUALITY

The Highest Grade Coil File Made

IT'S A TOOL

TRADE MARK DELTA

Will Please Your Customers

Needs Only to be Displayed to Make Sale

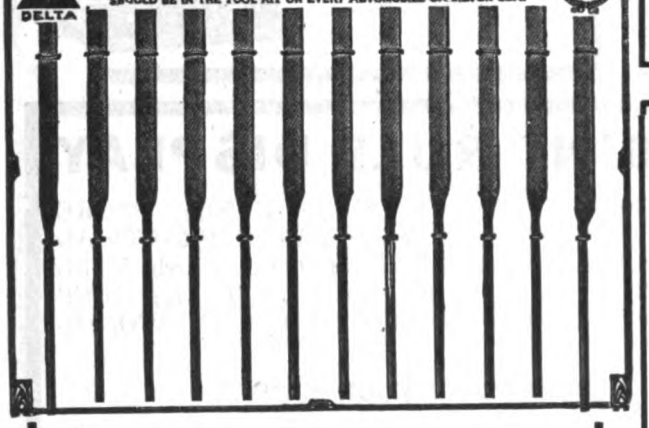
REMEDY Your IGNITION TROUBLES *with*

DELTA COIL FILE

Remedy your Ignition Troubles with a "Delta" Coil File

CLEANS ALL CONTACT POINTS — SPARK PLUGS — COILS — MAGNETOS
SHOULD BE IN THE TOOL KIT ON EVERY AUTOMOBILE OR MOTOR BOAT

DELTA — FILES OF QUALITY



Cleans All Contact Points, Spark Plugs, Coils, Magnetos

Should be in the Tool Kit on Every Automobile or Motor Boat

High Grade Files for Every Purpose

TRADE MARK DELTA — **DELTA FILE WORKS** — FILES OF QUALITY

PHILADELPHIA, PA., U. S. A.

Slaymaker Padlock
FOR AUTOMOBILE TIRE CARRIERS



No. 1098

The Universal Tire Carrier Lock

Adapted for use on ALL cars. The only lock that will completely protect tires on the new tire-carrier on the Buick, Overland, Oakland, Chevrolet, Dort, Nash, Haynes, Ford, etc.

Size across case 1⅝ inches.

Inside measurement of shackle is ⅞ of an inch. **Adjustable** to 1½ inches, insuring a perfect fit of the lock on the tire-carrier. Diameter of shackle is ¼ of an inch.

Case—Heavy, cast brass, polished.

Shackle—Formed nickeled steel rod.

Spring lever tumblers. In many key changes. Two corrugated, nickeled steel keys with each lock. Packed, each lock in an individual box. One dozen in a container.

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The Sure and Easy Way

A slight thumb pressure does the trick—with **Wilkins Gauge Glass Cutter**

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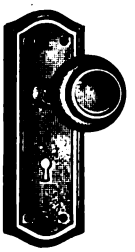


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Lockwood Designs, which can be had to harmonize with every architectural style, are pleasing in design and correct in their details. The wrought designs, for low-cost houses, are particularly attractive.

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Highest Quality Steel Handled Hammers
Guaranteed First-Class in Every Respect

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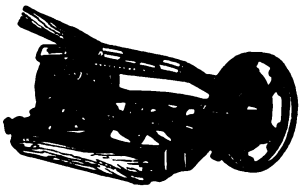
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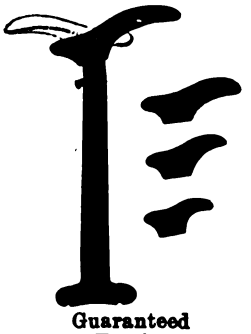
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They may have a heavy iron one or a warped, wooden old timer, and they go on using it until they once get a Sand's level in their hands.

Then they buy a new level.

It pays handsomely to carry Sand's levels in stock and display them prominently.

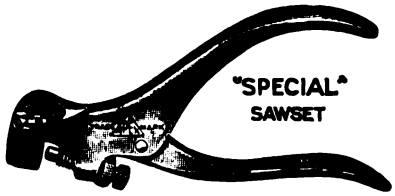
You not only get the business of the man who cannot resist buying when he sees a better level, but you get the business that goes to the mail order house when you do not stock and display levels.

You can hold all the level business with the Sand's line, for there are levels in pine, walnut and aluminum for all workmen on every kind of work. The price range covers all competition. Your jobber will be glad to supply promptly.

The following features were originated and first applied by Sand's: The walnut level, the aluminum level, the solid set spirit glasses, the plate glass lens protection for spirit glasses and the friction grip wire locaters to define exact center instantly.

Write for fully illustrated folder describing Sand's levels for accurate workmen on every kind of work.

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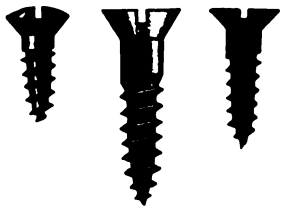


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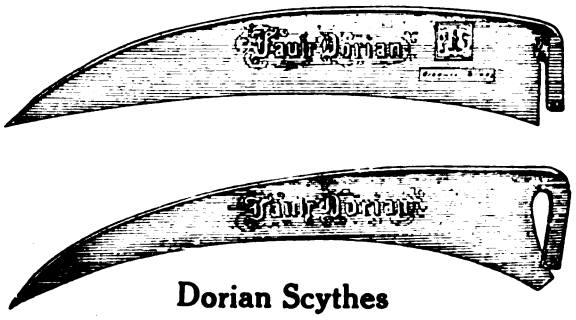
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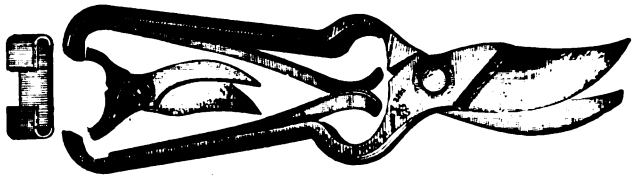
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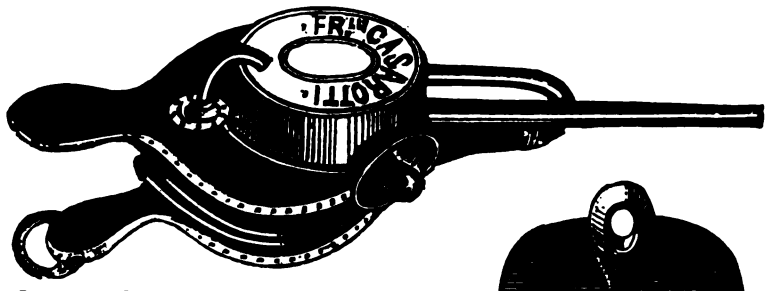
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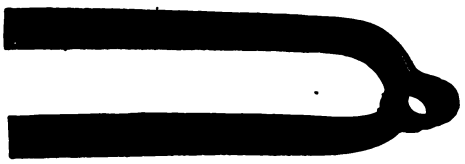


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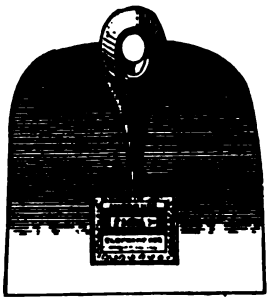


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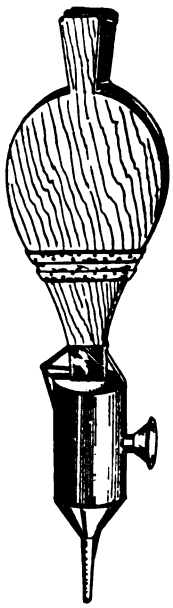
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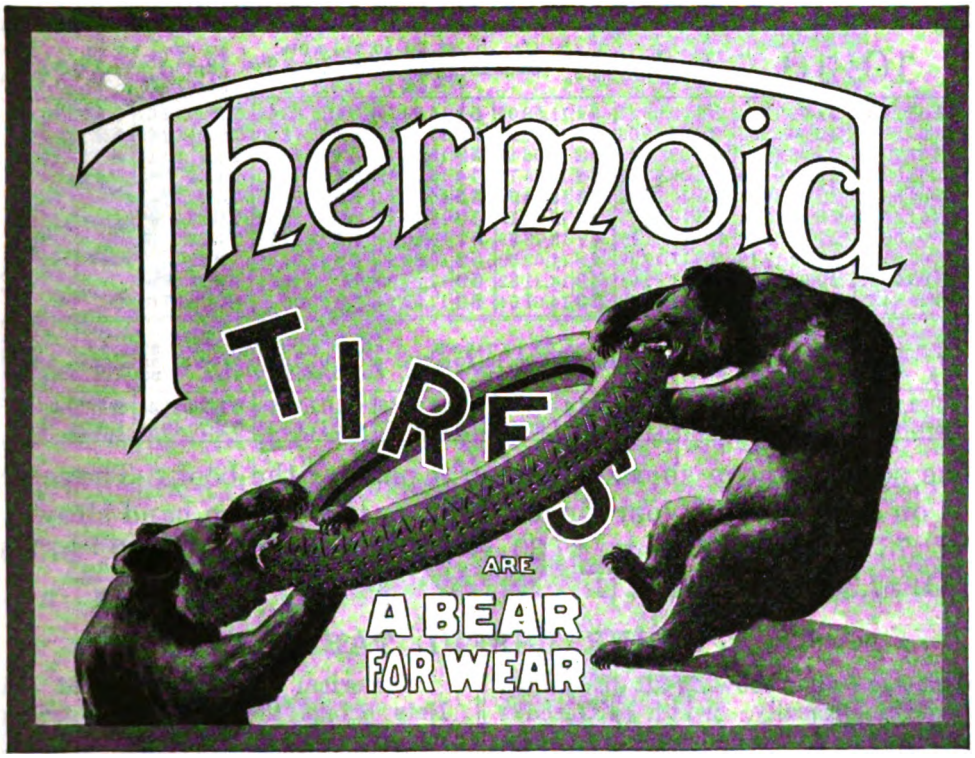
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1	00.29 22	11	03.21 43	21	06.13 64	31	09.05 84	41	11.98 05	51	14.90 26	61	17.82 47	71	20.74 67	81	23.66 88	91	26.59 09
2	00.58 44	12	03.50 65	22	06.42 86	32	09.35 06	42	12.27 27	52	15.19 48	62	18.11 69	72	21.03 89	82	23.96 10	92	26.88 31
3	00.87 66	13	03.79 87	23	06.72 08	33	09.64 28	43	12.56 49	53	15.48 70	63	18.40 91	73	21.33 11	83	24.25 32	93	27.17 53
4	01.16 88	14	04.09 09	24	07.01 30	34	09.93 51	44	12.85 71	54	15.77 92	64	18.70 13	74	21.62 34	84	24.54 54	94	27.46 75
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8	02.33 77	18	05.25 97	28	08.18 18	38	11.10 39	48	14.02 60	58	16.94 80	68	19.87 01	78	25[illegible]	[illegible]	[illegible]	98	28.63 62
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60, 10, 10, 7½ & 5.

Same as { 55, 20, 10, 7½ & 5. / 50, 20, 10, 10 & 7½. / 50, 20, 10, 10, 7½ & 5. / 40, 40, 10, 7½ & 5. / 40, 33⅓, 10, 10, 7½ & 5. / 40, 25, 20, 10, 7½ & 5. / 37½, 20, 20, 10, 10, 7½ & 5. / 33⅓, 33⅓, 33⅓, 25, 20

1	00.28 47	11	03.13 19	21	05.97 90	31	08.82 62	41	11.67 33	51	14.52 05	61	17.36 76	71	20.21 48	81	23.06 19	[illegible]	[illegible]
2	00.56 94	12	03.41 66	22	06.26 37	32	09.11 09	42	11.95 80	52	14.80 52	62	17.65 23	72	20.49 95	82	23.34 66	92	26.19 [illegible]

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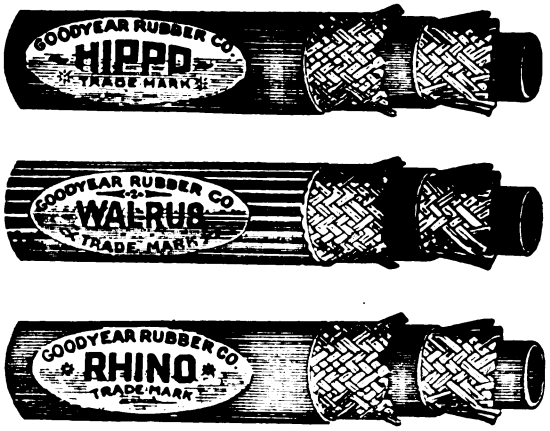
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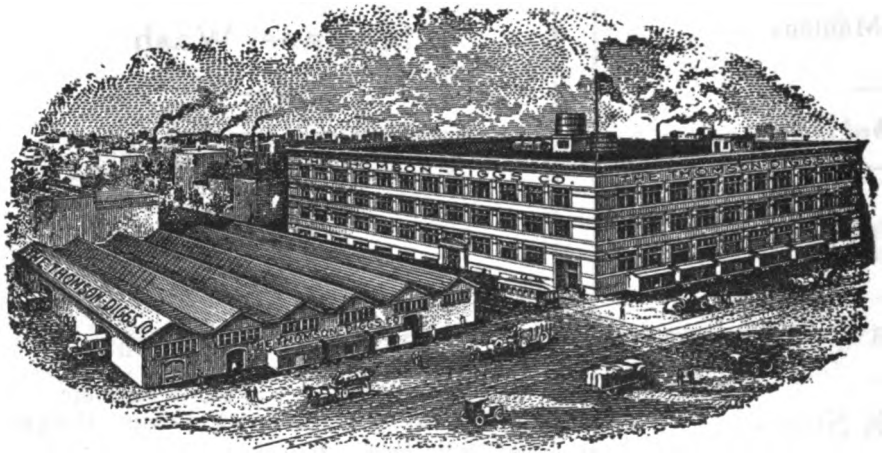
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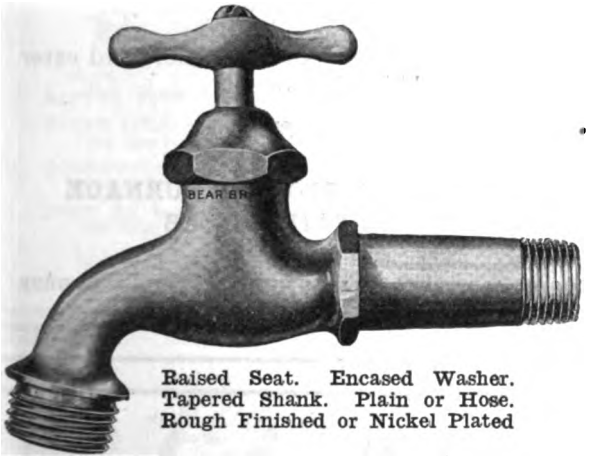
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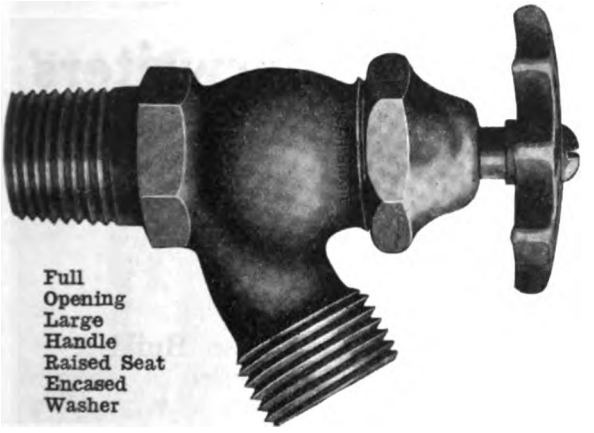
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Collapsible Camp Stove

A complete range, just as you see it. Has roomy oven, four lids, damper, and collapsible pipe. Note the small space occupied when it's folded up. Easily and quickly set up and perfectly rigid when ready for cooking. A ready seller to auto campers.

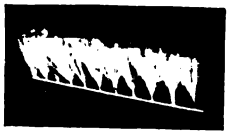




Closed

"MADEWELL"
Rainbow Lawn Sprinkler

Throws a fine uniform spray over rectangular space.



Strongly built. Needed wherever there is a lawn or garden. A ready seller.

All above products for sale thru jobbers. Write to us for folders.

Madewell Pipe & Culvert Works

East 12th Street and 25th Avenue
Oakland, California

MADEWELL

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YAKIMA
Hardware Company

YAKIMA, WASH.

Jobbers of Standard Lines of Hardware

Wholesale

BUILDERS' HARDWARE, ROOFING, STOVES, TIN AND ENAMELED WARE, IRON, STEEL, PIPE AND FITTINGS, BLACKSMITH AND WOOL GROWERS' SUPPLIES, HOP AND FRUIT GROWERS' SUPPLIES, SPORTING GOODS AND CUTLERY, AUTOMOTIVE EQUIPMENT

Orders filled same day as received



Prompt Courteous Service

A Word About

Stove Repairs

Established over 20 years in this section has enabled us to carry a stock of STOVE REPAIRS unequaled in this great Northwest.

We have gone beyond this—

Our ever increasing demand for STOVE REPAIRS has made it necessary for us to build and operate an adequate manufacturing plant, resulting in SUPERIOR CASTINGS, INCREASED EFFICIENCY and BETTER SERVICE.

We solicit orders thru Dealers and cater to the Jobbing Trade.

SPOKANE STOVE & FURNACE REPAIR WORKS

Incorporated

MAX RUBENS M. M. RUBENS J. I. RUBENS

SPOKANE, WASHINGTON

WASHINGTON
Hardware and Implement Underwriters

OF

SPOKANE, WASHINGTON

IS CONDUCTED BY HARDWARE AND IMPLEMENT DEALERS FOR THEIR SOLE BENEFIT AND PROTECTION

INSURES Stocks of Merchandise, Store and Warehouse Buildings, Dwellings and Household Goods for Hardware and Implement Dealers.

SAVINGS FOR 1920

50% OF PREMIUMS

This is for you if a member of your State Hardware or Implement Association.

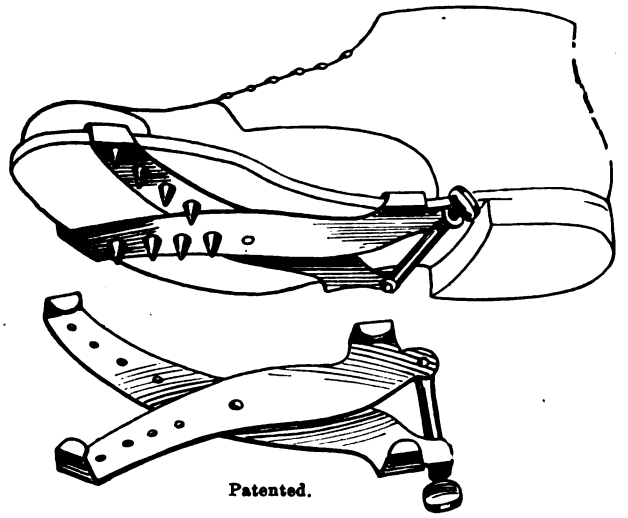
An inquiry addressed to

E. E. LUCAS, Secretary

will bring full particulars by return mail.

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"Kant-Slip" Creepers



Patented.

SAFETY FIRST—Impossible to slip or fall.

SAVES TIME—Adjusted or removed quickly; enables wearer to "take the short cut."

ECONOMICAL—Outlasts the sole, thereby prolonging the life of the shoe. Fits all shapes and sizes.

USED BY hunters, hikers, fishermen, carpenters, painters, loggers, ice cutters, etc.

In writing state whether you are a jobber, dealer, or salesman, territory, etc.

"Easy-On" Drip Cup

(Paint Brush Attachment)



Patent Pending.

Every user of paints will want one. Protects walls, floors, clothing, etc.

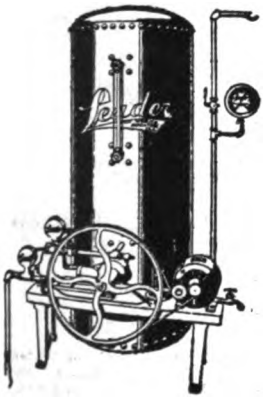
THE MAC & MAC CO.

112 So. Curtis Ave., Alhambra, Cal.

(Hardware & Drug Supply Co., Des Moines, Ia., Distributors for Central States)

TRADE Leader MARK

WATER SYSTEMS



FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS

PACIFIC PUMP & SUPPLY CO.

853 Folsom Street

San Francisco, California

Sole Distributors

CONCRETE MIXERS



Store and Factory Trucks, Wheelbarrows, Scrapers, Hand Carts, Casters

LANSING COMPANY, SAN FRANCISCO



KNAPSACK DUST SPRAYER

FRESNO

KNAPSACK LIQUID SPRAYER

SONOMA

These are the Best on the Market
Agents wanted.

Builders of Spraying Engines

CUSHMAN MOTOR WORKS

Stockton, Cal.



THE PACKHAM

Stove Pipe Crimper and Beader

MADE BY

THE PACKHAM CRIMPER CO.

MECHANICSBURG, OHIO

If Your Jobber Does Not Carry It, Write Us

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BEAR BRAND COLD PACK CANNER



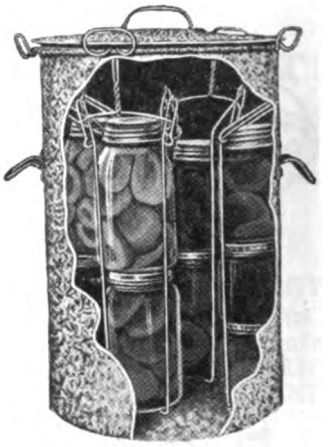
Approved by California Home Canners' Association

For Glass Jars or Tin Cans



Patented

Holds 10 Qt. Jars or 15 Pt. Jars



RETAILERS—BIGGEST CANNING year is here — Many Canneries will remain closed—Reap this opportunity to PUSH sale of this profitable CANNER.

Approved by U. S. Government. No lifting of ten jars at once. Lift out one rack at a time as needed. More convenient than the Wash Boiler type. Your jobber can supply you. Send for catalog and instructions.

WESTERN SALES REPRESENTATIVES

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colo.
Dan M. Bell, 222 Slaughter Building, Dallas, Texas

MANUFACTURED BY

Woolwine Metal Products Co.

Eighth Street and Santa Fe Ave.
Los Angeles, California

The Schaw-Batcher Co.

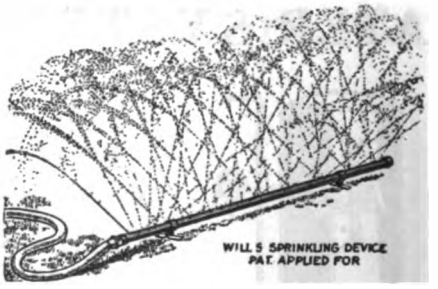
SACRAMENTO, CAL.

WHOLESALE HARDWARE

Pipe and Fittings	Sargent & Co.
Canton Steel	Builders' Hardware
Ammunition	Mill and Mining
Sporting Goods	Supplies
Blacksmith Supplies	

Will's Scientific Sprinkler

FOR LAWNS AND GARDENS



"There's a Reason Why This Business Increased 100 Per Cent in 1920.

Three Superior Qualities
Durability—Efficiency—Cheapness

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid Standards—securely attached. No bending or breaking. Hose connection BEST made.

The Spray is distributed equally, covering every space and corner.

Made in all Lengths, and to suit any pressure.

Guaranteed for 10 years' service if properly cared for.

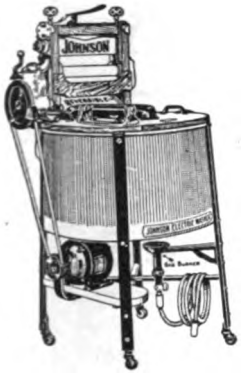
Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO.

2110 FLORENCE AVE. LOS ANGELES

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Johnson Electric Washer



A Household Necessity

The Lowest in Price

Most Economical in Operation and Maintenance

Requires Less Service Work

Lasts Longer

Equipped with special gas burner — Enclosed type motor. Solid copper tub, will not warp, leak, rust or burn out. Thousands in use on the Coast.

Liberal Dealer's Proposition
Write for Particulars

JOHNSON ELECTRIC WASHER CO.
Dept. E—4000 Adeline Street
Oakland, California

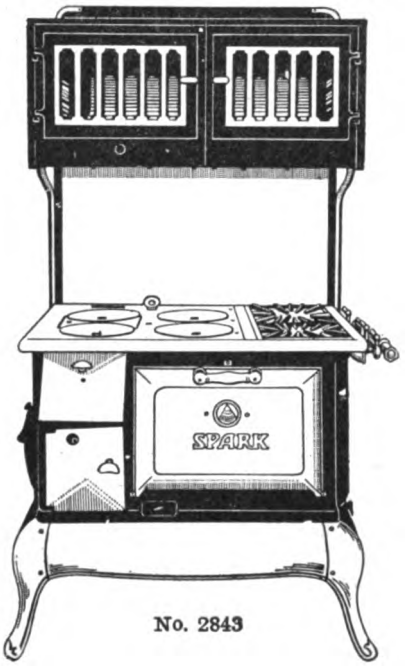
Thompson Adjustable Sprinkler Head



Sold Through the Jobbing Trade

Thompson Manufacturing Company
East Eighth and Santa Fe Ave.
LOS ANGELES

It's Easy to Sell The SPARK Range



No. 2843

IT burns coal or wood and gas, one at a time or both together. There are three independent ovens which you can operate separately or together at different temperatures. What else could a customer ask for?

Compact, ultra-serviceable, this Spark Range is only 38 inches wide (the width of two kitchen chairs), 26 inches deep. It is made of rust-resisting steel with nickel, glass and enamel trimmings. Oven thermometer. Two overhead gas ovens—one will hold an 18-lb. turkey; the other broils or serves as an odorless boiling oven. Guaranteed for five years.

For women who want their kitchens attractive, this range will please them, because of its graceful lines and good quality materials.

If your locality is not represented write for the Exclusive Agency for the range of the future —The Spark Range

Made in a daylight plant by

MANUFACTURED BY
Hammer-Bray Co.
Oakland California

F. L. Green Co. Port. Furn. Ex. Bldg., Portland
F. L. Green Co. 62 Pike St. Seattle
D. D. Adams 332 So. Spring St. Los Angeles

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JOE WELSH'S
CELEBRATED
Telerana - Nova
LEADER

A Leader that is well named a LEADER. A LEADER of Leaders



A Leader that has LED the largest trout and salmon to their death this past season. Do you know the largest trout was landed in Colorado, 10¼ lbs., by M. Pawls of Meeker on a No. 2 Joe Welsh leader? The largest salmon, 41 lbs., landed by Judge Osborne on a No. 2 Joe Welsh Leader. The largest trout in So. Calif., 32½, 13 lbs. 3 oz., was landed on a No. 3 Joe Welsh Leader by Joe Welsh himself. O. S. Taylor says in the American Field: "The only Leader I found to stand the fishing in the Soo were Joe Welsh Leaders." Dixie Carroll of national fame, says they are par excellence. So does a score of our best known writing anglers. Think of the knotless, invisible, strong leader in all lengths up to 9 ft. in 6 sizes with breaking strains from 2½ to 30 lbs. All quality. Make the weakest part of your tackle the strongest.

SPECIAL OFFER: I will send you a 3-ft. Leader for 25c, 6-ft. Leader for 50c, 9-ft. Leader for 75c as samples only. Also a sample card showing all sizes.

JOE WELSH - Pasadena, Cal.

Distributors for U. S. and Canada

Dealers can make good profits by handling this popular leader.

H. Roth & Sons Company

SPECIALTY HARDWARE JOBBERS

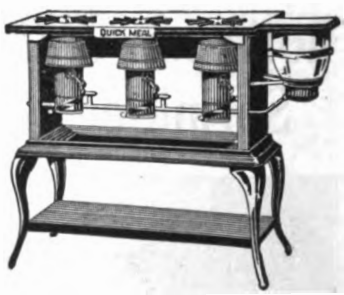
942-44-46 Mission Street
San Francisco
California

We carry factory brands only under factory labels and numbers

WHOLESALE ONLY



Cupola Burner Oil Stove



Short Chimney Oil Stove

WRITE FOR CATALOG NO. 128

We now have a Large Stock and Assortment of Oil Stoves

SEND YOUR ORDERS TO

QUICK MEAL STOVE CO., DIV.
OF AMERICAN STOVE COMPANY

We also carry a large line of COAL RANGES

C. H. SCHIECK
Pacific Coast Agent
715 Indiana St., near 19th St.,
San Francisco, Cal.

We also carry a large line of GAS RANGES

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PETERS

BIG GAME CARTRIDGES

In the heat treatment of metal, standards have been worked out by The Peters Cartridge Company, which give the proper strength and elasticity to the metals used in cartridge cases and bullet jackets.

Loading machines and loading methods originated and used by The Peters Cartridge Company, guarantee uniformity otherwise unobtainable.

The Ballistic requirements of Peters ammunition are so strict, that no ammunition is permitted to leave the Works without almost unbelievable accuracy—penetration and uniformity.

PETERS 22 Ammunition has been the standard of the World for years, as well as the pistol, revolver and rifle sizes.

The World's Records won and held with PETERS ammunition and as yet unequaled are sure proof that PETERS ammunition is built to "World's Record" specifications.

THE PETERS CARTRIDGE COMPANY, Cincinnati, Ohio
BRANCHES: NEW YORK—SAN FRANCISCO
MARSHALL-WELLS CO., Portland-Spokane-Duluth-Winnipeg-Edmonton
HIBBARD, SPENCER, BARTLETT & CO., Chicago
SLOSS & BRITTAIN, Inc., San Francisco

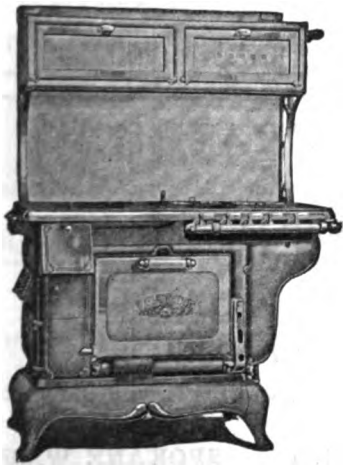
TRADE MARK

Favorite Stoves and Ranges

BEST IN THE WORLD

BUILT IN THE MOST COMPLETE AND SCIENTIFICALLY CONSTRUCTED FOUNDRY IN THE WORLD





A big line to choose from, consisting of pearl gray and royal blue porcelain. Gas, coal and gas combinations.

Also regular line of Gas Ranges, with Porcelain Lined Ovens; full line of Coal and Wood Ranges in all finishes.

This line should appeal to live dealers who are looking for a line that is right up-to-the-minute in modern construction and finish.

EXCLUSIVE AGENTS

MANGRUM & OTTER, Inc.

827-831 Mission St., San Francisco

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1880 **FORTY-ONE YEARS** 1921

EXCLUSIVE AGENTS TO THE WESTERN TRADE

ARROW BRAND

CUTLERY

ADOLPH BLAICH, Inc. - - **693 Mission Street, San Francisco, Cal.**

Wholesale Only *Samples and Prices on Request*

DI-MEL-INE

PAINTS - STAINS - ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. RETAILS 25 CENTS—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

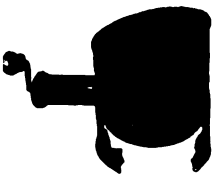
Dealer's Assortment (30 doz.).....$54.00
Jobber's Assortment (12 doz.)..... 21.60
Open Stock, all colors, per gross..... 21.60

2% Freight allowance, F.O.B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MAKTAUK PAINT MFG. CO.

169-173 Second Ave., BROOKLYN—NEW YORK
Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.



Sectional View Showing Construction

GENUINE

HUNTER'S SIFTER

Standard of the World Since 1880

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO.

Bender Street Hamilton, Ohio

FOR OVER FIFTY YEARS THE NAME **E. A. BERG** HAS STOOD FOR



Highest Quality on Tools and Razors

We are the Western States Representatives for this HIGH GRADE LINE. We can now make prompt shipment of Pliers, Plane Irons, Chisels and Razors.

We are also sole American Representatives for the famous (KRON SAGER) SWEDISH HACK SAW BLADES, the HIGHEST QUALITY BLADES MADE, AT PRICES NO HIGHER THAN ORDINARY BLADES.

Write for Prices

BENSON IMPORTING CO., 620 South Hill Street, Los Angeles, California

STOVE & FURNACE REPAIRS

Welding for All Makes Repairs and Wicks for New Perfection and Puritan Oil Stoves and Heaters

JOBBERS MYER S. RUBENS WHOLESALERS

PLATERS Gold, Silver, Nickel, Bronze, Copper, Brass, Blue and Gun Metal Oxidising PLATERS

GALVANIZING RESILVERING RETINNING

Demountable Rims, Etc. Head and Spot Lights Milk and Ice Cream Cans, Etc.

Silver Ware Refinished

1009 W. FIRST AVE. Also Rented for Weddings, Banquets, Etc. SPOKANE, WASH.

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Cole's Safety CAN OPENER

Easy to operate.
No danger cutting hand.
Cuts out top completely.
Saves every can.
Opens can of any shape.

Enables contents being removed in whole form.

It is absolutely SAFE.
A pleasure to use.
Guarantees satisfaction.
Made of best materials.

Dealers cannot afford to be without a stock of them because housewives, hotels, restaurants, grocery, packing house, can goods and brokers salesmen are all demanding them.

Fits in vest pocket like a "cigar"

Write for Prices. Samples 65c Each

SAFETY CAN OPENER CO.
STREATOR, ILLINOIS



"Libia"

Triple Safety
Vest Pocket Model

Weight 12 oz. Length 4 in.
25 cal. 6 shot 32 cal. 7 shot

SHOOT COLT AUTOMATIC CARTRIDGES

Samples and Prices on Request

Complete line of Imported Firearms
Sole Importers

FOREIGN MANUFACTURERS SALES CORPORATION
34 West 28th Street, New York City

The New "Liberty" Postal Scale

A TRINER, *OF COURSE*



The chart indicator shows instantly the amount required for all out of town postage—as well as the correct local postage.

Avoids the worry and inaccuracy of computing the new rates, pays for itself by eliminating "over postage."

This new scale is called "Liberty Postal Scale" — capacity two pounds.

Finished in gold bronze or oxidized copper.
Order this TRINER scale now. It's a quick seller, with a good profit.

TRINER SCALE & MFG. CO.
West Twenty-First Street CHICAGO, ILLINOIS

W. P. HORN & CO.
Pacific Coast Representatives
Rialto Building, San Francisco, Cal.
Los Angeles Portland, Ore. Seattle, Wash.

A New Dixon Lubricant

Grease No. 672

This is a spongy grease of medium density, prepared primarily for the lubrication of universal joints.

It was developed in the Dixon laboratories with painstaking care, and has been placed on the market only after thorough tests have proven its exceptional lubricating qualities.

A wide range of temperature and climatic changes do not affect its normal plastic condition.

A sample of No. 672 will be sent on request to Dept. 230-G.

JOSEPH DIXON CRUCIBLE COMPANY

For Spur and Bevel Gears Use Dixon's No. 677 Gear Lubricant

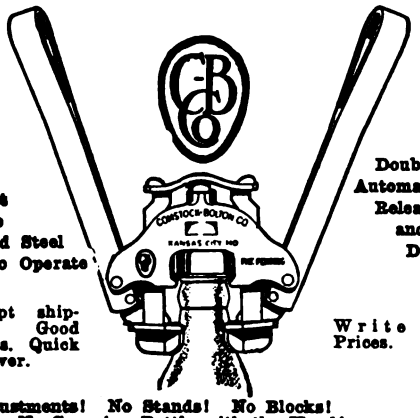
Jersey City, N. J., U. S. A.
Makers of Quality Lubricants
Established 1827

For Worm Drives Use Dixon's No. 675 Gear Oil

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C-B-CO Bottle Capper

COMPLETE IN ITSELF



Light
Compact
Durable
Nickeled Steel
Easy to Operate

Double Levers
Automatic Plunger
Releases Bottle
and Perfects
Double Seal

Prompt shipment. Good profits. Quick turnover.

Write for Prices.

No Adjustments! No Stands! No Blocks!
No Grasping Bottle with the Hand!
No Set Screws! No Keys! No Springs!
Just cap the bottles as they stand!

"CAPS THEM ALL"



COMSTOCK-BOLTON COMPANY
Manufacturers Household Specialties
1925 E. 15th St. - - Kansas City, Mo.

LANE
32 SIZES MILLS

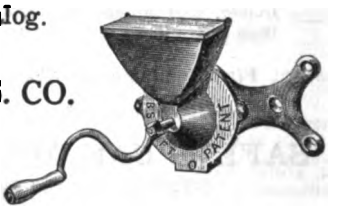


IMPROVED PATENTED SELF-SHARPENING GRINDING PLATES HAVE DOUBLED PREVIOUS CAPACITIES.

Get new catalog.

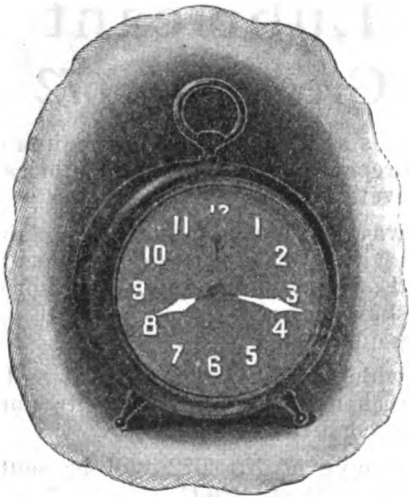
LANE BROS. CO.

River Street
Poughkeepsie,
New York



The New Haven Brownie

TELLS THE TIME DAY AND NIGHT



FULL RADIUM WHITE DIAL
ONE DAY INTERMITTENT ALARM

Height, 4 inches. Dial 2¼ inches. Alarm rings for 5 minutes, intermittently in 20-second intervals. Has silent switch. Case, seamless brass, heavily nickel plated. A compact, strongly made, attractive little clock.

MORGAN & ALLEN CO.
150 Post Street, San Francisco, California

YOU CAN'T LOSE IT
HOL-TITE HOSE WASHER
Patent No. 1100630
Patented.

Hol-Tite Hose Washers

WONT LOSE OUT

The SPRING of the OVAL SHAPE keeps them in

SPLENDID SELLER
REPEAT ORDERS
FINE PROFIT FOR **DEALER** AND **JOBBER**

If your Jobber hasn't them, write us his name and we will send sample washer and show card.

Future orders will be packed in **counter display boxes** with show card in colors printed inside cover. Dealers who have been supplied with washers packed in cartons please write for **Display Card.**

HOL-TITE WASHER CO.

800 Fife Bldg.
San Francisco

1613 Webster St.
Alameda

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The Lightning Paint Brush Cleaner

Cleans a Brush in a Minute.



THE LIGHTNING PAINT BRUSH CLEANER is the only paint brush cleaning machine ever placed on the market. It cleans so quickly and thoroughly that brushes can be taken from the strongest colors and almost immediately used in snowy white without carrying the faintest trace of color.

It saves 95% of brush cleaning time—It prevents the formation of a heel and thereby lengthens the life of the brush 30%—It saves 100% of brush soaking fluid—It reduces the brush investment from 25% to 50%—It is the only method of thoroughly cleaning lousy varnish brushes.

This means a tremendous annual saving to manufacturers and contracting painters, an amount equalling many times the cost of the machine.

We need dealers and agents throughout the United States and Canada. It's an interesting proposition.

Write STEWART-SKINNER CO. Worcester, Mass.
Sole Manufacturers



Makes Stoves Look Like New

KILLS RUST; PREVENTS RUSTING; CLEANS AND POLISHES.

Write for Wholesale Prices

SUPERIOR LABORATORIES
General Offices, Dept. 11
Grand Rapids, Mich.

GENERAL SALES CORPORATION
Pacific Coast Representatives
718 Mission St., San Francisco
737 Terminal St., Los Angeles
Seattle, Wash.

AMERICAN SEAL PAINTS *and* CEMENTS

"MAKE GOOD"

WITH YOU AND YOUR CUSTOMERS

STAND FOR

QUALITY and DURABILITY



WRITE US FOR DEALER'S PROPOSITION

MANUFACTURED BY

The Wm. Connors Paint Mfg. Co.

1852 TROY, N. Y. 1921

HERCULES COLD SODER

THE METAL MENDER



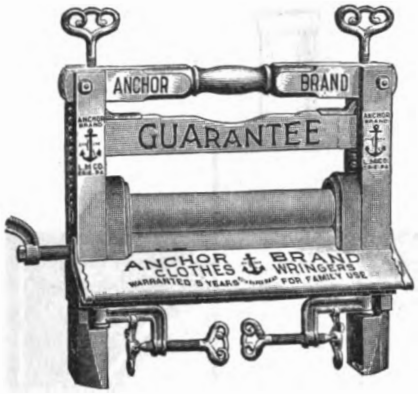
Mends any leak in any metal quickly and permanently, without heat or acid. Just apply Hercules Cold Soder, a semi-liquid, from tube, covering hole or crack. Fixes household utensils, brass, granite, aluminum-ware, pipes, gasoline tanks, auto radiators or cylinders. Finds popular sale. National advertising is intensifying demand. Ask your jobber. Write for booklet.

HERCULES PRODUCTS CO.

Dept A COUNCIL BLUFFS, IA.

AMERICAN MERCANTILE CO., 510 Battery Street, San Francisco, Calif., Export Representatives

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You Know the Story

of the College Student who was canvassing the City for the local **HARDWARE DEALER** during the summer vacation with a Clothes Wringer under each arm?

After two days of hard tramping up one street and down another, he threw his sample Wringers on the hardware man's pet corn and **RESIGNED**, saying:

"WRINGERS ARE JUST LIKE NOSES EVERYBODY'S GOT ONE!"

If this isn't true in your neighborhood—it's up to you

ANCHOR BRAND TRADE MARK

LOVELL MANUFACTURING CO. **Erie, Pa.**
Largest Manufacturers of Clothes Wringers in the World

L. M. CO. Erie, Pa.

Columbia Brush Co.

MANUFACTURERS OF

BRUSHES

EAST ORANGE, N. J.

Floor Brooms, Counter Dusters, Radiator Brushes, Window Brushes, Fur Dyeing Brushes and Electrical Supply Brushes.

ASK FOR A STOCK ASSORTMENT

THE Royal Self Heating Iron



A Profitable Summer Seller
1,000,000 Sales to date proves it's a fast seller

Simple and easy to operate. Highly polished and nickel-plated. Heat regulated instantly. Handle always cool. Correct weight, 6 lbs. Attractive Selling Helps free to dealers. Write today for prices and details.

Largest selling—lowest priced.

ROYAL SELF HEATING IRON COMPANY
Big Prairie, Ohio

O. LINDEMANN & CO.

35 and 37 Wooster St., New York ***Established 1863***



Manufacturers of JAPANNED, BRASS and TINNED WIRE

Bird Cages and Cage Sundries

A. L. Conger, 703 Market Street, San Francisco, Cal. Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash., Representative for Washington, Oregon, Idaho, Utah, Montana and British Columbia



Camp Spoons

ATLAS TINNED

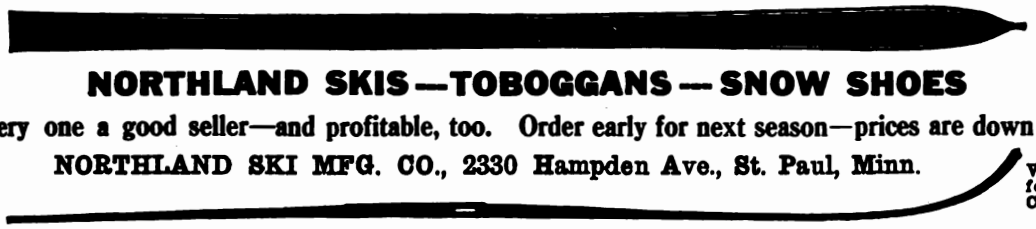
Now is the time to place orders for these spoons so as to have them in stock for Campers.

Write for catalogue and prices.

Atlas Mfg. Co.
NEW HAVEN, CONN.

HUGHSON & MERTON
Pacific Coast Agents
San Francisco, Los Angeles

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NORTHLAND SKIS—TOBOGGANS—SNOW SHOES

Every one a good seller—and profitable, too. Order early for next season—prices are down now

NORTHLAND SKI MFG. CO., 2330 Hampden Ave., St. Paul, Minn. Write for Catalog



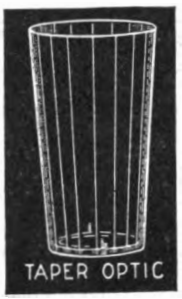
BEST CUTLERY CO.

Manufacturers of all kinds of

HIGH GRADE SOLID STEEL SCISSORS

Office and Works

25 Willoughby Street - - Newark, N. J.



Tumblers

PLAIN AND CUT
OPTIC AND
DECORATED

Everyone Buys a Few

TRY OUR ASSORTED BARREL

SELLS ON ARRIVAL

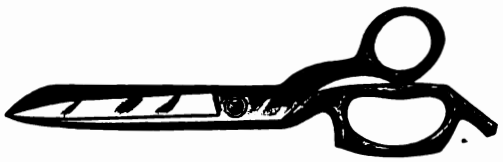
The BELMONT TUMBLER CO., Bellaire, Ohio

"ATLAS" Shears and Scissors

SHOULD BE IN THE STOCK OF EVERY JOBBER IN AMERICA

The wonderful Atlas Brands are the best values in popular priced cutlery. Years of experience, with improved machinery and methods, now enable us to offer the wholesale trade a wonderfully complete and up-to-date line of Shears and Scissors in all styles and sizes.

Our Counter Display Carded Assortments sell Scissors for dealers very quickly.



Send for New 19 Catalog

We are prepared to make prompt shipments.

THE ATLAS SHEAR COMPANY

250 North Av., Bridgeport, Conn.

Represented by
JOHN T. BOWNTREE, Inc.
San Francisco, Los Angeles, Seattle, Salt Lake City, Denver, Mexico, D. F. Mexico

SHUR-TITE BOTTLE CAP

For perfect sealing — and re-sealing — of home beverages, ketchups, sauces, etc., without the use of a capper.



Used Repeatedly

Never Leaks

Instantly Applied

Seals Positively



SELLS RETAIL FOR 5c EACH COMPLETE

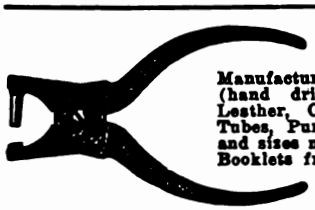


Attractive discounts to the trade.

—

ORDER SAMPLE GROSS TODAY

MANUFACTURED BY
PORTER PRODUCTS CORPORATION
615 Keith Bldg. - - - Syracuse, N. Y.



EYELET TOOL CO.

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

190 Dorchester Ave.
BOSTON, MASS.



Gilson Garden Tools

Have proven **Live Sellers** wherever shown. They get the weeds out of gardens and cash into the dealer's till. Write today for catalog and prices.

J. E. GILSON CO., PORT WASHINGTON, WIS.

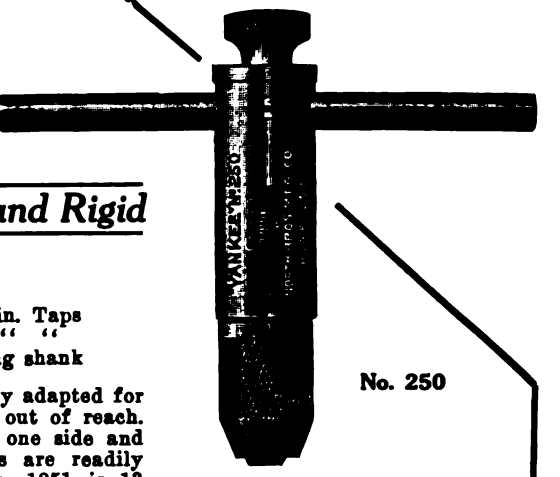
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"YANKEE"

TAP WRENCHES



No. 1251 Length 13 in. Over All



No. 250

Right and Left Hand and Rigid

THREE SIZES

No. 250 Capacity up to 3/16 in. Taps
No. 251 " " " 5/16 " "
No. 1251 Same as 251 with long shank

Yankee Tap Wrenches are especially adapted for work in close quarters and places out of reach. The cross arm is easily drawn to one side and with the ratchet movement, holes are readily tapped in close corners. The No. 1251 is 13 inches overall, giving a long reach into inaccessible places, making it indispensable in Automobile work and work of similar character.

Your Jobber Will Supply You

NORTH BROS. MFG. CO.

PHILADELPHIA, PA., U. S. A.

WHITE MOUNTAIN REFRIGERATORS



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A

BRANCH OFFICES:
New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo. Melbourne, Aus.

PACIFIC COAST DISTRIBUTORS:
San Francisco.....Dunham, Carrigan & Hayden Co. Portland .....Honeyman Hardware Co.
Sacramento .....Miller-Enwright Co. Seattle .....Schwabacher Hardware Co.

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The Display That Will Sell Goods



WITT
Corrugated Cans and Pails

A display of Witt Corrugated Garbage Pails in your store during the summer will increase your sales.

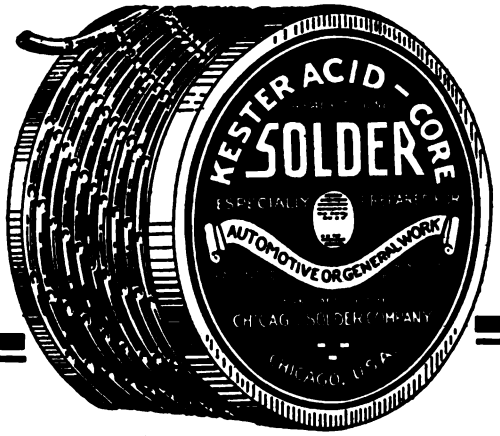
Backed by national advertising, the Witt Corrugated line, with the yellow label, lends distinction to your store—reflecting quality clear through.

Display Witt Corrugated Cans and Pails and watch your summer profits increase.

FOR SALE ON THE PACIFIC COAST BY

Baker, Hamilton & Pacific Co.	San Francisco
Dohrmann Commercial Co.	San Francisco
Dunham, Carrigan & Hayden Co.	San Francisco
Heyman-Weil Co.	San Francisco
Holbrook, Merrill & Stetson, Inc.	San Francisco
Mangrum & Otter, Inc.	San Francisco
Seller Bros. & Co.	San Francisco
J. Bornstein & Sons, Inc.	Seattle
Seattle Hardware Co.	Seattle
Schwabacher Hardware Co.	Seattle
Whiton Hardware Co.	Seattle
Thomson-Diggs Co.	Sacramento
M. Seller & Co.	Portland, Seattle, Spokane
Honeyman Hardware Co.	Portland

THE WITT CORNICE CO.
Cincinnati



—all you need is this solder and a way to melt it

Think what that means in getting and holding solder business. Fluxing—that hard part of soldering, the part that requires most expertness, the part that calls for most explanation when you sell solder to the layman—that part is eliminated by



The acid flux, scientifically prepared at the factory, is in the hollow core of this wire solder. As the solder is melted the flux is released and a perfect bond is the certain result.

Send for sample—use it yourself

When you see how much easier it is to do better work with this solder, you'll know why it is in demand, for automobile repair work, general repair work, electrical work and all kinds of general soldering. Kester Solder stocks two items in one; flux and solder. So it's as easy to handle and sell as to use.

Sold in one pound cartons, and on one, five and ten pound coils.

CHICAGO SOLDER COMPANY
4229 Wrightwood Ave., Chicago

Direct Factory Rrepesentatives:
The Faucette-Huston Co., Chattanooga, Tenn.
Louis J. Ziesel Co., 216 Market St., San Francisco

CHICAGO SOLDER CO., H-W 7-21
4229 Wrightwood Ave., Chicago.
Gentlemen: Please send me a free sample of Kester Acid-Core Wire Solder.

Name .....

Company .....

City ..... State .....

Our Supply is .....

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AT $5.00 RETAIL

The Most Wonderful Air Rifle Ever Invented

Different from All Others

ORDER NOW from your jobber or write us direct for full information regarding the only ORIGINAL PUMP GUN FOR MEN AND BOYS, always in great demand. Sample on request. Attractive discounts.

Benjamin Air Rifle & Mfg. Co.
Broadway & Washington
ST. LOUIS, - - MISSOURI

Pacific Coast Representatives
McDONALD & LINFORTH
Call Bldg., San Francisco



At a Popular Price

The Benjamin

A REAL PUMP AIR RIFLE
ONE STROKE OF THE PUMP AND YOU CAN SHOOT

POWERFUL and ACCURATE. Works on the same principle as Air Drills and Air Hammers. Shooting power always under your control. Each stroke of the gun increases the shooting power. One to four strokes all that is ordinarily required. Never loses its shooting force. Absolutely safe, holding the compressed air for some time. You do not drop in shot until ready to shoot at your object. Nothing to wear out but the valves which ought to last several years, when they can easily be replaced by anyone at a very small cost. Stock of turned walnut, and separates from barrel. Gun is then only 23 inches long.

American Portable Scales



Hardened Bearings. Tool Steel Pivots. Accurately Sealed. Fully Guaranteed.

Made of very best material and workmanship throughout, neatly finished, strong and perfectly accurate.

No better scale on the market, and the low price will interest you. We make the complete line of sizes; also weightless scales.

Write for Catalog and Jobbers Prices

AMERICAN SCALE CO. - Station B, Kansas City, Mo.

Folding Brass Doll Beds
Champion Wire Scoops
Wire Flesh Forks

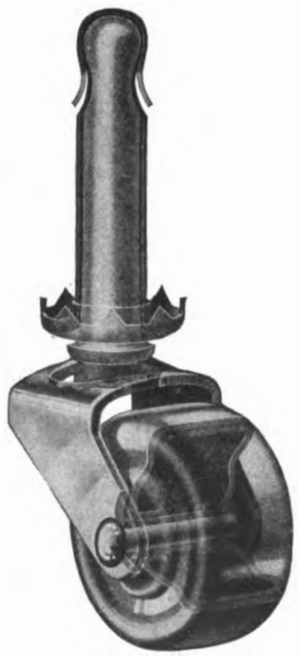
REDDICK WIRE SPECIALTIES 1879

Reddick Mole Traps
Sholder Wire Scoops
Champion Ash Sifters

Specify Reddick Nationally Advertised Wire Specialties

From your jobber or direct from us.

MICHIGAN WIRE GOODS COMPANY
702 Second Street, Niles, Mich.



...THE...

FAULTLESS
CASTER



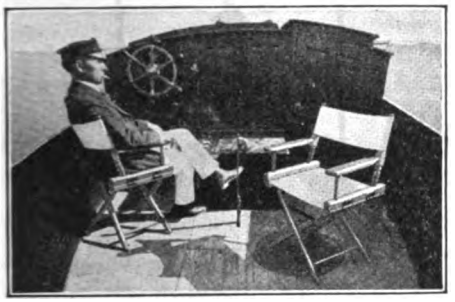
A scientific construction accurately produced--this is the fundamental principle that has established the supreme quality and unsurpassed service of FAULTLESS CASTERS.

FAULTLESS CASTER COMPANY
EVANSVILLE, INDIANA
Manufacturers of All Kinds of Casters

Pacific Coast Representatives
CHAS. A. DOWD SALES COMPANY
320 Market Street, San Francisco

BY INVITATION MEMBER OF

Digitized by Google



For Deck, Camp or Cottage

your customers want folding furniture that for 30 years has been the leader in its line. Comfortable, compact and light, Gold Medal Folding Furniture is a ready-selling, profitable line for the dealer. Write for the "G.M." catalog and the name of your nearest jobber.

Gold Medal Camp Furniture Mfg. Co.
Racine, Wisconsin

"GOLD MEDAL"
TRADE MARK REG. U.S. PAT. OFF.
FOLDING FURNITURE

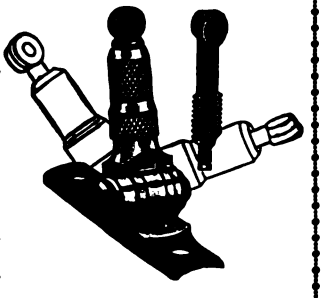


MARBLE'S
Gun Sights

For Game and Target Shooting

Shooters everywhere place utmost reliance on Marble's Sights—complete line shown in catalog. Marble's goods sold by first class jobbers—if your jobber cannot supply you, write us. Discounts from list prices

Flexible Rear Sight — Known wherever guns are fired—**perfect rear sight**, for nearly all standard American rifles.



List Price $4.00

Order a few of these ready sellers.

MARBLE ARMS & MFG. CO.
5380 Delta Ave., · Gladstone, Mich.



They're Coming Fast

Orders and Inquiries

from all points are pouring in daily in response to our National advertising in more than a dozen leading mediums.

Inquiries coming from territory wherein we have dealers are referred back to these dealers.

It is Time NOW for you to begin your harvest of the touring and camping season; time to order—

The "Red Seal"

Auto Bed and Tent

"FOUR BEDS IN ONE"

For Tourist, Camper Sportsmen and Home

New 1921 model weighs but 47 pounds, and will support a family. Can be erected within our "Red Seal" tent, either with or independent of the car, or over the seats if desired.

Equipped with a mattress that **Cannot Sag**; tensile steel springs; light steel frame—rigid and strong; folds into small, neat bundle which is carried conveniently on running board.

Write today for descriptive literature and attractive price list

The Schaefer Tent & Awning Co.

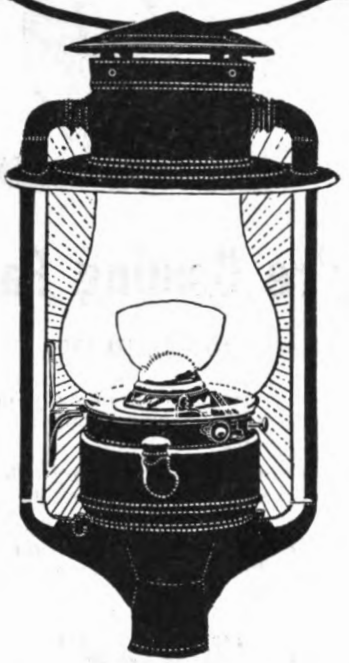
1421 Larimer Street

DENVER, · COLO.

DEALERS! The point of interest to you is the comparatively low cost—the wide margin—the waiting market. All inquiries resulting from our national advertising will be immediately referred to you. Begin with the season; get the full reward—Order TODAY.

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DIETZ LANTERNS



Now Is The Time to Sell

DIETZ "PIONEER"

KEROSENE LANTERNS

For use around the summer home or camp or as a light for private docks at seashore or lake. There is a fine profit on these lamps.

Furnished either with bail for hanging or with socket for mounting on a post. 22 C. Power. Burns 24 hours. Green enamel finish.

R. E. DIETZ COMPANY
NEW YORK

Largest Makers of Lanterns in the World
Founded 1840

Your Jobber Stocks DIETZ Lanterns

ALUMINUM

MADE IN OHIO, U. S. A.

ALUMINUM "Real Solid"

The **"REAL SOLID"** LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage.

"REAL SOLID" WARE



This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.

TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market

Write Today and get our New Catalog just off the Press.

The Buckeye Aluminum Company

WOOSTER, OHIO

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Milbradt Ladders



Will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write for catalogue showing a large number of styles suitable for all kinds of shelving.

MILBRADT MFG. CO.

2415 No. Tenth St. - - - St. Louis, Mo.

Observe The CURVED Handle



It's an Improved Feature of Great Advantage

Consider what it means to mechanics. A convenient wrench with just the proper curve which makes it easy to get into the hard-to-get-at places — which provides increased leverage and prevents the hand from slipping.

Another improvement, found only in this wrench, is the greatly strengthened tongue, or web of jaw, which insures even distribution of strain. This wrench is made from drop forged steel, pack hardened with a jaw of special steel of high tensile strength. Fully guaranteed, "A New Tool for Any Defective One."

Five sizes, 4", 6", 8", 10" and 12".
Write for catalog and trade discounts

BERGMAN TOOL MANUFACTURING CO.
Buffalo, N. Y.
C. W. GAUSE, CO.
693 Mission Street, San Francisco
Pacific Coast Representative

MAGNETIC CLOTH

CLEANS LIKE MAGIC

and is the most ready seller of any domestic device known



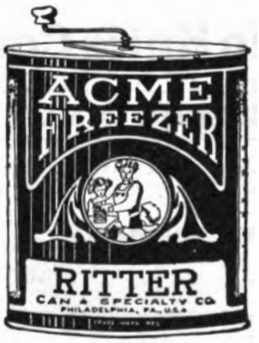
No up-to-date kitchen is complete without one; no more worry over Dirty Pans; just a rub or two with Magnetic Cloth and the pan is clean and sweet and sparkles like new. The Magnetic Cloth is made of a special crinkled spun wire fabric and gives excellent service.

Retails for 10 Cents

GOTTSCHALK

Send us your jobber's name if he can't supply you.

Manufactured by
JOHN W. GOTTSCHALK MFG. CO.
Lehigh Ave. and Mascher St. Philadelphia, Pa.
McDONALD & LINFORTH,
Pacific Coast Reps., 789 Call Bldg., San Francisco



This is Freezer time and everyone wants the

ACME FREEZER

It is practical and compact, made of best quality tin. It works quickly and well, and child can operate it easily. Will turn out the finest velvety cream in five minutes.

The ACME Freezer can be placed in an ordinary refrigerator after the cream is frozen. This saves ice and time, and labor packing.

Your jobber can supply you with ACME Freezers. Two splendid selling sizes:

2-quart size retails at $1.50
4-quart size retails at $2.50

MADE BY
RITTER CAN & SPECIALTY CO.
PHILADELPHIA, PA.

Factory Selling Agents: BEH & CO.
106 Franklin St., New York

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A SURE SELLING WEDGE

NITROGEN WHITELITE LAMPS



DUALITE

Talk DUALITE to the man and woman on the other side of your counter, and you get 'em. They will listen to you. No matter what else they may or may not need for the moment, they will be interested to learn that there is a lamp that does double duty, serving twice as long as any lamp known, and that you can supply it to them.

Order your DUALITES now. This is the season for you to lay your stock in.

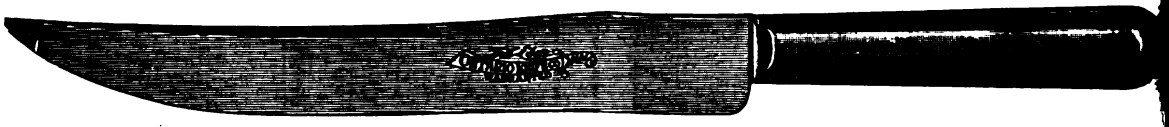
The DUALITE is fully protected by U. S. Patents and is made and controlled exclusively by us, who have for years specialized in gas-filled lamps.

WHITELITE ELECTRIC COMPANY, 368-370 Broome St., New York City

The Ontario Knife Company, Franklinville, N. Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.



BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE

KNIVES

KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

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CHATILLON CUTLERY



FOSTER BROS. CUTLERY

Is Made for Service

Keen---Convenient---Durable

For all trade purposes FOSTER BROTHERS' Cutlery is unrivaled. Properly ground, tempered, balanced and sharpened, ready for use, it is guaranteed to meet the most severe requirements. Knives, Cleavers, Carvers, Splitters, etc., of every type and for every purpose.



Foster Bros. Cutlery is universally noted for quality and serviceability. Half a century of experience has enabled us to produce the best cutlery to meet all needs.

By selling to your customers cutlery of distinguished service, you increase your profits and enhance your reputation as a high-class dealer.

THE BRAND IS FOSTER BROS.

Your jobber can fully describe Foster Bros. Complete Line of Cutlery

85-99 Cliff St., New York City, N. Y.

JOHN CHATILLON & SONS
New York U.S.A.

Protect Your Profits



Know for a certainty that every sale is a profitable one.

Stop the overweight and undercharging drain on your business.

Protect your profits and give the best possible service to your customers by using

Dayton Moneyweight
Hardware Weighing Machines

The No. 74 Dayton Moneyweight Automatic and Computing Hardware Weighing Machine has a total weighing capacity of 110 lbs., with computing chart capacity of 10 lbs. The wire rack facilitates the weighing of wire, rope, screen, etc. The scoop and scoop "on and off" device and the extra large platform make for greater efficiency. This is the ideal weighing machine for the retail hardware business.

Ask our nearest Agency for a demonstration. It will be cheerfully given and entails no obligation on your part.

DAYTON MONEYWEIGHT SCALE COMPANY
DAYTON, OHIO

Subsidiary of
Computing-Tabulating-Recording Company
of New York

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Have you had your copy?

This booklet, "You Cannot Buy a Better Lamp," contains facts about Hygrade Lamps and the Hygrade Lamp Company of interest to every hardware dealer who sells or who is planning to sell incandescent lamps.

We would like to send you a copy.

HYGRADE LAMP CO

GENERAL OFFICE AND FACTORY SALEM MASS



Licensed under the Tungsten Lamp Patents of the General Electric Co

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (*Nickel-Steel*) *Ware*
El-an-Ge Enameled Ware
and
Pearl-Agate
Turquoise Enameled Ware

New York Chicago Boston San Francisco

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ORDER FROM YOUR NEAREST JOBBER

The OLD RELIABLE Lines of

American Enameled Ware

—

Marble
(Blue and White)

Swedish
(Mottled Veined)

White and White

—

Sold by all the leading house furnishing and hardware houses

—

30 years of unfailing service and satisfaction

—

THE AMERICAN STAMPING & ENAMELING CO.

MASSILLON, OHIO

3 Plants at Bellaire, Ohio, and Massillon, Ohio covering 15 acres of floor space



HER GLASBAK SHELF

Glasbak Dishes Are Popular

THE demand for them is increasing rapidly — which results in increased sales and a quick turnover.

Women have quickly learned the value of a glass baking dish the transparency of which affords a clear view of food as it bakes. They appreciate that Glasbak dishes mean successful baking, because the heat is absorbed by them so evenly that an even baking temperature is assured throughout.

Not only that, but Glasbak dishes are attractive, and this saves extra dishwashing, for they can be served from right at the table. And they are very easily washed.

Glasbak dishes are quick sellers. Write for Booklet V.

McKEE GLASS COMPANY
Jeannette, Pa.



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DUPLEX DEALERS BULLETIN

ISSUED ONCE A MONTH FOR DEALERS EVERYWHERE

Practical Helps to Boost Sales

Sales helps are often promised the merchant by the manufacturer with the best of intentions, but frequently do not materialize. For years the Durham Manufacturing Company has given the dealers handling Duplex Fireless Stoves, practical sales helps of every description. And that word, "practical" means a lot.

Never have we taken the "It's up to you to get sales" attitude. We back you up by a strong national advertising campaign and then help you further by real sales helps to get the business. Window displays, attractive folders, posters, assistance in planning newspaper advertising — these sales aids and more are furnished you.

The Feature of the Plan

But the biggest thing in the Duplex Sales Plan is the Duplex Fireless Stove itself. No household equipment has ever approached the convenience and the savings in time as well as fuel and food bills, it makes.

We have just finished a new Duplex window trim—and it's a real sales getter. One feature that you will like about it is that it can be readily adapted to fit windows of any size and it is easy to set up.

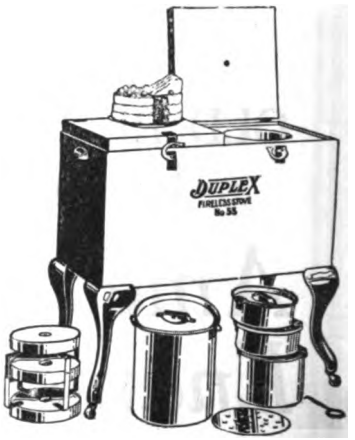
Get the Details Now

It places you under no obligation to get the details of our liberal sales plan. Write now to learn what other merchants are doing with this fast-selling feature.

DURHAM MFG. CO.

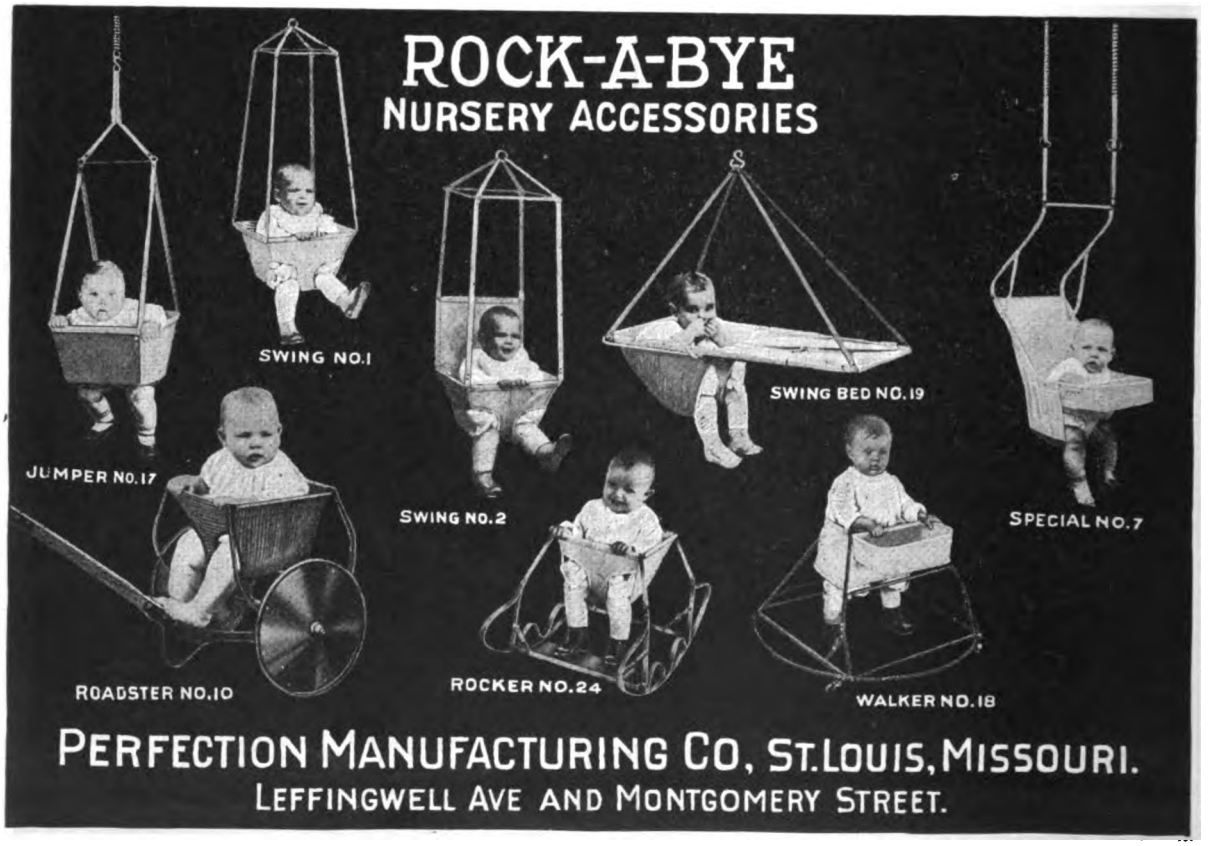
MUNCIE, IND.

New York, 108 Chambers Street
Los Angeles, 3718½ W. Pico Street
1316 Manhattan Building, Chicago



In selling the Duplex, you are never stalled by the often-heard sales resistance, "Well it's a fine thing but it won't fit my place."

For there is a Duplex Fireless Stove to suit every home from the one-room flat to the country estate.



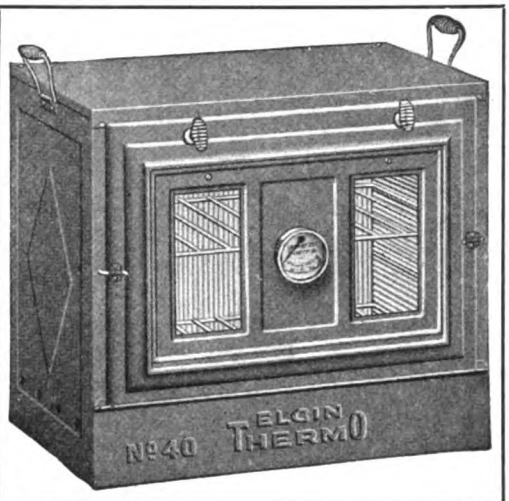
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Win With Elgins

Display a few Elgin Ovens in your store, accept our sales helps; use them and you will win new and profitable business. Write for free bulletin of selling hints. A BIG demand exists in both city and country for Elgin ovens, and NOW is the time.

July Days are *Elgin* Days

A hot plate or an oil stove with an Elgin oven is ideal baking equipment. Saves three-quarters of the fuel and does not heat the house. Recommend Elgin ovens to your friends and customers. The line is of exceptional merit.



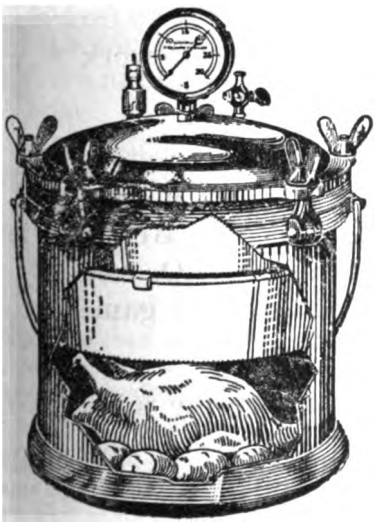


Will bake quickly and perfectly. Do anything any oven will do. Thousands now buying them to save cost of range and to save fuel. Let us send you a few and add more later. Orders shipped same day received. Lady Elgin and Thermo No. 40, here shown, are representative of the big line of various sizes and styles. Ask your jobber or write us direct.

ELGIN STOVE & OVEN CO., Elgin, Ill.

Eastern Distributors: BEH & CO., 1140 Broadway, New York City
Warehouses: New York, Philadelphia, Boston, Pittsburgh, Rochester
Northwestern Representative: A. C. Black, 515 Lumber Exchange, Minneapolis, Minnesota
Chicago Representative: M. S. Kopf, 180 Dearborn

SECHRIST
PRESSURE COOKER



Your Customers Know About It

THROUGH Sechrist magazine and newspaper advertising, full page articles on pressure cooking and canning in April, Woman's Home Companion; May, Good Housekeeping; June, Pictorial Review; Feb., Ladies' Home Journal, in numerous farm publications and U. S. Dept. of Ag. Bulletin X S-37.

The Sechrist Pressure Cooker cooks food in one-third the usual time and pays for itself in saving on fuel and meat bill. Gives housewife the canning method used by canning factories. Tested and approved by Good Housekeeping Institute.

Your customers will appreciate the beautiful finish and high class workmanship of the Sechrist Cooker. The vessel is made of rolled plate aluminum, smooth and easy to clean. This hard metal resists the action of alkali water.

We furnish folders, window cards and electros.

THE ALBERT SECHRIST MFG. CO. - Denver, Colo.

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The live hardware dealer says:

"I Have Standardized my Golf Clubs

"I am just beginning golf this year and I shall use three clubs.

"You can have too many things to work with just as you can have too few.

"I standardize the stock in the store just as much as possible. In garden hose, for instance, I keep only BULL DOG, GOOD LUCK and MILO, and you have to admit I play a great game with those three.

"The caddy says I'll change my mind about the golf clubs. It may be—but I am certain I will not change my mind about the garden hose."

BOSTON
WOVEN HOSE &
RUBBER CO.

Cambridge, Mass.

The largest hose manufacturers in the world. Makers of the famous BULL DOG, GOOD LUCK and MILO brands of garden hose.

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Hardware World

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Volume XVI JULY :: 1921 Number 7

THE WHINERS

I don't mind the man with red-blooded kick,
At a real or fancied wrong;
I can stand for the chap with the grouch, if he's quick
To drop it when joy comes along;
I have praise for the fellow who says what he thinks,
Though his thoughts may not fit with mine,
But spare me from having to mix with the ginks
Who go through the world with a whine.

I am willing to listen to sinner or saint
Who is willing to fight for his rights,
And there's something sometimes in an honest complaint
That the soul of me really delights,
For kickers are useful and grouches are wise.
For their purpose is frequently fine,
But spare me from having to mix with the guys
Who go through the world with a whine.

Business is not seriously sick—it's not typhoid, but merely a case of overeating. We need exercise instead of rest.

Following the war most of us lost sight of the value of the dollar. Many of us spent all that we had made, were making or every expected to make. We have tried to solve our problems by every method except through the sweat of the brow.

SUCCESS

It's doing your job the best you can,
And being just to your fellow man;
It's making money, but holding friends,
And staying true to your aims and ends;
It's figuring how and learning why,
And looking forward and thinking high,
And dreaming a little and doing much;
It's keeping always in closest touch
With what is finest in word and deed;
It's being thorough, yet making speed;
It's daring blithely the field of chance
While making labor a brave romance:
It's going onward despite defeat
And fighting staunchly, but keeping sweet,
It's being clean and it's playing fair;
It's laughing lightly at Dame Despair;
It's looking up at the stars above,
And drinking deeply of life and love;
It's struggling on with the will to win,
But taking loss with a cheerful grin;
It's sharing sorrow, and work, and mirth,
And making better this good old earth,
It's serving, striving through strain and stress,
It's doing your noblest—that's Success.

The only way to bring dead stock to life is to sell it, and the sooner you sell it the less the loss you will have to take.

Conditions do not readjust themselves over night. The sellers' market is a thing of the past. The tables are turned—the buyer has become passive. The seller must take the initiative. Under present conditions nothing will be bought until first it has been sold.

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WHAT IS YOUR ATTITUDE?

Pessimism spreads like wildfire. We listen too much to the "big noise." This is a time for calm thinking. The last three years have been exceptionally good years for the wage earner, the farmer and the dealer, but when we compare present conditions with conditions four years ago there is not such a contrast.

Let us never lose sight of the fundamental fact that, irrespective of the business slump, people must eat and wear clothes. That, irrespective of disturbed conditions, the vast majority of Americans are living just about the same today as they were a year ago.

What, then, is to be the attitude of the salesman?

Two courses are open:

First: To sit back and keep repeating to himself and others that there is no such thing as an order, therefore it is useless to put forth sales effort.

Second: That, irrespective of conditions, there is always a certain amount of business and that, through redoubled energy and hard work, he is going to get more than his share of that business.

The first is the attitude of the slacker, the quitter and the drone. The second is the attitude of the constructive optimist—the man who will come out ahead irrespective of conditions.

And when the clouds have cleared away and business shall have been established on a firm foundation and prosperity sweeps over our land—it will have been to the credit of the peptimists—to those who have backed optimism with hard work!

TIME TO QUIT

There's a time to part and a time to meet,
There's a time to sleep and a time to eat.
There's a time to work and a time to play,
There's a time to sing and a time to pray.
There's a time that's glad and a time that's blue,
There's a time to plan and a time to do.
There's a time to grin and show your grit—
But there never yet was a time to quit.

A PEPTIMIST

The peptimist is the one who works with most exceeding vim,
And sets example to the shirks who may keep tab on him.
So many men, with dragging feet, go to their tasks each day,
With frowns they shuck the ears of wheat and thresh the bales of hay.
With scowls they ply the shining saw or wield the useful churn;
They're only happy when they draw the pay they think they earn.
And when there is a slump in trade, and workmen must be fired,
These delegates are first to fade—they've made the bosses tired.
The peptimist has taken pride in labors safe and sane,
Whatever tool he may have plied, a corkscrew or a plane.
He did not go with dragging steps when morning whistles blew.
In every motion there was pep, no sulky fits he threw.
And when a slump in trade appears, and workmen are laid off,
The boss announces, through his tears, "We'll keep the hustling toff.
We can't afford to let him go, he's such a useful man,
We'll keep him, though to Tom and Joe we must attach the can."
The peptimist is in demand wherever commerce dwells,
He makes his progress through the land, and wears a string of bells.

Keep you eyes on your own job and you won't see so many faults in others.

The young man who aspires to do things must early learn to do without things.

Behind each business that keeps up with the times is an individual with a periscope who keeps ahead of them.

DESTROYS GENIUS AND INITIATIVE

"Today I am wondering what would have happened to me by now, if fifty years ago, some fluent talker had converted me to the theory of the eight-hour day and convinced me that it was not fair to my fellow workers to put forth my best efforts in my work. I am glad that the eight-hour day had not been invented when I was a young man. If my life had been made up of eight-hour days I don't believe I could have accomplished a great deal. The country would not amount to as much as it does if the young men of fifty years ago had been afraid they might earn more than they were paid. There were shirkers in those days, to be sure, but they didn't boast of it. The shirker tried to conceal or excuse his shiftlessness and lack of ambition."—Thomas A. Edison.

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YOU ARE THE ONLY MAN TO MAKE YOUR BUSINESS BETTER

Perhaps the spring demand was not as brisk as it might have been. But what of that? Did you make the best effort you knew how? Can you make a more vigorous effort for the summer and fall trade? It might be that some of the errors or omissions can be made to act as stimulants for a better business now. There is nothing like trying.

It helps wonderfully when we make a real effort. The only way to do this is to act. If we are going to let the other man do their thinking for us, what can be expected but to first help himself and then perhaps think about you? No, you are the man who must make the effort to help yourself.

Let the man on the other side of the street do his own thinking. You do yours and act, too.

Some of us have a way of losing hope just when there is the most urgent demand for this spirit of optimism and firmness. We see so much of what appears to be dark and ugly that we shut out the light that is seeking to make our lives brighter. The hopeless man is lost. He has given up, and this state of mind is bad. Not only that, but it takes all the nerve out of us and we are unfitted for even a fair effort. When the hour is dark then the demand for a big, hard pull to get ourselves together is keen. Why not use the energy we have to help along this more humane way of viewing our earthly ills? Hope. Yes, that is the element in our make-up that does much to make us try even in the face of failure.

SEND IT IN.

If you have a bit of news,
Send it in;
Or a joke that will amuse,
Send it in;
A story that is true,
An incident that's new,
We want to hear from you—
Send it in.
Never mind about the style.
If the news is worth the while.
It may help or cause a smile—
Send it in!

THE OTHER SIDE OF SOME WELL-TO-DO MEN

A man was dying. His family believed he was to leave them well-to-do. But he had suffered reverses and, when stricken with an illness which he knew was to prove fatal he was actually worth less than nothing; he was many thousands of dollars in debt.

To a friend who visited him on his sick bed he confided that he was suffering mental torture because of his financial condition. The thought of what would become of his family haunted him. The friends felt infinitely sorry. The sick man had always played the game honestly; he was held in high respect, and his family were lovable folks.

The friend happened to tell the story to a wealthy man. "How much is he in debt?" asked the millionaire. He was told. "About how much would his family imagine he was worth?" he next asked. He was given some idea. The millionaire immediately wrote out a check for more than the combined amount, handed it to the friend and told him to deposit it to the dying man's credit and to go and assure him that he could die in peace, as his family had been amply provided for. Incidently, the millionaire forbade the disclosing of his name.

This sounds like a fairy story, doesn't it? The truth is that many men of wealth often do things equally as thoughtful and generous as this. Not a few of them have grasped the fundamental truth of the lines depicted by a great painter over a shrouded bier:

What I spent, I had.
What I gave, I have.
What I have, I have lost.

No man who cannot grasp the eternal truthfulness of these lines has learned the secret of real happiness or real success.

You can't be sure of anything unless you have a pre-conceived idea of what you want to be sure about.

Everything comes to those who wait; the prodigal son returns to the village old maid, and the uncalled-on staller comes to the office to make a payment—sometimes!

THE TRUE AMERICAN WAY

There is not of necessity any such thing as the free hired laborer being fixed to that condition for life. Many independent men everywhere in these states a few years back in their lives were hired laborers. The prudent, penniless beginner in the world labors for wages awhile, saves a surplus with which to buy tools or land for himself, then labors on his own account another while, and at length hires another new beginner to help him. This is the just and generous and prosperous system which opens the way to all, gives hope to all, and consequent energy and progress and improvement of condition to all. No men living are more worthy to be trusted than those who toil up from poverty; none less inclined to take or touch aught which they have not honestly earned.—Abraham Lincoln.

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Insuring Prompt Collections

Knowing Your Customer and His Circumstances Should Determine Your Methods—Keep Your Promises, Don't Let Customers Forget Theirs

ONE of the great problems of the present day is collecting accounts promptly. In most quarters it is easier to make sales than to get payment. Naturally it is hard work for the retailer to pay his jobber if the retailer's customers do not pay him, and it is equally difficult for the jobber to pay the manufacturer if the retailer is behind.

If somebody makes us wait we are likely to make somebody else wait—and so it goes. Once our own accounts get behind, or we have to borrow money and pay interest, we are compelled to carry an unnecessarily heavy burden.

So one of the big problems to solve is how to keep money coming in steadily and in a dependable stream. It goes without saying that the present situation of money stringency is due to the industrial depression and high costs, unusual conditions, and in some cases lack of thrift. In any event, it is up to us to meet the conditions and to keep our own finances sound and our customers friendly.

Here are a few common-sense methods which are bound to produce results. They have done it before. They are doing it now. They will do it again. So if money is a little tight think about these suggestions and remember that "A bird in the hand is worth two in the bush."

Don't Overurge Sales

In your desire for business, never make the mistake of overurging customers to buy more than they need, or in all probability will not be able to pay for promptly.

Have your terms of payment clearly understood. The war has made an excuse for many business people to print upon their stationery and even upon their charge slips the conditions upon which accounts are carried, such as a statement to the effect that all accounts must be settled the first of the month or special arrangements made for carrying said accounts.

Under no circumstances permit your monthly statement to your customers to be delayed. Plan to have these in the mail, and if possible delivered the first day of the month. It is usually a case of "First come, first served."

Know Your Customer and Act Accordingly

When an account gets behind do not make the mistake of letting it slide for a time, nor of having some hard and fast rule like a pair of handcuffs ready to snap on. Use logical, sensible, tactful, but, if necessary, firm individual methods. In one case a diplomatic statement with the added explanation that you need the money for use in carrying on your own business will bring results. In another, a brief follow-up of the bill, with the suggestion that part of it at least be taken care of, will be the thing to do.

Avoid antagonizing, but make an earnest effort on delayed payments to get a definite statement as to when a remittance may be expected.

Under no circumstances permit your customers to forget the promise made. Send a brief note of reminder most courteously worded which will be received about two days in advance of the date when the payment was promised, always thanking the customer for the effort made, so as to leave a good taste in his mouth.

Telegrams Collect on Distant Slow Customers Show They Are Not Forgotten

If the bill becomes two or three months overdue, call personally, or if the case warrants and the customer is in another town, send a night letter collect, asking as a special accommodation that the money be forwarded, or a part of it at least.

If for any reason you find it necessary to say that you are going to do this or that—do it! To bluff is very unwise. It causes the customer to lose respect for you, and further collection efforts will not be taken seriously.

Encourage Those Doing Their Best

When you find that a customer is doing his best, have patience with him and show your interest by helping him reduce his indebtedness in small payments or however may be wise.

Sometimes a customer will be willing to negotiate a loan if a discount on the bill is made equivalent to the interest on the loan for a reasonable period of the accommodation.

Endeavor to keep the customer's good will by tactful and fair methods; also by real effort to keep the account out of the hands of an attorney for collection.

It will sometimes be possible to put an overdue account into an interest bearing note which may be negotiated. Always make it plain to a customer that you would be glad to grant longer credits, but your own business requires careful management, and that others are expecting their money of you and you must produce it to keep your credit good and to "carry on."

Do not let the customer who owes you forget you. That is fatal. The door which squeaks the oftenest and loudest is the one that gets oiled soonest.

If all of the above rules could be summed into one, they would read: Be prompt yourself if you expect others to be prompt, and never fail to do what you say you will; but be interested, helpful, fair, tactful, but firm in doing it, at all times.

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Increasing Your Sales of Enameled Ware

Selling Enameled Ware is not an art—rather. it is using plain, common sense. Universal appeal to the housewife, and easily sold the year around. Miss Mona Yeo won the first prize in the contest held by the Associated Enamel Ware Manufacturers with this article.

IS there a woman living who can resist the appeal of gleaming white, blue or gray enameled ware? Is there a housewife who does not long for dainty, clean looking, sanitary appearing utensils in her kitchen?

In order to induce a woman to buy, a store must make its stocks so attractive that the feminine mind cannot resist buying. All of the counter displays must be kept scrupulously clean. They must be carefully dusted each morning and wiped off if necessary. Then the stock must be carefully gone over regularly to weed out any pieces that may have become marred and the stock kept as nearly complete as possible.

Women Know What They Want

When a woman buys she usually knows exactly what she wants and what sizes are best suited to the needs of her family and what size pieces can be used to best advantage in her kitchen or on her stove. She wants to select a one or two quart pan and not to be told that "We are out of that size at present, but we can order it for you." She wants to buy and carry home or have sent out just exactly the piece she needs.

In our store we have one counter that is devoted entirely to the display of white enameled ware. Then we have, just beyond this, one that is filled with gray enameled utensils, and farther on one that is white and blue. The white enameled ware counter strikes the eye of the customer the minute she alights from the elevator, and she makes a bee-line for it. She inspects each pot and pan and selects the one she wants.

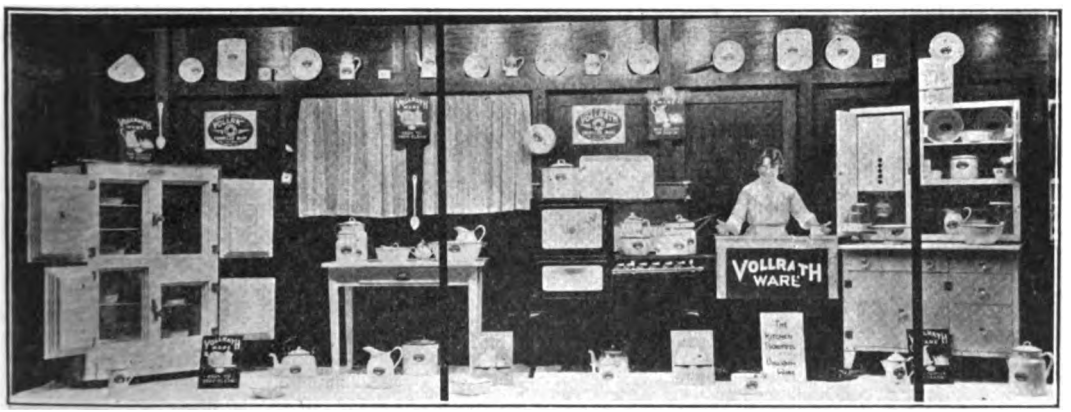
She is very curious as to the wearing quality of the particular ware she is examining and here is where a saleswoman makes or mars a sale. She must know her stock. She must be able to tell the customer about the enduring quality of the ware and how it is superior to any other ware for cooking certain foods.

She must tell how it is perfectly safe to cook or put up in enameled ware acid foods, such as tomatoes, spinach, citrus fruits and any other fruits or vegetables that have a tendency to induce chemical action. These foods, foods for infants, and foods that are prepared for invalids, and perhaps left to cool or stand, might be affected in a metallic vessel, but are perfectly safe in the enameled ware.

Merits of Enamel Ware Many

One great beauty of enameled ware is the ease with which it may be cleaned. Simply washing it with soap and water cleans it perfectly, as it is hard and nonporous and neither liquids nor odors are absorbed. So it is fresh and pure as when taken from the store after a simple washing. These are two facts which should be thoroughly impressed upon the customer, as it is of great importance to her that odors do not cling to this ware, and the fact that it cleans so easily and quickly is a great drawing and selling card.

It is good merchandising to describe the cleanliness and purity of this ware in the newspaper advertising, which, by the way, must be



A PRIZE WINNING DISPLAY

This practical enamelled ware display won the second prize of $50.00 offered by the Vollrath Company recently in their display contest, and taken in connection with this first prize article by Miss Mona Yeo might seem to indicate that the Bunting Hardware Co. organization consisted of blue ribbon men and women. There are helpful and practical suggestions in both this article and display that merchants everywhere can utilize to advantage.

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carried on consistently if one is to produce the best results.

Adapted for Sale the Year Around

Although this ware sells readily all through the year, we find that it sells better at certain seasons. There is great demand for it in the fruit canning season. There are always excellent sales at Christmas time, as the ware makes such attractive and useful gifts. There is a great demand for it at housecleaning time and during the spring and fall moving time it sells rapidly, as people moving into new quarters like to freshen up with new furniture, and new utensils in the kitchen create a fresh and homey feeling.

Factory Salesmen Source of Information

A saleswoman can perfect herself in the art of selling if she will take pains to talk with the factory salesmen when they are in the store, "getting the dope" on the conditions at the factory and perhaps gleaning a few new ideas. She should listen attentively to everything the factory representative has to say, especially when he tells how the ware is made, with what care the materials are selected, how it is fired and all the vital points about its manufacture.

The enameled ware carried in our store is three-coated ware, in designs and styles suitable and pleasing to the eye of the modern housewife. It is a ware that is in great demand in hospitals as well as in kitchens, in the domestic science classes in the public schools and these places will be found completely equipped with a pleasing and choice variety of styles and sizes.

Sales Plan Increases Sales

The sales campaign of our store is carefully thought out. As often as possible an attractive array of the beautiful white enameled ware is displayed in the windows. In a recent window our decorator used a great deal of skill, taking up one entire half of the front windows to display the model kitchen filled with beautiful white kitchen utensils and an array of enameled pots and pans and kettles of every description. This window attracted a great volume of favorable comment.

Every woman who came up or down the street stopped to gaze in admiration and our sales during the week that this window was displayed increased to a very pleasing degree.

The window attracted so much attention that one of our local photographers begged for permission to photograph it. Other stores noting the beauty of the window not only displayed choice pieces of enameled ware in their windows but took advantage of this opportunity to advertise in the local papers, with the result that they got increased business as well as we did.

To show that the women came in because of the window display is proven by the fact that when they arrived in the housefurnishing department of the store, they asked for the enameled ware by name, the name of the ware in the window.

We have proven to our complete satisfaction, however, that the best methods of selling, especially enameled ware, are to have an attractive window display, to display clean goods on clean counters, to employ a competent and keenly interested sales force, to keep the stock in perfect order, to sell the seconds out separately, to advertise both quality and special sales, and to keep the stock replenished and right up to the minute.



Here is another method of displaying enamelware to advantage, which is sure to attract attention and increase sales. There is nothing like actually showing the large variety and the usage to which cooking utensils can be put. People easily forget unless they are reminded.

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When, Where and How to Advertise

A Successful and Practical Merchant Gives His Experience Which Has Made Good. More Sound Common Sense in This Article Than in Those of Many "Experts" and Theorists.

EVERY kind and all kinds of advertising anywhere and everywhere is good if it tells something and speaks the truth.

Advertising must catch the eye or ear and impress the mind that the article advertised is useful or ornamental and of good quality and reasonable in price.

Advertising must describe the article, the price and the merchant's or firm's name and location. The reputation of the merchant has more to do with the sale than the price of the goods.

If your people don't like you, you will have to sell cheaper than your competitor to sell at all, and then its hard to do.

First sell yourself to your community by living right and doing a lot of constructive, lasting, and real service without pay.

If you are public spirited you personally will get a lot of free advertising which is the very best kind and is lasting, but if you have a bad reputation personally and are nonprogressive you will find that advertising your goods brings very poor results.

I am speaking now of local merchants and local advertising. National advertising is somewhat different, in that personality does not always enter and has but little weight unless the man who is at the head has a national reputation for good, if so that helps sell his goods.

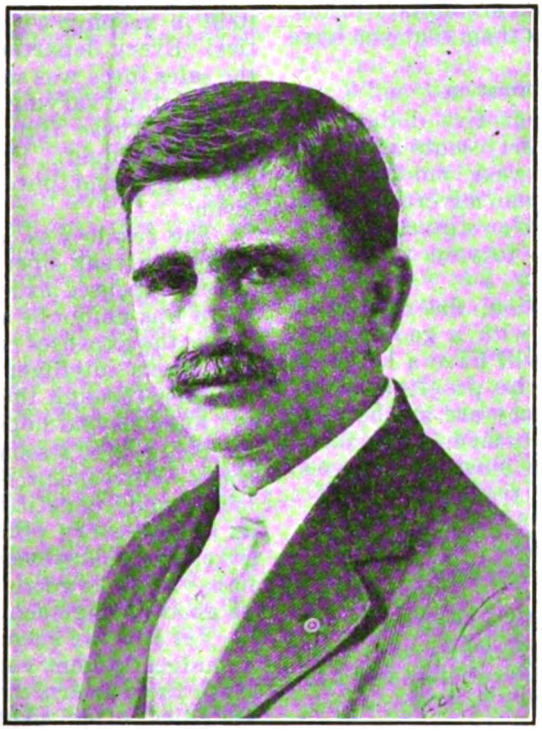
A well-assorted stock of hardware in a good locality with a good manager at the head with just enough salesmen to wait on the trade can make a success if he will advertise, and he must have new advertisements same as new goods; he must have goods to suit his trade, and advertising to suit his goods.

When, Where and How

Advertise in the newspapers; advertise on barns, rocks, trees; advertise in the homes, in the schools, on the farm, in the woods, on the roads, on the streets, on the fence.

Advertise with the editors, the preachers, the farmers, the town people.

Advertise in the garden, in the fields, in the parlor, in the kitchen.



HAMP WILLIAMS

One of the best, most sensible and successful merchants in the country, here gives HARDWARE WORLD readers most practical ideas of how a retail merchant should advertise, and what he should talk about.

Advertising is only salesmanship on paper, and if a merchant will talk in his advertising just as he would to a customer in person, realizing one person at a time reads his advertising he will get far better results. Don't talk as if addressing an audience.

This article contains more sound, practical sense than a hundred addresses by "experts" and theorists, the most of whom are absolutely without any merchandising experience. The HARDWARE WORLD believes no man should be allowed to write advertising until he has had a selling or merchandising experience.

Advertise when it's cold, when it's hot; advertise when it's dry and when it's wet; advertise day and night, everlastingly and continuously.

Advertise in your home and in your store; advertise on the counter and in the shelves, in the show window, and in the show-cases; advertise in the basement, and up stairs.

Advertise in the office and over the telephone; reach the farmers and the farmers' wives and children with advertisements of the goods they need, reach the city people with their kind of merchandise; sportsmen with his kind, dairymen, poultrymen, and workmen with their kind; concentrate and shoot your advertisements straight at the prospective purchaser.

Always Use Proper Judgment

No need to advertise an electric washer in the country where they have no electricity don't advertise farm machinery in the city, advertise goods for the country in a country newspaper, and use country advertising of various kinds, advertise goods suited for the city in city newspapers and other kinds of city advertising, but don't mix them.

Never advertise your business as the cheapest store in town because it is not true, neither is it true that your goods are the best, never refer to your store as the "old reliable" or "pioneer," "the best place to buy," "selling out at cost," "going out of business," all these terms are ridiculous and nobody believes you.

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How to Advertise Prices

If you have a horse to sell describe him and name the price in your advertisement, the same thing applies to merchandise. A great many merchants get into their heads that they shouldn't advertise a price unless its a bargain, that is not true, they see an advertisement of an automatic shotgun for forty dollars, the public thinks it is worth it or you would not mention the price, but if you say, shotguns, you accomplish two things only, you impress your firm's name and shotguns upon their minds, if you add prices ranging from six dollars to one hundred dollars you impress them that you have a good assortment.

Should Give Information

If you advertise paint at five dollars per gallon and wall paper at thirty cents a roll the information is not worth very much to the average customer, but if you advertise, paint and wall paper enough to cover a given surface, you are giving information to your trade that is worth while.

Your individual reputation, the reputation of your salesmen together with a good assortment of seasonable goods will have a lot to do with your success. After the people are once attracted to your store if they are not handled properly it is hard to get them back for a second trial, therefore, you must have a good organization to hold your trade and build a good business.

NO GREATER CHARM

For me life holds no greater charm
And sorrow no more healing balm
Than knowing through some simple deed
That those I love are friends in need

It's then the world looks bright and gay,
I feel as happy as the day;
My cup of joy is brimming o'er,
Kind fate's brought true friends to my door.

I feel at peace with every one;
These friends will share with me their fun
Or comfort me when things go wrong;
They make my life one grand, sweet song.

Time spent in courtesy is never lost either to you, your customer, your store—or your cash register.

When a customer has even a small grievance, treat that grievance as if it were as serious a thing to you as to him.

HUNCHES, HOPES AND FACTS

It is the exceptional business man who has not been busy discovering that it is impossible to keep going this year on last year's profits. Some made the discovery quickly, others made a great task of it, and some there are who have not even yet found it out.

Most of those who early had done with hunches and hopes, and got down to facts rapidly, used budgets. They quickly scheduled the levels to which expenses had to be readjusted to meet the new conditions. They refigured each item in keeping with the new income possibilities. Every department was allotted its share; the sales force was shown the business necessary to maintain varying programs of expenditure.

Then these figures were combined into a plan—a budget. Financing was arranged accordingly, and purchases fitted into the program.

The result was a definite measure against which current operations could be checked. When expenses exceeded the planned figures, there was no doubt about the action required—either the expenses came down or someone went out. Facts intelligently assembled commanded progress through the difficult deflation period, not hunches and hopes.

There is a lesson in this for more normal times. Agreement is general that our government would benefit from a budget system such as almost every other large nation uses. The government, however, is merely our largest business—what is good management for it should be good management for private business.

Yet it is the exceptional business which uses a budget system consistently and thoroughly. Even the concern that spends liberally for cost statistics often neglects to assemble its expensive figures and facts into a budget which alone can provide a means for obtaining the most important use from them—that of matching them against a conservative estimate of income in such a way that current operations can be checked against a carefully considered plan.

The business man who has learned the true value of a budget as a result of meeting the problems of the deflation period has obtained one of those compensations which always come out of times of stress—like Napoleon, he now knows that "for everything you must have a plan—trust nothing to chance." And if he is wise he will not forget. —A. W. Shaw.

Ability without agility doesn't win.

For the convenience of our subscribers and advertisers, we maintain offices and our representatives will be found at any of the addresses mentioned below. Correspondence will receive prompt attention by addressing the office nearest home.

Boatmen's Bank Building Broadway and Olive, St. Louis | 421 First Nat. Bank Bldg. Chicago | 70 Fifth Ave. New York | Phelan Bldg. San Francisco | 105 S. Houston St. Dallas, Texas

388 Taylor St. Portland, Ore. | 424 Higgins Bldg. Los Angeles | 505 Pioneer Bldg. Seattle | 204 Scott Bldg. Salt Lake | 220 Pacific Bldg. Vancouver, B. C., Can.

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Salesmen Who Interview You

Merchants Who Keep Them Waiting Increase Cost of What They Buy



IN the course of business it becomes necessary to interview many salesmen. Some approach you with the idea of selling goods which you in turn are to retail. Others offer an agency upon special terms. And still others make it their business to bring stock propositions which they try to show will be advantageous for you.

It often happens that salesmen who represent perfectly legitimate concerns are obliged to wait an hour or even two hours for proprietor or buyer to be at leisure. And it is apparent that if two-thirds of the men whom the salesmen approach keep them waiting this way, the cost of whatever you purchase must necessarily be higher, for goods are priced in accordance with cost of manufacture and distribution. It cannot be otherwise. In other words, waste of time must be paid for and, if you are one of the customers, you must help pay the bill.

First Principle of Courtesy With Salesmen

He enters your place of business. Perhaps he has announced his coming by letter, postal or telephone. Perhaps he has come without any word as to his arrival. In either event your wishes or convenience have not been consulted. For this reason, many people have felt the salesmen must expect to wait until they get "good and ready" to see them, and not make any complaint about it, either.

Let us look at the other side. The salesman would find it all but impossible to tell exactly when he would arrive, for he cannot tell how long he will be hindered in other places, and if his proposition is an honest one, or his goods desirable, he is doing you a favor to present them to you.

Yet it is true you cannot leave a customer to attend to a salesman, or drop everything whenever a salesman appears, for there are days when salesmen are about as thick as blackberries on a bush. But common courtesy dictates that the proprietor or buyer shall state promptly to the salesman when he can see him.

Treat Him as You Would Like to Be Treated

In many establishments cards are made out which say that Mr. ———, the buyer, is not at liberty at present, but if the salesman can find it convenient he will give him an interview at ——— time, and if this is satisfactory, will the salesman kindly make notation on back of the card so that this time will be reserved for him.

An employe can present this card to the salesman, who will then know whether it is worth while for him to wait or come back, and if he has other business which he can attend to in the meantime it can be given attention.

In smaller establishments where this formality is not necessary, the proprietor may be able to step forward and speak to the salesman, telling him he cannot see him until he is at liberty, which will be approximately at such and such a time. Then it is up to the salesman to wait or not.

When you or I go to a wholesale house we expect to be served courteously, even if our coming has not been heralded. It is a poor rule that will not work both ways, so be ready to do your part as you would like to be done by. Naturally, the salesman who is fairly treated is going to feel more amiable, and like giving tips and any special favors as may be in his power to those who have treated him "white."

When It Pays to Consider

It happens many times an unknown salesman comes in to you and puts up a proposition which is of an entirely different nature. You had not realized that need or opportunity of this kind existed. To turn the matter down at once may be to lose a good thing. To seize it without delay may give you reason for later regret. In such a case be careful in justice to yourself.

Take time to be thoroughly informed before you take action, and do not be influenced by the fact that the representative of the unknown concern tells you of numerous other prominent men who have been enthusiastic patrons of this same proposition or scheme.

It is astonishing how many millions are gathered in annually by propositions which in the last analysis do not prove worthy. Investigation can hurt no one. It safeguards the cautious and helps to weed out the fakes. A scheme which will not bear investigation is better left alone. And one which proves sound and promising and is backed by reliable people will inspire confidence.

Things to Consider

Here are a few simple tests to which you can subject a new scheme or line of goods put up to you by some concern of which you never heard:

What house do you represent?

What proof have you that you are a legitimate representative of this house?

Where is your firm located?

How long has it been in business?

How long has this line or proposition been offered?

What is the financial rating of your house?

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Who are some of the men connected with it?

What is their record?

What are the bank references of your firm?

Are you willing to give me your literature, letting me go over it at my leisure, make such investigations and inquiries as prudence dictates?

What guarantee of salability of my holdings do you make provided I invest my money?

How quickly could I realize on these goods, or on this stock if I wished?

You say your firm will buy the goods back. Will you give me a written statement to that effect signed by one of the officers of the company.

Is your concern incorporated and, if so, in what state?

These are only a few questions that suggest themselves according to the nature of the proposition itself.

Recently a business man was approached by a salesman selling stock in an automobile concern. The prospect asked:

"Who is the president? How old is he? What salary does he get? What time does he get down to work in the morning? How long was your concern organized before it paid a dividend? What was the amount of your last dividend? May I see your last three financial statements? How much preferred stock and how much common stock is there? Upon what conditions can the preferred stock be called in? Is your stock listed on the market and, if it is not, what would my chances be of selling it if I wished to get my money back?

The salesman walked out in disgust, with the remark, "You want to know too darned much."

The result was that the inquisitive business man saved his money. It was not many months before this same concern was in financial trouble.

Salesmen of legitimate houses are entitled to every courtesy. Unknown salesmen are entitled to prove if they can that they represent legitimate houses.

Let us learn to differentiate the real from the worthless. It becomes an art to know what to consider and what to pass up. But in all cases let us be business-like, discriminating and firm.

JOBBER TO MERCHANT:

"Your success and ours are dependent upon the same thing. As we get together and work hand in hand for the common good, our interests benefit equally and both make progress. If, on the contrary, we take a narrow and selfish view of what constitutes our own interests and in consequence, work at cross purposes, neither of us advances and we keep others back as well."

UNION IN FAVOR OF THE OPEN SHOP

Members of the Steamfitters' Union No. 665 of Buffalo recently passed a resolution against the principle of the closed shop, and announced their withdrawal from the American Federation of Labor.

All theory was cast aside. There was no talk as to whether closed shop demands come within the rights of organized labor. They came right down to the basic fact that closed shop regulations hinder rather than benefit the individual worker who is conscientious and ambitious.

We see in this a very healthful sign. It gives hope that the sadly needed bond of confidence between employer and employe is at last developing.

One of the most difficult problems of today is to keep the head of high wages, with the millstone of lowered prices about its neck, above water in the present sea of readjustment.

There is only one buoy which will keep wages on top, and that is increased production on the part of the individual worker.

This is the point on which the steamfitters' union of Buffalo take their stand. The closed shop, they feel, instead of working toward this increased production on the part of the individual, will work against it.

A labor union, like any other group of people, is a veritable crazy quilt, made up of units of all sizes, weights and qualities. There are skilled workers and mediocre ones and poor ones. Likewise there are lazy and unscrupulous men among ambitious and conscientious ones.

It is only the weak worker that needs the artificial prop of the closed shop system. The efficient worker stands on his own merits.

It does not seem quite fair that the best and most industrious workers can expect only the same reward as the poorest, laziest worker on the job. Under such a system there is little incentive to do more or better work—to work to full capacity.

We can hardly blame the skilled worker for saying "What's the use?" and bringing his level of production down to that of the mediocre man who is receiving the same compensation.

Such an expensive system of production, by increasing the cost of the article produced, raises the cost of living in general. In this way it acts as a boomerang on the worker himself and nullifies the effects of high wages.

It would be foolish to deny the benefits which unions have gained for the worker. But there seems some danger of their forgetting at the present time that they exist to further the interests of their individual members, not to increase their power as an organization.

Winning the closed shop war might add a feather to the cap of trade unionism and increase its power as an organization. But the vital point is this: Will the unit of the organization—the individual worker—be benefited by such a move?

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The Item of Service

This is a principle that applies all through the community commercial life. The retailer is a necessity—a necessary part of the community. He saves the community time and money just as does the postmaster and blacksmith, the depot agent and the doctor.

The retailer becomes to some extent an authority, a specialist or expert in his particular line of merchandising. One not familiar would be astonished at the amount of information desired by the public of the dealer, which is as it should be.

The modern retailer's idea is service. For instance, knowing nothing about clothing, I have always relied on what the dealer in that commodity said. I have bought clothing for a good many years and from many different merchants, and cannot now recall ever being "stung" or not getting value received for my money. If I had relied on my own judgment, I undoubtedly would have been far worse off.

The retailer invests his time and money and gathers merchandise from every nook and corner of this old earth—for the pleasure and profit of the consumer. Teas, spices and cocoanuts from the Orient, coffee from Brazil, the figs and dates from Syria, the olives and lemons from Italy, the china from France, cutlery and cloth from England, the fish from Norway, Sweden, Newfoundland and Alaska, the vegetables and fruits from Texas, Florida, California and New York, the hardware from New England, the lumber from Oregon, implements from the great manufacturing centers of the middle West—these are only a few of the hundreds of items brought together that we on the plains of southwestern Nebraska, the old Great American Desert, may live better than did King Arthur of old.

And yet some say there is no Romance—no Service—in business!

The Merchant Must Protect His Customers

No one need think for a moment that it takes a smarter man to be a successful merchant than a successful anything else—or that merchants are better business men than those in other callings. It isn't a question of brains so much as a matter of application and "paying the price" of learning to do the right thing, say, four out of seven times.

It certainly takes as good judgment to run a farm successfully, and as keen a sense of the value of things to fatten up a fine herd of hogs or Herefords, as it does to run a store. The whole thing resolves itself into a matter of experience.

At the stock show I saw a rather good looking pig that I would have valued at $75. That one estimate revealed the sum total of my experience and knowledge in that line of business, for I afterward found out that the pig's actual worth was about forty times that amount, or $3,000. Now that was nothing against the pig; it only demonstrated my ignorance.

A man who would send me out to buy a carload of mules would certainly be taking his financial life in his hands. If a mule were short a leg I might notice it, but probably not a defect less prominent. My buying would probably be on a par with that of an inexperienced friend of mine who bought an earless driving horse. It was warm weather and he had neglected to look under the fly cover.

The merchant, then, becomes an asset to the community through his knowledge of the merchandise he sells. It is to his interest to sell his customers good, dependable merchandise. He must be looking out for the good as well as the worthless new things that are constantly being placed on the market.

Merchandising is like anything else. It is subject to change. Merchants and merchandising methods are by no means perfect, and probably never will be, but on the whole they improve.

J. A. McGuire, one of the HARDWARE WORLD's enterprising Nebraska subscribers, believes retail merchants could benefit themselves, as well as their community by taking their customers into their confidence. Retail merchants are often unjustly held up by politicians, would-be office holders and people of Red or Communist tendencies, as profiteers, and if the merchants make no response or defense it is generally taken for granted that they are guilty.

Mr. McGuire has the right idea. We are giving our readers the benefit of Mr. McGuire's methods of advertising in his community, methods which merchants might find to their advantage to follow.

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When Silence is not Golden

Take a Little Suspicion, Mix With It a Lot of Rumor, Add to It the Yeast of Time and You Soon Get the Sour Dough of Misunderstanding and Ill Will

(By Harry Gale Nye)



There have been more two-pound volumes written on the value of brevity and more two-hour sermons preached on the desirability of keeping one's mouth shut than have been written or said on any other subject, except possibly the beauties of co-operation and the importance of giving service.

Many authors have commended the man of few words—even though the few words scorch the atmosphere when he lets them loose. Shakespeare, who wrote about thirty plays, tells us that brevity is wit. Teachers have taught and preachers have preached, and yet—

There is a time when silence is not golden, but brass that masquerades as gold. There is a time when brave men talk and cowards keep still. There comes a tide in the affairs of men when it is time to talk, and talk right out, to tell the honest truth.

Not merely to be frank—for heaven deliver us from the man who boasts that he is "frank." The "frank" man is generally a man who is trying to make a virtue of being nasty mean.

There Is a Time When the Square Man Speaks

And that is when there is a misunderstanding. The contacts of men in private and in business life are like the contacts of electrical agencies. There are bound to come times when the light of friendship burns dimly or goes out, when the bonds of business are disconnected by misunderstanding or misinformation. Then the thing to do is not to go on living in the dark, but to call in the repair man of Honest Speech and find out where the difficulty is, and how it may be corrected.

Repairing the Lamp of Friendship

When a bulb goes out you don't discard the whole system. You try to locate the trouble, repair the insulation, restore the correct connection. When the light does likewise, when the lamp of friendship burns low or ceases to burn at all, when the relation between seller and buyer—no matter which you are—is short circuited by misunderstanding, then the thing to do is to go to its source, locate and repair the trouble and get "right" with each other.

Grouch Produces Same Result as Sour Milk to Baby's Tummy

Yet some fellows go around nursing a grouch with a sort of milk of human kindness that has turned sour. You know what that kind of milk will do to a baby's tummy, and it will do the same to a man's disposition. It will give him a kind of mental dyspepsia that will cause him more heartache than the other kind ever gave him headache. When a man lets a grouch put that sort of dyspepsia into him it takes all the pep out of him. Unhappiness is unhealthy; you can't be a grouch and grow.

Remember, too, that a grouch is essentially an egotist. When a man smiles and says "Good morning," he isn't thinking about himself, but about the other fellow. But when a man forgets to smile and fails to say "Good morning," then you know that the light of his soul is turned inward and he is not thinking about the other fellow, but about himself.

And so I say unto you, if you are nursing a grouch, change its diet, or it will keep you awake nights. If you think someone has done you a dirty trick, don't convict him without a trial. Silence at such a time is not golden. Go to him frankly, lay the cards on the table and hear what he has to say. If he is trying to steal your business or your wife, if he is a dissatisfied customer, or you are a dissatisfied customer of his, let's find out if all that you have heard is so and all that you have guessed is true.

For that is how misunderstandings generally arise. We take a little suspicion, mix it with a lot of rumor, add to it the yeast of time, and before long we have on our hands a batch of dough that makes poor eating. When that little suspicion happens, when that rumor gets around, let's be frank and fair and give the other fellow a chance to defend himself.

Just as Important to Tell of Misunderstandings

There has been a lot of "if-you-love-me-tell-me-so" poetry written, and the idea is good. But it seems to me it is just as important, if you do not love me, to tell me that. Perhaps if you knew me better you would like me better.

Perhaps I didn't say what someone said I said; perhaps I didn't cut the price or knock your goods; perhaps I never did any of the things with which men in the hard competition of business are often charged.

But I shall never get a chance to tell you so if you never ask me. You ought to give me a chance to tell you the truth or to lie out of it. You don't read a San Francisco paper to find out what is happening in New York. Why take some other fellow's word for what is happening inside of me, when you can come to me and get first-hand information?

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Perhaps you will find that I have been doing just what you have been doing—that I have been foolish enough to take some knocker's word about you and about your doings and sayings. When we have once laid the cards on the table, the cards that concern you and me, perhaps we shall find that some other fellow has stacked them on both of us to his advantage, and has been raking in the blue chips while you and I have been quarreling over the white.

Golden Silence Often Costs Money and Discontent

Some of this golden silence that they talk about has cost some of us a lot of money, and, worse than that, it has cost us a lot of discontent. We have been scrapping over the feathers while someone else ran off with the chicken.

An enemy is merely some fellow like ourself that we misunderstand. If there were some way to put folks through a chemical laboratory and analyze them, it would be surprising how many of our friends we would find that are our enemies and how many of our enemies are worthy to be our friends.

Silence may be golden, sometimes, but speech is silver—and silver is the ordinary man's coin. If you have a grudge, go with it to the grudgee; if you have a grouch, let a little sun in on it, and you may find that what you thought was a weed is a rose, and the man you thought is an enemy is your friend.

In this life a friend is an asset, an enemy a liability. Let us not carry any more liabilities on our books than are necessary, and let us make sure they are before we say they are.

HAVE A COPY OF YOUR OWN

Many of our subscribers write us for additional and back copies, telling us they find so many interesting and helpful articles in our pages each month they frequently loan their copies to their friends, who often wish to and do keep them.

Many wish to keep their files complete. As we are not able to supply back copies, only printing sufficient for our paid subscription list, we suggest you make sure to have a copy for each one who reads our publication.

Our subscribers, among merchants and salesmen, tell us they can't afford to be without the HARDWARE WORLD.

It is a text book you need.

If people walk right by your store without even a glance at your windows—whose fault is it?

A SECRET

"Little drops of water,
Little raisins, too.
But Uncle Sam won't let us
Tell you what they'll do."

WHAT ARE YOU REALLY WORKING FOR?

Have you ever asked yourself just what it is that you really want in this world? Lots of people imagine that what they want is "plenty of money." It may be that you are one of them. All right. Now, it cannot be that you want "plenty of money" for the sake of the money itself. You want it because of what you think money could do for you. Is that not so? Then, it isn't really just "plenty of money" that you want. It is something else, something beyond the mere possession of money.

Very well, just sit down and analyze what would be your circumstances should you get these things you think you would like. Are your desires purely selfish? Do your tastes run to a grand home, automobiles, fine clothes, an abundance of amusements, and so forth? If so, look around you at people who have such things in abundance and superabundance. Are they any happier, do you think, than you are? Are they any better morally? Are they any stronger physically? Are they better liked by their friends than you are by your friends? Are they more useful in the world than you are? Do they put into the world as much work as you do? Do you consider them superior to you in any way simply because they have lots of worldly goods?

"Plenty of money" and the things which money will buy in abundance do not of themselves insure greater happiness, improvement in character, or any of the things which really count. The richest heir in the world recently declared publicly that he envied his father the necessity of having had to earn his own way in the world.

The greatest satisfaction in life is to be derived from striving to attain some honest, honorable, worthy object from giving to our work and to the world the best that is in us, from expending effort, not from expending money, from trying to achieve, not to gratify selfish appetites or ambitions, from keeping in mind the well-being of others quite as much as the well-being of self.

Since it is surely rather important to each one of us to find out just what it is we want in going through this world, suppose you sit down and try to think the thing clear through to the end. A good plan is to keep asking, "After that, what?"

FACE THE SUN, BOYS

Don't grumble, don't bluster, don't dream and
don't shirk;
Don't think of your worries, but think of your
work;
The worries will vanish, the work will be done;
No man sees his shadow who faces the sun.

Self-confidence is a running start in any man's game.

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Mary Anne Makes a Discovery

Every Merchant Should "Sit Up and Take Notice" of What Mary Anne's Research Work Has Brought for this Month. If You Will Forget Your Preconceived Notions, and Want to Be Shown, This Will Convince You

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DEAR MR. MERCHANT AND SALESMAN:

SINCE my last letter, I have been promoted. I have been accorded a new and dignified title, of which I am very proud. I am now a full fledged executive in the research department of the HARDWARE WORLD, and it is the most interesting work I have ever undertaken.

Why, I don't believe the average hardware merchant knows half the possibilities of his own business. I certainly did not dream there were so many until I went into this department.

Search and Research for Business

Everyone realizes that we must get back to the habit of research in business, and the up-to date merchant must not only search, but he must research. Right at your own door are neglected opportunities which a little investigation will turn into actual business getters.

Whisper, Friend Merchant and Salesmen

I say whisper, lest I shock some of my more staid and dignified friends. Do you know that each and every woman in your community is a possible purchaser of a safety razor? Now, don't look shocked, because this is an actual fact, whether you like it or not, and it is up to you as a live business man to take advantage of that fact.



In the sale of safety razors in your own community there are far more prospects among women than men. Banish your preconceived notions and ideas and read these actual facts from Mary Anne. You have but to use your eyes to literally "see" the possibilities of trade. There are dollars for you in selling razors to women.

To begin with, razors have come to be looked upon by women as a toilet necessity. The prevailing fashions require them. No dainty or refined woman will don an evening gown, a filmy summer dress, a sheer georgette waist, or even a modish bathing suit, without first using a razor to remove the unsightly underarm growth. The Gillette Safety Razor Co. have realized this and have put upon the market Milady Decollete Gillete Safety Razor, the handiest and most necessary little toilet accessory a woman can have. Other razor manufacturers doubtless will follow suit, if they have not already done so.

It may surprise some of you to know the extent to which these razors are sold to women, not only by the department and even the jewelry stores, but by hardware dealers as well. Here is what a few up-to-date merchants tell me:

"Do we sell many safety razors to women? Indeed we do," responded the very capable and live head of the department in Frederick & Nelson's, which by the way is an institution that has developed a large sale, not only in articles of this nature, but in housefurnishings, hardware, etc.

Without the slightest hesitation, she proceeded to give me a sales talk as to the opportunties for the sale of razors.

Continuing, she said, "A safety razor for a woman is an absolute necessity, and every woman should have one. We find an increasing trade on this article, for to say nothing of sanitary reasons, the present mode of dress requires it. Now, just take my own case, for an example. While I have a gold plated decollette set myself, yet how easy it is to pick up Dad's razor, which he keeps right in the lavatory, convenient and ready for use, just as I take my bath."



In the boudoir intimacies that exist women explain the conveniences and advantages of the Decollete safety razor.

Increasing Demand Should Be Supplied

We believe the sale and use of this item is probably greater than we realize, the Honeyman Hardware Co. tell us.

"We carry and sell Milady Decollete Razor sets. There seems to be a growing de-

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mand for these razors as the advantages are recognized and appreciated." This is the belief of Edwards & Chamberlain Hardware Co.

The sale of safety razors to ladies has steadily been increasing for the past few years, but more noticeably in the last eighteen months, in fact 25 to 30 per cent of all the safety razors we sell are bought by women, the Churchill Hardware Co. have learned.

"We carry in stock Milady Decollete Razor and find we have an excellent sale of this article during the Christmas holidays," says the Idaho Hardware & Plumbing Co.

"For some time past, women have been interested in this particular article, and the demand is steadily growing, the woman of today feeling it is a necessary requisite to her toilet," say Stix, Baer & Fuller Co. of St. Louis, who are in position to know.

"Although our line of toilet articles is limited through lack of space, we think with sufficient space and prominent display devoted to these lines, they could be made to be very profitable." the Stewart Bros. Hardware Co., Memphis, Tenn., tell us.

"We have a limited trade on Milady Decollete Razors, although we have found that twenty per cent of the safety razors sold are sold to women," the Cass-Smurr-Damerel Co. write us.

"My women's trade on razors is constantly increasing," says another.



MARY ANNE ASKS YOU TO TAKE NOTICE

You merchants and salesmen who complain about lack of trade, no opportunities for increasing sales, to you we commend this article by Mary Anne, as pointing an opportunity that exists in your own community, whether you live in a small town or a large city.

Human nature and desire are the same in a woman, no matter where she lives.

If you have made up your mind that this business is for merchants in some other line, you will not be benefited, but druggists, jewelry stores, department stores and other merchants have been quick to take up the sale of razors for women because of this neglect and apathy of many hardware merchants who "know," without half trying, that they will not sell.

The young lady in charge of the cutlery department of Spelger & Hurlbut's, in speaking of the sale of safety razors for women, stated often women came and said, "I am so glad that there is a woman in this department. I want a safety razor." Still she knew women would not hesitate to purchase from a man. They sold a large number of razors both of the $1.00 kind, as well as the more expensive or regular decollete set.

Now, if you hesitate to have a man in charge of this department, why not have some young lady send out a personal letter, signed with her own name, calling attention to the fact that a safety razor is as necessary an article of toilet for a lady as anything else upon her dressing table, and that you are carrying an assortment of razors, which they will find both economical and convenient, or something of that nature.

Surely these statements, bearing the foregoing names of high standing and long established reputation, should, in themselves, prove convincing evidence.

They are merely illustrations, of which I can cite many more.



Every woman who dons a bathing suit would feel much embarrassed unless she had previously used a Decollete razor set. If you are not selling such sets to women, you are neglecting a big opportunity for increasing your sales.



The raising of her arms to arrange her hair, a constant and natural movement of every woman, makes the need of such sets apparent.

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Three Reasons Why Women Buy Razors

But to get back to my own research work, there are three good reasons why every woman is a prospective customer for your safety razor. They are appearances, sanitation and last but not least, the preservation of the family peace.

My first reason is apparent; my second is evident, and my third, illustrated by the following little incident which came up during my research work, I have no doubt will turn many a long suffering father, brother or husband into an immediate and enthusiastic customer for Milady Decollete sets.

A very decorous and entirely unsuspecting father finally began to wonder why it was always necessary to make a search for his pet safety razor, and why upon investigation it was always found in a damp condition. One evening, upon daughter's departure for a party, the cause of his shaving troubles finally dawned upon him, and upon daughter's twenty-first birthday, she was made the proud possessor of a Decollete Gillette, of which father adds she was more proud than a diamond solitaire.

All of which goes to show the trend of events, and I will venture to wager every man who reads this will have a smile of sympathy for "father."



It is not difficult to advertise razors for women; in fact, it is not absolutely necessary to say anything more in your advertising than that you have such sets, for every woman knows the purpose for which they are designed. Still, if you wish to emphasize the importance of sanitation, cleanliness, prevention of discoloration of clothing, to say nothing of looks, this appeal will serve to remind the women of your community of their necessity.

These Daughters Found in Every Community

Now, "daughter" typifies the average modern young woman who has discarded dress shields as unsightly and out of date, and realizes the sanitary superiority of safety razors over the average depilatory powder, which not only has an unpleasant odor but soils and discolors the skin.



The merchant or salesman who "thinks" (?) that women will not buy safety razors from a hardware store or from a man will not be benefited by this article, unless he is willing to change his mental attitude. Men clerks and salesmen in drug stores, jewelry stores and department stores are finding an increasing sale for them.

Don't think it is the young women who are exclusive users of razors, for they are recognized more and more by every woman, old and young, as a toilet necessity.

She would not think of raising her hands to her head, a natural and frequent movement of every woman, to display an unsightly underarm growth.

Surely the merchant or salesman who reads this will say that the opportunity for the sale of razors does exist and there need be no embarrassment in advertising or selling them.

Women Really Prefer Dealing With Men

The days of false modesty are over and just as women prefer to deal with men in department stores in purchasing numerous items of a more or less intimate nature, there would not be the slightest embarrassment either to the hardware merchant or the woman herself in advertising or displaying these razors.

There should be little or no sales effort. The woman knows what she wants, there is no demonstration to be made; no explanation is necessary.

The decollete sets for women may be advertised and sold with as much propriety as any other article that the woman uses. Moreover, every woman would much rather have her own individual razor set than to be all the time borrowing or using that of her male relation.

Milady Decollete Gillettes will make an especially appealing display, as they come in a dainty white French Ivory case, lined in rich old rose velvet. The entire set is gold plated and retails for about $5.00 or $6.00 each. This is an article that will not fail to attract the women, and at the same time, will add much to the effect of your sales window or display counter. I merely mention Gillette because I have been unable to find any other manufacturer who seems to realize the possibility of this trade.

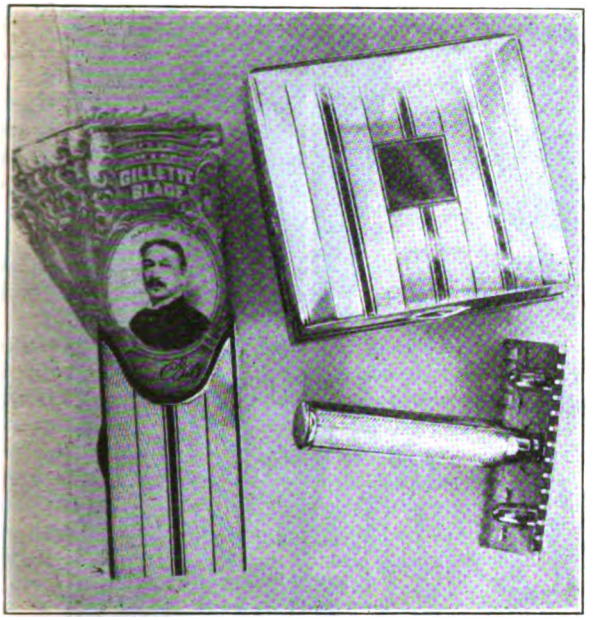
Merchants Sell $130.00 Sets

Now, here is something that will surprise you merchants, who think that a woman would not pay five or six dollars for such a set. Here is a photo of a safety razor set with a gold case, gold handle, in fact, everything gold with the exception of the blade. This is sold by one of the leading jewelers for $130.00. I borrowed this set to show you an actual photo of it. A silver set may be obtained from $7.50 to $15.00. These are sold by men.

You Can Sell Your Regular Stock

However, it is not necessary to feature the regular decollete sets, for the average safety

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A Gold Safety Razor Retailing for $130.00

If there are some merchants or salesmen who "think" they cannot sell a woman a safety razor for $1.00 or $5.00, what would these same merchants "think" when I show them an actual photograph of a gold razor set (every part made of gold except the Gillette blades). This was manufactured by Shreve, Treat & Eacret, a large western jewelry establishment. Now, bear in mind, also, these razors are sold by their men salesmen to a fashionable and refined clientele of women. Remember, also, the desires and needs of a woman is the same, whether she pays $1.00, $5.00 or $130.00. You can "cash in" on this opportunity, if you really desire.

razor used by the men answers the purpose as well as any. It isn't necessary for the merchant to even stock decollete sets unless he cares to feature something that makes more of a direct appeal. He can sell the average man's set.

More Prospective Purchasers Among Women Than Men

In fact, there are more prospects among women than there are among men, for many men still go to their barber, while the women must do the work themselves.

While not at all essential, if desired, a woman may be placed at the display counter, as, speaking from experience, she can often give a more convincing talk than a man or can perhaps show the results obtained from the use of the razor to the women customers. Especially would this apply to a large store where a toilet goods department is maintained.

So, if the women of your community are not your customers you are to blame. There is every possibility for the sale of safety razors. I have gone into the subject thoroughly and I know.

Yours for continued success,

MARY ANNE.

A customer who asks to look at a certain piece of goods today is quite likely to seek out the same clerk when making a purchase, if the clerk shows careful consideration.



Charles T. Crawford, Gillette Western Manager

Mr. Crawford is a graduate of the hardware trade, a master cutler in all branches, and a most finished salesman and executive. The fact that he was born in Kentucky is eloquent explanation of his genial, pleasant way, and his legion friends in all branches of the trade he meets in distributing Gillette razors. In 1901 his first job was with Baker & Hamilton, for which institution he presently became manager of the cutlery department. Here he handled Gillette razors so extensively and successfully that he was made western manager for the Gillette company in 1909. Two years ago the company opened its elegant service branch and headquarters in San Francisco, and here again Mr. Crawford has demonstrated his artistic ability and good taste in equipping and maintaining a model store in every sense.

A BUSINESS MAN'S PRAYER

Teach me that sixty minutes make an hour, sixteen ounces a pound, one hundred cents a dollar.

Help me to live so that I can lie down at night with a clear conscience without a gun under my pillow and unhaunted by the faces of those to whom I have brought pain.

Grant that I may earn my meal ticket on the square, and that in earning it I may not stick the gaff where it does not belong.

Deafen me to the guile of tainted money and the rustle of skirts. Blind me to the faults of the other fellows, but reveal to me mine own.

Guide me so that when I look across the dinner table each night to my wife, who has been a blessing to me, I will have nothing to conceal.

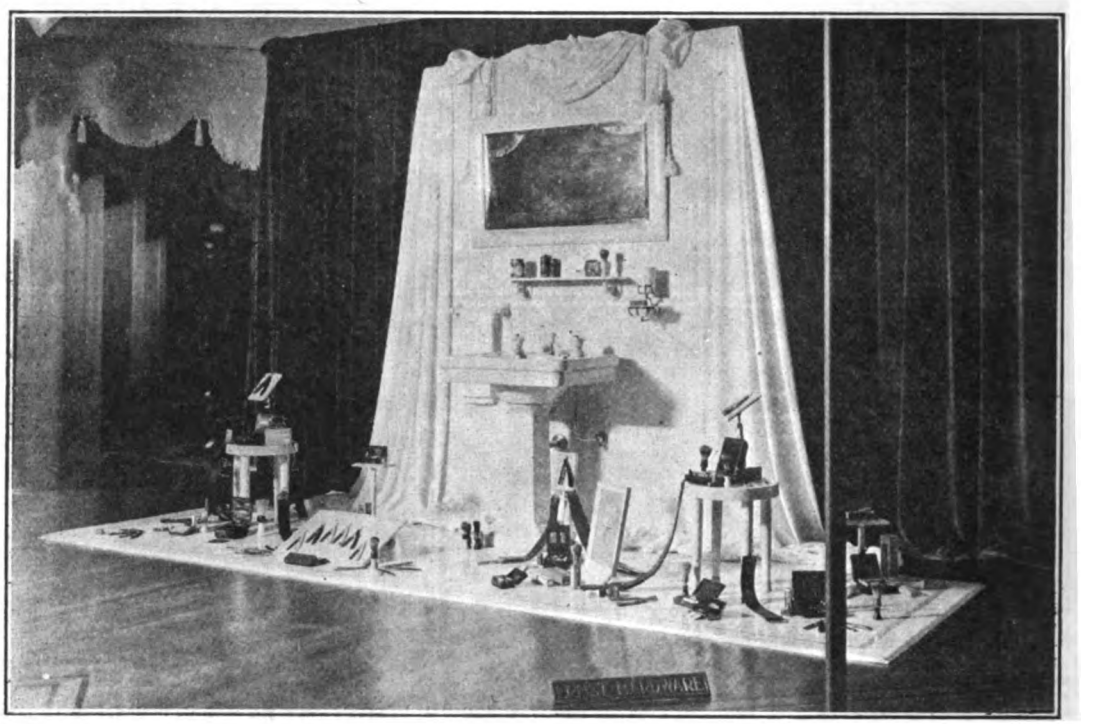
Keep me young enough to laugh with my children.

And when comes the smell of flowers, the tread of soft steps and the crunching of wheels out in front—make the ceremony short and the epitaph simple--

"Here Lies a MAN."

Some folks believe so firmly that the world was made for man that they forget that man was made for the world.

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Many merchants and salesmen have the idea that the hardware merchant does not carry a line of merchandise that enables him to make an artistic sales window. Surely no one will deny, after glancing at this window of the Ernst Hardware Company that their window trimmer has succeeded in accomplishing what to many is said to be impossible. It is typical of their windows, and while only a few safety razors are shown, yet it shows just what could be done in even displaying such articles as razors.

HOW DO YOU FIGURE TURNOVER?

Some merchants never figure turnover, so we are told, and so they tell the receiver very often when he comes from the bank to settle the affairs of their business for their creditors.

However, even to those merchants who do figure turnover, there is the question of how often to figure it, and over what period should it be distributed, and how.

Is it sufficient to take your January inventory and compare it with the inventory of January of last year and figure your turnover on one or the other or the average of the two stocks? May it not be the case that in January you were carrying a particularly heavy stock, which you reduced in the later months of the spring, and you increased again in the early fall, perhaps carrying it through the inventory. Or it may be that you had a very small stock in January at the time of the inventory, which was greatly increased in the summer and which you carried over into the late fall, when you again reduced it.

In other words, stock should be taken at several periods during the year, and the turnover figured for each period, or the turnover should be figured on an average of the stock at the different seasons.

Then to figure turnover:

Take the total merchandise sold, divide it by the average amount of stock, and you will get your turnover for the year.

THE BILLIONTH AND TWENTY-THIRD SLAM

The Ford is my jeopardy,
I shall not want—
Another.
It maketh me to lie down in deep marshes.
It disturbeth my soul.
It leadeth me into deep waters;
It directeth me in the paths of ridicule, for its name's sake.
It prepareth a "dead stop" for me in the presence of mine enemies.
Yea, though I race through the valley at thirty miles per hour,
I must sometimes slacken when going up grade.
I will fear more evil when it is with me.
It anointeth my face with oil.
Its water boileth over.
Surely to goodness, if Lizzie follows me all the days of my life,
I shall dwell in the house of "nuts" forever.

The completion of one sale is not the end of your work as a salesman or clerk. With tact, you can suggest other articles which will be bought by the same buyer also.

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NEGLECTED MAN

(By Charles A. Carlson)

Almost any man who owns a home takes pride in it and shows this pride by taking care of it. The house is nicely painted, the garden is neat and trim. When the neighbors compliment him on the beauty of his home, John feels very good.

The owner of an automobile washes and polishes his machine in spare moments so that it will look its very best.

A well-groomed horse is spoken of as a beauty, and truly reflects the master's pride.

But, alas, Man, the beautiful home of a spirit; the most wonderful mechanism known; the most perfect of all living beings; Man—the object of limitless possibilities, even he shows only too often a wanton recklessness, a pitiful indifference as to his appearance, a thoughtless disregard of danger to the most vital, wonderful and beautiful parts of the mechanical masterpiece—Man.

What are more wonderful windows than the human eye? How many are broken and so easily, but how few are repaired and how difficult. Any tailor with one good eye can make a suit, but the best doctor in the world cannot make one good eye.

And the hands of man. How beautiful a well-cared-for hand is! Think of its importance; the power to feel is keenest in the finger tips, the hand holds or lets go. It grooms the head, it serves the foot, it helps the whole body. Just think of the loss of such a willing and perfect servant.

The loss of either, or both, makes the most perfect of living things the most helplessly imperfect.

Why?

Because of some thoughtless, reckless, indifferent Man.

Is that Man you or I?

Mental Safety

The phrase "safety first" is too commonly considered as a precaution against a strictly physical hazard. Many persons avoid physical injury by sheer ability to dodge it subconsciously.

This action does not contain the elements of "safety first," for it is merely the exercise of an instinct such as is possessed by even the lowest form of animal life.

The mind is the safety valve of the human body. From it alone must come the warning of impending danger. Thus, it is plain that if we are to control our bodies safely, we must have our mind in perfect working order.

It must be renovated occasionally, and polished up with extended intellect.

Test it frequently with progressive study and clean thoughts.

Lubricate thoroughly with judgment. In the development of a keen, clear thinking mind lies the nearest perfect solution of "safety first."

HOW LONG IS A KNOT?

In these days of ocean travel and constant reference to a "knot" in literature, one often wonders why the rate of speed of ocean travel is "knot" given in miles instead of "knots." Would it "knot" be more clearly understood, a correspondent asks.

Hence our nautical editor, but who is "knot" an editor at all, has swept the cobwebs from his cranium and knotwithstanding it has been many years since he went to school and sailed his boat down the creek, back of the country schoolhouse, during recess and lunch time, gives this explanation:

The statute mile is 5280 feet. The British admiralty knot or nautical mile is 6086 feet. The statute knot is 6082.66 feet, and is generally considered as standard. The number of feet in a statute knot is figured thusly: The circumference of the earth is divided into 360 degrees, each degree containing 60 knots, or (360x60) 21,600 knots to the circumference; 21,600 divided into 131,385,456—the number of feet in the earth's circumference—gives 6082.66 feet, the length of a standard nautical mile.

1 knot	equals	1.151 miles.
2 knots	equal	2.303 miles.
3 knots	equal	3.454 miles.
4 knots	equal	4.606 miles.
5 knots	equal	5.757 miles.
10 knots	equal	11.515 miles.
20 knots	equal	23,030 miles.
25 knots	equal	28,787 miles.
6 feet	equals	1 fathom.
600 feet	equals	1 cable.

WHOSE FOOT ARE YOU STANDING ON?

When someone stops advertising, someone stops buying.
When someone stops buying, someone stops selling.
When someone stops selling, someone stops making.
When someone stops making, someone stops earning.
When everyone stops earning, everybody stops buying—
Then the bread line.
Don't block the traffic—keep going.

We can't have everything we wish, but we can make the most of what we have.

You can't get what you want by wishing for it, but you can usually get it by working for it.

Don't be a hog. When you take a man's money, give him a smile and a word o' cheer in return.

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Spreading the Sale of Paint

The Increased Spring Demand Should Be Part of an All-Year Campaign—Methods Every Merchant Would Find Successful

SOMEWHERE and some time an idea was developed that paint is a seasonable product. Just as we sell snow shovels in winter and lawnmowers when the grass begins to sprout, so have many merchants allowed their paint stock to remain idle until talk is started about the annual spring clean-up.

And after the "Clean-up! Paint-up!" campaign is well started, these merchants bring out their assorted colors, add a few paint brushes, and the result is a window display that lasts but a short while and fails to bring satisfactory results.

Merchants Generally to Blame

Luckily, dealers of this type are fast disappearing. They cannot stand the business pressure of modern methods; and conditions in the business world today prove the importance of the old law governing the survival of the fittest. However, there are still some merchants who persist in the idea that paint is to be sold in the spring and then put back on the shelves for another period of somnolence. These same men are wont to complain about the paint business, and dire threats are often made wherein the paint stock suffers a contemplated close-out.

But invariably a salesman comes along and points out the value of a good assortment of ready-mixed colors; he proves the superior qualities of the product he is selling and generally, instead of closing out his paint stock, the merchant signs an order copy for more paint.

Salesman Must Help Educate Merchants

This hardware man really owes the salesman a debt of gratitude, but seldom is the debt ever realized. And, on the other hand, the salesman has partly failed in his duty. He has spent all his time dwelling upon his particular line and its superior points.

But he would have done better to have considered the dealer's side of the question. The traveling man should have made inquiry and learned the problems which confront the dealer. Then the factory would be called in to help the merchant in selling paints. The salesman should see that the customer received his share of literature, suggestions, color cards, window trims, etc. All of these will stimulate business in this line.

Paint Should and Could Be Sold Every Day

But the most important point for such a merchant is to know that paint should be sold every day of the year. If a building needs a coat of paint in September, it would not be good judgment to wait until spring. Of course not—whenever a building needs paint, that is the time to paint it. The only concession to be made is inclement weather; otherwise paint should be in demand at all times.

There are seasons when certain lines may be pushed harder than usual, and among these is paint. A steady demand with an occasional spurt is to be preferred to the antiquated paint-season idea. And an exceptional time to cash in on increased paint sales is found during spring and early summer. The apparent changes in nature make a favorable impression and this same spirit may be carried to the prospective paint buyer.

Value of Sales Windows

Good window trims, backed up with a reliable brand of paint which the dealer can stand behind, and a practical paint man to sell the goods will form a powerful trio in boosting paint sales. It is claimed that real good paint windows are hard to produce. But the dealer has invaluable help from the manufacturer who is alive to the value of colored trims, paint paddles, sales suggestions and, the most important of all—national advertising. All these "helps" are supplied freely, and the windows will show a decided improvement if such material is used.

Appeal to Home Owners

One of the best paint buyers is the home owner. He likes a neat appearance about his home and if no difficulty presents itself he will readily apply an occasional coat of paint. High wages and scarcity of labor are overcome by doing the work himself. Therefore his trade should be encouraged; but the store salesman must be able to handle a customer of this type. With tact and good judgment, a good paint buyer can be developed from a hesitating amateur.

The salesman should be capable of advising and suggesting when necessary; he should give the customer an estimate of the paint needed, and with the aid of a book on shade suggestions he can help the buyer solve the problem of colors. All this creates confidence in the mind of the buyer, and future business will be the result.

Paint Stock Includes Stains, Varnishes, Brushes, Etc.

Then, too, a good paint stock invariably includes a line of stains and varnishes. But the selling of varnishes presents other problems which must be considered from the salesman's point of view. Customers often call for stain when they mean colored varnish. And very often a thoughtless clerk will sell a penetrating

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Here is a most unusual paint display, made by the Ernst Hardware Company. While it was unusual, it was certainly most effective.

The average retail merchant contents himself with putting in his sales window a few cans of paint, a few brushes and accessories.

When you come to think of it, there is really nothing to indicate the definite results and advantages of using paint. True it is your customers know what paint is for and generally how it looks, but there is nothing like giving an ocular demonstration.

In this display the artistic window trimmer of the Ernst Hardware Company conceived the idea of using boards, seven or eight inches wide by seven feet long, and painted each with a different color or tint, arranging them in such a harmonious and artistic way a most pleasing effect was secured. That this paint exhibit was successful, increasing the sales during the time and after it was taken out of the window, goes without saying.

stain to a customer who desires a varnish. To prevent such mistakes, allow the customer to state his wants fully; then, if any doubt exists, inquire if a dull or glossy finish is wanted. A set of sample paddles is handy in such a case. With these one may show the difference between the gloss and the dull or waxed finish. And the customer may easily decide for himself, without being puzzled by explanations.

By reading and occasional study the average salesman may learn many valuable pointers that will help him increase his daily paint sales. There are countless questions which may arise in the mind of a buyer and he naturally feels grateful if the salesman can enlighten him on any of the doubtful points.

Be Able to Give Information

Suppose a customer desires to re-varnish an oak table; how shall he prepare the surface? Or maybe he wants to change it to a mission finish, how can he remove the old varnish? He may want to "paint" his bathtub; the salesman knows instantly that bathtub enamel is needed—not paint. A buyer may ask for paint to use on window screens, and the inexperienced clerk may sell him ordinary green paint. Then, because ordinary paint is viscous, it clogs up the meshes of the screen, causing untold grief. But a can of screen enamel would have given satisfactory results and the amateur would have been encouraged to paint other parts of the house.

This Demonstration Makes Sales

Varnishes and allied products can be worked up into splendid window displays. Factory demonstrators are often sent over the territory, and ingenious mechanical displays are supplied which tend to attract attention. Another stunt that never fails to create interest is accomplished by taking an old chair or some other small piece of furniture that looks dilapidated. Apply several coats of varnish to just one-half of the chair, leaving the other half unvarnished. Place this in the center of the window to bring out the contrast between the finish, surround it with a suitable background, and paint a neat sign that will put across the idea desired: "Old furniture is made new with Blank's varnishes and stains."

It is needless to say that paint is a profit able line in the hardware store. But no dealer can afford to allow his stock to remain idle on the shelves the greater part of the year. A good assortment, made up of "live colors"—the best sellers in each shade, and the sizes standardized to meet popular demand, coupled with a paint salesman, will secure twice the turnover with the same investment. Such methods make the product easier to sell, the customer finds it easier to decide on colors, and many little-used shades can be eliminated.

And then, with the proper attention, a fair share of advertising and window displays, paint will take its place in the fronk rank of profitable lines. But the biggest feature is to spread its sale throughout the entire twelve months of the year.

GROWTH STOPPED WHEN THEY CUT OUT ADVERTISING

It has been our policy to base our annual advertising appropriation on a percentage of volume of sales, which we have adhered to throughout our history, with the exception of one period when we made the mistake of cutting down our advertising appropriation at a time when sales were falling off; the results taught us that in such times additional reliance must be placed on publicity.—H. C. Osborne. President The American Multigraph Company.

Whatever else may happen,
Now that the country's dry (?)
The sailor still will have his port,
The farmer have his rye;
The cotton still has got its gin.
The seacoast has its bar,
And each of us will have a bier.
No matter who we are.

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The Man Who is Really Efficient

Your Success or Failure Is Within Yourself—Don't Blame Someone Else—Real Efficiency Based Upon Character

EFFICIENCY has come to be a much-used word within the last few years, and many times it is glibly mentioned without meaning very much.

Efficiency is made up of many different qualities. It is not a single characteristic by itself. In fact, it is based or founded upon character itself, for character is what a man really is and quite regardless of what people think he is.

Once a man's character was supposed to be a thing apart from his business efficiency, or his success, but now we know this is not true, and that all real, permanent and worth-while efficiency is built upon character. We have come to the day when we are ready to admit freely that bluff, pretense, or camouflage are at best only skin deep, while the roots of real efficiency must reach down to the heart of character itself.

Character is made up of the ideals and acts of the individual—ideals which he has gumption enough to put into actual working practice, and to make a vital part of his life.

These Qualities in the Efficient Man

Honesty, integrity, dependability, reliability, thoroughness, promptness, toleration, sympathy, cleanness, moderation, self-restraint, self-control, initiative, persistence, public-spiritedness, and love of fellow man as expressed by desire for service, are only a few of the strands which when twisted together go to make up the cable of character.

But given a strong character made up of consistent virtues, and you have a man whose efficiency and success are assured. He will be steady of nerve and muscle, courageous of heart and not easily discouraged.

He will be shrewd and far-sighted, upstanding yet liberal, and will possess all of the active elements of leadership. He will have the power to achieve, and to inspire others to achieve, and will prove an asset to his own business, his community, and the nation. Men of efficiency based upon character are what the times of today demand.

Are These a Part of Me?

It is one thing to talk in generalities and another to be specific and direct. Few of us will think for a moment of disagreeing with any of the arguments put forward in the foregoing lines, and here is the dangerous part of it, for we are so likely to say, "That's very true." And pass on to some other interest, letting the matter slip entirely from mind, or failing to make a personal examination as to where our own efficiency is at fault.

It is rare, indeed, that we meet perfection in this world, and the business part of the world is no exception to the rule. In fact, the man who is busy and at times anxious, may, through stress of circumstances, overlook some of the very causes which are giving rise to his anxiety.

For example, a man with Bright's disease may feel weak and faint and unfit for work, and in a mistaken effort to bolster his health up he may eat and do the very things which aggravate the malady. In the same way a man whose efficiency is not as great as it should be may be embarrassed, and so keep on doing the very things which he ought not.

Take Time to Analyze Yourself

Sometimes it pays to take a day or two days off—right away from business. At first, it is wise to put business out of mind, and to change the outlook and relax the nerve tension. It may take one day or several to do this. It is difficult to do it at home under familiar conditions to which we are calloused.

After that mental attitude has been reached when we can view our own affairs with reasonable disinterestedness from a distance, it is a profitable plan to spend a day with pencil and paper canvassing our own situation, our character, our assets and liabilities, carefully from start to finish. We are sure to come face to face with some things which are not satisfactory and there we must pause and consider the ideal thing to do or to be.

For example, if we could be more successful with more money to finance business, there is no reason why we should not have more money. The man of strong and worthy character will have no trouble establishing a line of credit for any reasonable amount. If we discover that our overhead is costing us an excessive amount in view of the returns we are getting—then there is a chance for analysis, thoroughness, readjustment, action and persistent effort.

There are plenty of men in business who know that there are weak spots which ought to be strengthened, and conditions which ought to be corrected in their affairs, but they have not the courage or the character to go at it and to make themselves and their affairs over. And so the wobbly, uncertain and unsatisfactory state of things goes on and on. And the longer it persists the less likelihood there is of its being remedied.

Scour the country from one end to the other for men who are recognized as wonderfully efficient in their business, and without exception you will find these to be men of strong char-

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acter. Success lies within rather than without. We can command it if we will. We can overcome handicaps to an astonishing degree by means of character.

The world has plenty of money, and it is full of opportunities. But men of character are treasures all too rare, consequently their worth comes high, and life crowns them with good things.

Cultivate character, and efficiency will follow as naturally as day follows the night.

PROSPECTS YOU HAVE MET

"Is the office boy on duty to keep people away from me?"

"Yes, sir."

"Is there a bench in the hall on which busy business men may sit while waiting to see me?

"Yes, sir."

"Is there a hidden lock on the gate that leads into the outer office?"

"Yes, sir."

"Has the telephone girl been instructed to ask all who call for me their name and business?"

"Oh, yes, our telephone girl knows all about that."

"And to consult me before permitting anyone to talk to me?"

"Yes, sir."

"Is everything arranged here to make it as difficult as possible for people to transact business with this firm?"

"It is."

"Good. Then send the sales manager to me. I want to find out why our men are not getting better interviews."

NEXT SPRING

The grass and the trees will be green next spring,
The birds and the bees will sing,
The dollars will holler and go jing-ling
And only poor man will be glum,
Poor thing.

The active young robin will wiggle his wing,
And hear the fat worms at their merry dig-ging
The breeze will be sweet with its soft zephyring
And only poor man will be sad,
Poor thing.

The orchards will breathe with their pink blossoming,
The lambkins will gamble and run in a ring,
The corn will shoot up while the sun is shining,
And finally poor man will smile,
Good thing.

He'll laugh with a shout and merry by jing!
He'll caper and prance and laugh,
Next spring!

An Educator for the Merchant and Salesman

The advertising pages of the "HARDWARE WORLD" are one of the splendid educational features of it.

They serve as a persistent educator of the best goods, most economical labor saving appliances, best mechanical equipment and most profitable selling lines.

They give the talking points, the merits, the selling points, of the various lines that are usually handled by the hardware merchants.

In no other way can a merchant or a salesman get the points so quickly and so effectually as by noting our advertising pages.

It is always the man who is best informed of what is to be had, where it is to be gotten quickly and cheaply, what its merits are, that is the best salesman.

The knowledge gained from its advertising pages probably in the majority of cases, is acquired unconsciously and without mental exertion.

A dealer or a salesman is perhaps wholly unaware that he is getting a valuable addition to his general knowledge of merchandising and of the goods that he sells.

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Disagreement seldom leads to a sale.

Use your mind as a storehouse, but not as a junkhouse.

Honestly, now, do you deserve Miss Fortune, or misfortune?

Luck is ten per cent inspiration and 90 per cent perspiration.

Failure is attained by believing the job too big for you to tackle.

An ounce of hustling is worth more than many pounds of rustling.

It costs a bee its life to sting. It costs mortals almost as much.

Your interest in those you wait upon will be reflected in your sales book.

Interest in the goods you sell is the best recommendation to your prospect.

No merchant can afford to handle inferior goods no matter what the selling price.

Many fields look greener in the distance until you get away and look back at them.

The man who gives better service than his competitor will be found out sooner or later.

A promise is all right as far as it goes, but it's the fulfillment that buys the baby's rattle.

The government imposes taxes on our income. We ourselves impose taxes on our output.

If, with 20 per cent less wages, you can buy 25 per cent more goods, you are better off than before.

Men who would not carry dirt in their pockets are sometimes not so particular about their minds.

It takes 64 muscles of the face to make a frown, but only 13 to produce a smile. Why work overtime?

WAITING ON "CRANKS"

Almost every salesman dislikes to wait on the cranky customers who come into the store. The older salesmen try usually to pass them on to the younger. Often they watch the clerk waiting on the "crank" and laugh. But the proprietor does not laugh. He knows that any clerk who will put himself out to satisfy a crank is one of the most useful members of his selling force.

It is the experience of most merchants that a store's greatest rooters are the cranks who cannot find what they seek—either in merchandise or service—elsewhere. Most clerks think that the crank does not know what he wants, but it is just the reverse. He knows exactly what he wants and insists on getting it.

SEVEN SELLING PRINCIPLES THAT EXPERIENCE HAS PROVED

1. "The business that merely offers its product for sale will never get anywhere. Everything has to be positively sold.

2. "Energy devoted to fighting a competitor is apt to be a wasted energy. A more satisfactory return will be had by forcing one's own affairs forward.

3. "One of the easiest ways to draw attention to the fact that one's product is best is to charge a higher price than competitors charge.

4. "Above all, it is not possible for even a month to let up on the advertising pressure. That must be continuous.

5. "No one will buy from you simply because you want to sell. People will buy from you only because you have something that will do them good in proportion to the price you charge.

6. "It is extremely difficult, as a business grows, to avoid a public expression of satisfaction in the growth—and to remember the public is interested only in superiority of service.

7. "The value to my mind of the various trademarks that we have established and the reputation of the company itself, which has been trademarked by a distinctive signature, is greater in actual business value than all the material assets we carry on our books."

The man that everybody likes usually likes everybody.

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DRIVING 'EM OUT OF THE STORE

Recently I went into a store to get the following goods:

1 10″ French cook's knife
1 "pikes" or carborundum kitchen stone
1 low angle block plane
1 hand saw (22″ or 24″)
1 saw set.
1 saw filing vise
1 6″ slim taper file
1 8″ mill

As I entered the store a young man approached me and asked, "Did you want to buy something?" I informed him I did; that I wanted a 10″ French cook's knife. The clerk looked over the stock and could not find a 10″ cook's knife. At this moment the door opened and one of the clerk's boy friends came in. They talked about the dance of the night before, and the one coming, etc. Friend announced he wanted to buy some rawhide laces. Clerk asked him how long, and what width, got all necessary data to take the order, then informed friend he would get them as soon as he had sold me a knife.

I had been waiting patiently during this dialogue. Although in a hurry, I did not interrupt, but selected an 8″ "butcher" as the best substitute displayed. This I told the clerk would do, paid my 70 cents and confirmed his assertion of "Nothing more you wanted?" The balance of the articles on my list have not been purchased yet. I would have gladly bought them that night if I could have kept the undivided attention of the young man who waited on me. The profit the goods on the list would bring would probably have paid his salary for the day.

Remember what the Quaker said about being "queer"? Guess we all are queer when we are on the customer's side of the counter.

Human nature is pretty much the same; when anyone enters a store they mentally demand the whole attention of the clerk who chances to wait on them.

That common word "customer" covers a great field of meaning. Without exception, we are all customers. When a "customer" is mentioned the first thing anyone thinks of is, "Why, he's the chap that goes into a store to buy something." This is absolutely true, but look at it in a broader way. Doesn't everyone of us buy or sell something every hour? There is a customer in practically every transaction.

Now deep down, "honest to goodness," don't you think "customers" are about the most valuable asset you can have?

It may happen that I will go back to that same store and "buy" the saw, plane, etc., but it is doubtful. I entered fully intending to become that store's customer, but came out feeling that next time I would try another place! It isn't the money wholly that counts. If the mental attitude is right the sales are bound to come.

Every concern's success or failure depends solely on "customers." Make sure that every purchaser you deal with is satisfied. You may not sell him anything tangible, but you can sell him your attention, courtesy and best wishes and by so doing he is sure to still be your "customer."—Helix.

A NEED-THE-MONEY SALE

An eastern small town store recently staged a big sale, their real reason for holding it was to speed up their stock turn and get in the money. Hence, this announcement:

Sale Now Going On.
This is not a Fire Sale.
Not a Bankrupt Sale.
Not a Pre-Inventory Sale.
Not an Adjustment Sale.
Not to Help the Poor Downtrodden Public in Cutting the High Cost of Living.
Not even to aid our Noble Government, although it will get its share.
No Such Bunk.
But Telling the Truth—
We Need the Money.

And are going to see if we cannot do a little to help ourselves.

It was a success, for the people believed such a frank, unusual statement.

TAKING INVENTORY OF YOURSELF

Do you like your work?

Have you learned the best ways of doing it?

Are you informed on personal efficiency?

Do you realize which of your habits make you efficient?

Are you correcting your known weakness—mental, moral, financial, social, spiritual?

Do you realize that carelessness is the stumbling block at the foot of the ladder of promotion?

As the vacancy may occur, have you a plausible reason for not being competent to fill the position next above you?

Are you as pleasant and courteous to those with whom you come in contact as you would expect them to be if you were on the other side of the counter or desk?

Have you stricken the word "Can't" from your vocabulary?

GETTING AHEAD

It is a great mistake to have in mind, always, the idea of "beating the other fellow to it." A surer way of getting ahead is to get ahead of yourself each day—never mind "the other fellow."

If people were given all they pray for, the world would have to be enlarged.

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Questionnaire to Sell Washing Machines

MARK V. O'NEILL has written a clever laundry questionnaire that will find an instant appeal in each one who finds it necessary to use the "modern steam laundry." It voices the experiences so well known to each one of us.

This little questionnaire we pass on to HARDWARE WORLD readers in helping to push the sale of washing machines:

Q. What is that old barn over there?

A. That isn't a barn—that's the Sunshine laundry.

Q. Can we go inside and see the machinery?

A. Yes, I think we can. Let us try.

Q. O, what is this big machine?

A. That is one of the new style patent neck and collar band wrinkling and crimping machines. It puts the ridges and rough spots on the inside of the shirt collar bands before they are dried, so the starch can make them nice and rough.

Q. What is this funny machine with all the revolving needles?

A. That is a "New Hercules" No. 2 cuff frayer. The needle drum revolves at a rate of 1200 r p m and will fray any shirt cuff to ribbons in 6 seconds.

Q. O, see this big one! What does this do?

A. That is one of the old style Hercules button removers. By one step on the foot pedal all the buttons on the shirt are automatically removed at one operation. It also takes a small piece of the shirt with each button, so that they cannot be sewed on again.

Q. What is this funny little one?

A. This is a Gem perforating machine, for making holes in the front of the shirt just below where the collar goes on.

Q. O, see the big vats! What are they?

A. Those are the sulphuric acid boiling vats, where all incoming laundry is dumped so as to remove the colors and patterns.

Q. And what is this big tank for?

A. That is a dirt mixing tank, where the dirt from the old laundry is mixed with the fresh laundry so as to make the shirts and handkerchiefs and collars nice and yellow. Also it keeps the dirt from accumulating in the building.

Q. Don't they have a machine for shrinking woolen goods?

A. No, my child, that is one thing that they can do with hot water and soap alone.

Q. What are all these ovens for?

A. Those are the scorching and burning ovens, where the fresh laundry is put to dry.

Q. What is this large room with all the piles of clothes in it?

A. This is the lost and mixed articles room. It is a very important department and no laundry is complete without one.

Q. What is this little fountain for?

A. That is a moistening spray for wetting the metal tabs that are put on the finished laundry, so that they rust and make the cunning little brown spots that we find on everything that we send to the laundry.

Q. What are all these people writing? Are they authors?

A. No, indeed. They are the indelible ink operators, putting numbers, names and dates all over the finished laundry. It is their duty to disfigure each piece of laundry in some conspicuous spot.

Q. What do all these girls do who sit at this long table?

A. They are the professional pin hiders. Their duty is to hide pins in all the shirts before they are sent out, so that we cannot find them until we try to put on the shirt.

Q. Here is a row of twelve telephones. What are they for?

A. Those are for the claim and adjustment clerks, who use them busily all day trying to convince customers that they are mistaken about the number of things they sent to the laundry. These phones are also used for attempting to tell Mr. Jones that the shirts and collars he has belonging to Mr. Brown are really his own.

Q. Is it very hard to run a laundry?

A. It must be, the way the wash looks.

Q. Does anyone love the laundry owners?

A. Yes, indeed. The stores who sell men's furnishings, sheets, blankets, pillow slips and all kinds of washable things.

Q. Why do they love the laundries?

A. Because without them their annual sales would be cut in half.

Q. That is a nice arrangement, is it not?

A. Yes, it is not.

DON'T BE HARD ON SANDPAPER

Why is your sandpaper stock tucked away where nobody can see it?

Sandpaper is one of the few items in your stock that everybody uses. It carries a much better profit than almost any other staple. Why hide it?

A good stock of sandpaper well displayed acts as a magnet to attract good-will and trade, by which we mean that you can make "Ruff Stuff" open the door to a very profitable business in carpenters' and woodworkers' and painters' tools and supplies. Think it over.

You'll discover that a simple little thing like sandpaper can be made a very big thing in building up good-will among your most valuable customers.

If you are content to drift lazily, you'll by and by find yourself at sea.

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A CHISEL DICTIONARY

The word "Firmer" as applied to chisels is the trade name given what might be called the standard chisel used in all ordinary work where such a tool is required.

"Pocket" or "Cabinet Makers" chisels are similar, both as to use and appearance, to the firmer line, but the handles are usually of a slightly different shape and the blades are somewhat shorter.

"Butt" chisels are principally used for sinking in butts, hinges, etc. The blades are shorter than those in either the firmer or pocket chisels, making them lighter and handier. Handles are the same in design as the pocket chisels.

"Bevel Edge" chisels are preferable to "Plain Edge" for the reason that they clear themselves easier after a blow. The friction on the sides of the chisel is cut down.

"Oval Back" chisels are so made to do heavy work. They are stiffer and more rigid because they have more metal in them.

While "Socket" chisels are more widely used, a great many "Tanged" chisels are sold. We know of no reason for both styles except that some workmen prefer one, some the other. The tanged chisel is just the reverse of the socket chisel in that the tang fits into the handle, whereas in the socket chisel the handle fits into the socket.

Chisels with "Trowel Shanks" are preferred by some carpenters and pattern-makers as they clear the hand. For instance, when working on a plane surface, making a very slight cut, there would be a tendency to hit the knuckles on the surface in grasping the handle.

Chisel handles tipped with leather are popular because the leather acts as a cushion for the blow and also prevents splitting of the handle.

The best wood for chisel handles is hickory.

Practically all chisel manufacturers also make razor blade draw knives. The name "Razor Blade" originates from the fact that the blade of the draw knife is shaped very much like the blade of a razor.

TO DO IS THE ACT OF A MAN

It isn't the act you are going to do,
Or the work you've just begun,
That keeps on adding to the bank account,
It's the work you've really done.

For credit is built on the things well done—
The debit on things we shirk;
The dealer who totals the biggest plus
Is the one who completes the work.

Intentions have never yet won success—
'Tis easy enough to plan;
To wish is the play of an idle boy,
To do is the work of a man.

It may be no disgrace to be defeated. It is a disgrace to stay defeated.

SUCK-SESS SEEK-RETS

Economy of Today Is the Profit of Tomorrow



Onst there wuz a man who awlways wanted the best thing in site—an' that was awl rite. But where he fell down wuz on two points. He didn't want to Work for it an' he didn't want to Wait. The result wuz that he wuz awlways spending money he didn't have an' promising hisself that when he got this or that paid for, that he would begin to save.

Weaks, months and years went by, an' there wuz awlways sumthing more to have B4 he wuz quite ready to start on the economy game.

Finally, he reached the age of 47 years, an' his Smart Alex of a sun wuz awlways referring to him as the Ole Gent. He woke up one morning to find that his hare wuz gray, that he would have to visit a spectacle man, an' buy a set of new Furniture for his Mouth.

He didn't have the Kash ahed to pay for these things, an' for the first Time he felt Oneasy because he wuz a 2x4 kind of a bizness man.

He looked around an' found a carload of stuff that he didn't need an' had never needed. He looked Back over expenditures he had undertaken to Keep up with other Foakes. He couldn't do it, an' the other foakes either laffed at him or plumb forgot he existed.

It wuz late in life for him to begin to think of Prophets, but he had a few grains of sense that he had never used.

That nite he went home an' sed to his wife: "Mariar, why didn't you wallop me over the hed with a flatiron when I wasted our substance an' my bizness Opportunities year after year? Well, I ain't going to do it No longer. Here's a motto I am goin' to hang up in my office an' home, an' you and I, Mariar, air goin' to trim our sails accordingly. Here's our guiding Principle:

" 'The economy of today is the profit of tomorrow.'

"I awlways thought when tomorrow's bizness kum I would make a fine thing on it, but tomorrow wuz awlways a long way off; an' besides, prophet isn't a frill or Fancy wire fencing fastened Onto the top of bizness which can be lowered or raised at will. Prophet is economy of production an' management. It is Basic an' the Profit of Tomorrow is determined, Mariar, by what we do today.

"I gotta late start, my dear, but I am goin' strong now!"

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(To readers of the HARDWARE WORLD: Mr. Buckley is always glad to furnish free legal advice on current problems that vex them in their own business. Any dealer desiring this special service is invited to state his case clearly and briefly in a letter to the HARDWARE WORLD; a careful reply prepared by Mr. Buckley will be forwarded him as promptly as possible.—Editor.)

WHEN A PARTY TO BUSINESS CONTRACT DEFAULTS CAN YOU CANCEL OTHERS ON HIM?

(Copyright by Elton J. Buckley)

Several weeks ago we made a contract to buy futures from a New York concern, shipment to begin in March and to continue in regular installments. We bought five lines of goods in all, the New York concern not being the manufacturer of any of them, but merely the selling agent of the different manufacturers. There were five different contracts, but, as stated, all with the same concern. We really bought from the New York concern, and only knew them in the transaction.

It happened that the goods to be delivered first were delivered according to contract. Before the next installment fell due the markets on all four articles changed. The market on the goods to come forward as the second installment advanced, and the markets on the goods to come forward as the third, fourth and fifth installments all declined. The New York house did not ship the second installments as a subterfuge, though the real reason was the advance in price. We demanded delivery several times, but did not get it, and we then cancelled the order for all the rest of the goods. Now we are being threatened with a law suit. Did we have a right? When a party defaults on one contract, have we got to go forward and continue to do business with him on a lot more?

R. E. P. & BROS.

I am afraid this correspondent is in rather an unfortunate position. It is the settled law that where two parties have several contracts pending, a breach of one is not legal cause for refusing to go forward with the others. That is always provided they are separate contracts. If they are merely parts of one contract, the breach of one installment is sufficient ground for calling the other installments off. It isn't always easy, however, to tell whether a series of transactions constitutes several complete and independent transactions, or whether the whole is but one contract. In one case I recall it was held that where a seller got fourteen separate orders for future goods in one day, there was but one contract. That would also be the case where a retailer, for instance, gave a wholesaler an order for several items.

In the case submitted by my correspondent, there were, in my judgment, five separate contracts, and therefore the rule applies that breach of one is not ground for cancellation of the others. This correspondent should have written a letter of protest when the first contract was defaulted upon, and then sat down and waited. When the second came in he should have calculated his damages due to the failure to deliver the first, and deducted them from the money due on the second. He can still do that if the seller is forcing the other contract goods on him or trying to collect damages for their non-acceptance. In fact, I think this correspondent can set off his damages on the first default against any claim the seller can make against him.

The rule of law under discussion has various applications. Sometimes cases will present themselves which are the reverse of the case presented above. The buyer in a series of contracts will refuse to accept goods on one deal and the seller will then cancel all the others. Of course, the law is the same there.

Or a buyer in a series of contracts will fail to pay satisfactorily for the first contract, whereupon the seller will cancel the others. It is the fixed law that the seller has no right to do this except under the single condition that the contract provided for immediate payment on delivery. If it is so provided and immediate payment was not made, the law—this logic has never seemed quite sound to me—considers that there is sufficient ground to cancel the other contracts or orders, and it allows that to be done. This exception, however, has but little application to deals of this sort, because immediate payment on delivery, which is practically C. O. D., is not usually required.

FAR ENOUGH

A maiden not lacking in pride
Went out with her beau for a ride.
She said: "Tell me, Joe,
How far do you go?"
"As far as you'll let me," he cried.

If friendship's worth having, it's worth insuring; don't make it a bargain counter where you always get the bargains.

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BUYER WHO HAD JUDGMENT ENTERED AGAINST HIM OUT OF THE AIR

(Copyright by Elton J. Buckley)

A retail merchant came to my office last week with a moving tale. He said that that morning, without warning, without the serving of any preliminary writ upon him, without the filing of any statement of claim giving him a chance to file an affidavit of defense, without taking any judgment against him, a deputy sheriff had appeared at his place of business and levied on everything in it. This amounted to several thousand dollars.

He supported his story by producing the usual writ of execution which the courts issue when personal property is to be levied on.

"But," I said, "they can't levy on you without first issuing a summons and then getting judgment."

He was positive that that had not been done. The writ of execution was the first paper which had been served on him.

"Who is this concern named as the plaintiff?" I asked.

"That's the concern that I bought a fixture from on installments," he replied.

He happened to have with him the contract he had signed, and an inspection of it solved the mystery and supplied the text for this article. To begin with, the contract was long and there seemed about an acre of the smallest type known to man, set in long lines without space between—really the sort of printed matter which is a sore tax on the eye and which the average eye avoids whenever possible.

Had he read it before signing? No, the salesman had come to him when he was busy and had persuaded him to sign, which he did hastily and without either consideration or examination. Later he had decided that he really didn't need the fixture and had cancelled the order. From the moment of cancellation his troubles began. What he had done by the signing of that contract was this: He had authorized the seller of the fixture, if he defaulted in his payments, or if he refused to accept the fixture, to go into court and sign his, the buyer's, name to a confession of judgment. He was deeply amazed to learn that he had consented in advance to a procedure like that, but there it was in black and white.

That was exactly what had been done. When he refused to accept the fixture, the seller merely told his attorney to go into court and confess judgment against him. This the attorney did, and immediately after issued a writ of execution under which everything in his store was levied on. And if the sheriff had gone the limit, he could have closed the store.

More than even this, the buyer had agreed in the contract not to object to what was done, and not to appeal!

Not being a worker of miracles, I was unable to do anything for this man except to advise him to go to the fixture man and make the best compromise he could. He had so completely destroyed in advance all the defense he had or might have had that there was absolutely nothing else to be done.

Now, of course, the moral here is the one I have tried to teach so often, viz.: sign nothing without reading it over, but I wish to make another observation. The real fault lies back of a party's carelessness in not reading his contracts. It lies in what I believe to be the deliberate intent of the other party to write and print contracts which will not be read. To that end long, ponderous phraseology is employed, spun out to an enormous length and then printed in type so small that the average eye shuns it as it shuns a plague. The person who invented that kind of contract was a shrewd judge of human nature. He knew that the average man who is asked to sign business contracts is a busy man, who in ninety-nine cases out of a hundred would not read through that mass of matter, but who would be bound by every word of it if he didn't. It was an exceedingly ingenious trap for the unwary, and many indeed are the unwary who have fallen into it.

I hear that the Virginia contract law which was aimed to prevent such conditions is making progress. I described this when it passed. It is an act which is to be passed in all states of the Union, if possible. Virginia passed it first. It provides that all forms of business contracts shall be printed in certain size type (much larger than is usually used) especially provisions which make a buyer say that no verbal representations have been made inconsistent with the contract, etc. If the contract form is not printed as the law directs, and any suit arises over it, the buyer if he claims to have been victimized can offer in evidence all the verbal representations which the salesman made before the contract was signed. This cannot now be done.

This measure has now been introduced into the West Virginia legislature; one of the members wrote me about it the other day. And it is to go into other state legislatures. It will at least accomplish this much, it will make it easier for a party to a contract to read it before signing. It will not, however, force a party to read, if he insists on not doing it, nor will it protect him from the consequences if he doesn't read.

"A JURY OF HIS PEERS"

A jury recently met to inquire into a case of suicide. After deliberating over the evidence, they rendered the following verdict: "The jury are all of one mind—temporarily insane."

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LOOSENING UP ON BANKS ON DEPOSITORS' CHECKS AND BANK ACCOUNTS

(Copyright by Elton J. Buckley)

Here is something that will touch a lot of you:

Milwaukee, Wis.

We are in trouble over the stealing of a confidential clerk. He had charge of our bank accounts, making up the deposit slips, making the deposits, filling out checks for bills and accounts payable, and getting them signed. We entrusted considerable to him and paid very little attention to the banking end of our business. Since the thing happened, we have learned that the two banks where we had accounts send cancelled checks and a statement of the account every month; as a matter of fact, the writer remembers several times being handed packages of these and signing for them, but never paid any attention to them, merely handing them over to the clerk.

We have discovered that he had been stealing about $200 per month for about thirteen months. His method was to falsify checks in two ways. Some checks he would make out for bogus accounts and actually have them signed by the firm, and in other cases he would make out checks to himself and forge the firm's signature. The bank paid all these checks without question, and unless we can hold it liable we are short almost $3,000. We have taken the matter up with the bank, but it denies that it is liable, on the ground that cancelled checks were delivered to the firm, and that if they had been inspected the fraud would have been promptly discovered.

Will you please let us have your opinion as to whether we can hold the bank?

A. S. W. & BRO. CO.

Of course, this correspondent has no claim against the bank for the checks which were for bogus accounts and which the firm actually signed; in those cases the bank paid properly signed checks. Is the bank liable in the other cases where the clerk forged his employer's signature? Ordinarily it would be, for the law has always imposed on commercial banks (the rule is not quite so strict with savings fund companies) the strictest obligation not to pay out depositors' money on forged checks, and where a bank did that, no matter how deceptive the forgery was, and if the depositor had not himself been guilty of forgery, the courts have put the loss on the bank. That on the principle that a bank could not legally pay out a depositor's money except on the depositor's order, and the risk as to whether the order was really the depositor's was always on the bank.

But, as I said, the depositor must not have himself been guilty of any negligence which aided the fraud. I should say that this correspondent was guilty of negligence, and in all probability he could not make the bank pay for anything except the defalcation of the first month. The bank delivered to him his cancelled checks, an examination of which would have told him what was going on. He didn't make any examination, and so the fraud went on.

Business men will be interested in knowing that there appears to be a tendency on the part of the courts to relieve banks from the rigid obligation which formerly rested on them in such cases. As I have said, it was formerly the law, and still is to a great extent, that a bank paying out money on a forged check must make it good, even though the forgery was so clever as to almost deceive the depositor himself. But that rule is relaxing, and in a number of recent cases the courts have put on a depositor suing in such a case the burden of showing where the bank had been negligent. If the forged signature on which the bank paid was perfect, so that no amount of inspection could have disclosed the fraud, and if everything appeared straightforward and regular, the courts in recent cases have seemed to feel that there was no reason the bank should suffer. And if there was the slightest scrap of negligence in the case which could be charged to the depositor, the courts have charged the loss to him, too.

I remember one recent case in which the deposit was in a saving fund company. Somebody stole the depositor's bank book, took it to the bank, forged the signature and got the money. The depositor sued the bank on the old theory that the bank had no right to pay out to anybody but him, or on his order, and got a verdict. This was overturned, and the case tried a second time. Again he got a verdict, but the appeal court reversed on the ground that the bank had not been negligent anywhere. It had required the production of the book and had compared the signature with the depositor's own. What more, the court asked, could the bank have done?

It has also been the rule that when a bank erroneously turns down a check on account of insufficient funds, where there are in fact sufficient funds to meet it, the depositor whose check it was could recover damages, even though he couldn't prove that he had suffered any. But that rule, too, is being relaxed. In such a case recently a depositor whose check was wrongly marked "insuf." sued and got a verdict. The appeal court took it away from him on the ground that he hadn't shown a cent's worth of damage and therefore wasn't entitled to any. This is new law, and it is important to every reader of these articles, because it shows that from now on they will have to depend more on their own efforts to safeguard their checks and their bank accounts than they have had to do before.

The steel giants that plow our fields, reap our grain, transport our supplies, and take us undersea and into the air, are our servants, obedient to our will.

But they have created new problems. It is less than 150 years since steam was harnessed. During that period the best brains of the country have gone into the perfection of labor-saving machinery.

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WHAT THE FREY-CUDAHY DECISION DOES TO A SELLER'S RIGHT TO CHOOSE HIS CUSTOMERS

(Copyright by Elton J. Buckley)

A decision which the United States supreme court handed down last week in the case of Frey & Son vs. the Cudahy company makes it necessary to again say a word about the state of the law as to the right of a seller to refuse to sell a cutter and at the same time to compel other people to refuse to sell him.

The Frey-Cudahy case was this: Frey & Son were Baltimore, Md., wholesale grocers selling Dutch Cleanser, which is made by the Cudahy company. Cudahy has a rule that every jobber selling Dutch Cleanser must get a certain fixed price for it. Frey insisted on selling it below that price, and Cudahy not only cut him off but in some way forced all the other jobbers to refuse to sell him, too.

Fred sued for damages on the ground that what Cudahy did amounted to restraint of competition, and won a verdict for about $2000. Cudahy appealed and the U. S. circuit court of appeals reversed, on the ground that as the U. S. supreme court had ruled in the Colgate case that a seller could not be deprived of the right to choose his own customers, Cudahy had a right to cut Frey or anybody else off without regard to motive.

Frey then appealed to the U. S. supreme court, and the latter now affirms, but says that the jury had a right to find the verdict it did. Business people are wondering how to square this with the decision in the Colgate case, which decided that a man with goods to sell can refuse to sell anybody he doesn't want to sell.

I shall try to make it clear in the light of this latest decision what the law is. My idea of what it is is this: That while it is fundamentally true that a seller may choose his own customers, he has no right to enter into any agreements, express or implied, with his distributors to keep goods away from a given distributor, and if he does that he violates the anti-trust act. Moreover, it is for a jury to say whether there have been such agreements. To state it a little differently, a seller can refuse to sell anybody he doesn't want to sell to, but he can't be the means, directly or indirectly, of inducing other people to refuse to sell him.

Just a little resume of the cases will clarify this. First came the famous Colgate case. The court held in this case that since Colgate had no monopoly, he was within his rights when he announced in advance the prices at which he wanted his goods sold, and when he refused to sell to dealers who didn't sell at those prices. There was no charge that Colgate & Co. had made any agreements with any of its distributors that they should refuse to sell anybody whom Colgate & Co. should put a ban on, and the case therefore simply decides that a seller can refuse to sell a dealer who doesn't conform to his idea of price. In other words, a seller's right to choose his own customers is not affected by the fact that he cuts a customer off merely because that customer sells too cheaply.

Next came the Schrader case, in which the government sued Schrader's Son, Inc., a manufacturer of patented automobile accessories. It was charged and proven that Schrader made regular agreements both with jobbers and retailers to sell his goods at fixed prices. When anybody cut those prices Schrader would cut him off and compel his other distributors to cut him off. Schrader was found guilty and the U. S. supreme court upheld the conviction because it said "the parties combined through agreements designed to take away dealers' control of their own affairs, and thereby destroy competition and restrain the free and natural flow of trade among the states."

Now comes the Frey-Cudahy case, involving the same state of affairs as in the other two cases, viz., a situation where a manufacturer, attempting to hold his dealers to a certain re-sale price, tries to keep goods away from cutters.

What the supreme court says in the Frey-Cudahy case is that while a seller, as was ruled in the Colgate case, undoubtedly has a right to choose his customers, he must not be the means of forming agreements with his distributors, of keeping goods away from a given distributor; that such agreements need not be expressed, either verbally or in writing, but can be by tacit understanding, or a course of dealing, and that whether such agreements or understandings have been had a jury must decide after hearing all the facts. The only reason the Frey-Cudahy verdict was not sustained by the supreme court is that it was rendered after an erroneous instruction by the trial court. In other words, while the court affirms the fact that these cases must be decided by juries, it says that this particular jury had incorrect instructions and therefore the circuit court was right in setting the verdict aside. If the verdict had been rendered after correct instructions by the trial judge, the supreme court would have upheld it.

The importance of the decision is in this: That when the manufacturer of a trademarked article starts in to make the trade resell it at a certain fixed price, he is confronted by the fact that any cutter whom he has cut off, and had others cut off, can sue him for damages, that his case will be heard by a jury of laymen, that before that jury his whole scheme of limit prices and the way he has carried it out will be told, and that the jury will then have the legal power to render a verdict against him if they think he had an understanding with the trade that cutters shouldn't be sold; a verdict, let it be said, that cannot be overturned if there was no error at the trial.

My judgment is that juries of laymen would render verdicts in favor of plaintiffs in nine cases out of ten; that is the danger of the new situation.

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SUCK-SESS SEEK-RETS

Not Only Doing Business, But Making a Profit



Onst there wuz a man who went into bizness for Hisself, an' he had all sorts of Ambitions an' Theories as to how things ought to be done. In fact, he wuz so certain that everybody who had gone before was a Boob that he Spent much time telling what he was going to do an' how he wuz going to do it.

The days came an' went, an' the weeks, an' the months, an' he wuz still telling everyone he could get to Listen to him what a smart guy he wuz. Nobody Kontradicted Hymn, but after a while peopul begun to smile an' hurry away when he would begin to talk, for a lot of Folks had got the idea that he wuz something of a Wind Bag.

At last he woke up to find that he wuz not doing as much bizness as he ought, so he begun to advertise an' to feature Demonstrations of Everything. He wuz fond of saying, "Let me demonstrate. Demonstration is the most basic principle of salesmanship." An' he was knot far wrong, for his goods were of fair quality, an' his demonstrations based on actual performance or personal tests.

The Result wuz that bizness begun to pick up, an' our friend thought he had proved his point by Increasing his sails to a enormous Extent. But he wuz still hard up for money, an' he wuz forced to face the truth that the kind of Demonstrations what he wuz indulging in cost a lot of Money—they were a real selling Luxury. He wuz doing bizness on a big scale, but his expenses were eating everything up as Fast as he went along.

One day a little ole man who had a Unpretentious place of bizness around the corner came in an' informed our Friend that he had bought the block where he wuz located. Our Friend, who was keeping the dust whirling in the Air, was astonished beyond words to know that this little Man, at whom he had snuffed up his nose, could buy such a property an' pay spot cash for it.

He sputtered an' stammered an' finally asked point blank:

"How do you do it? Here I am doing more bizness in a day than you do in a Weak, an' yet you own property all over town, an' are the new President, you tell me, of a bank."

The Little Man smiled an' said:

"My Friend, your question Shows that you have a few lucid moments. I'll tell you the truth. The big job today is not only to sell your goods but to make your Bizness show a profit. You have learned to do the first, but before you succeed you have got to learn to do the second. That is awl there is to it. I have decided to raise your rent 25 per cent, as your lease is just expiring."

Our Friend gasped an' Sputtered, but the Little Man walked out an' left him to make the best Recovery that he could.

THE DOLLAR SHOUTS PEP

This is to notify the public that reports to the effect that I am sick are erroneous. If I am ill, pure gold has the mumps. I did admit to a friend that the way some folks act makes me sick, but that is all there is to it. Never in all my illustrious life have I been so useful—it is pep, not pip, that I have.

Maybe I am not as popular as I once was, but the day will come when people who now treat me with contempt will be glad to have me for a pal. If I cannot do the things I used to do, it is because I am not given the chance; organically I am sound and I want it known by the might of my sacred E Pluribus Unum that they don't make 'em any better.

Therefore, be it known by all men, women and children, that if you save me now when it can be done with very little trouble, later on I will save you from trouble.

I ring true, that's what I do. Save me, oh, brother, save me. Yours for an easy chair in old age.

U. S. DOLLAR.

HISTORY REPEATING ITSELF

I saw them one day in the sunshine,
Out where the clover blows—
A wee little tiny towheaded girl
And a boy with a freckled nose;
With an old straw hat without any brim
And galluses holding his clothes;
A wee little girl with a pigtail braid
And a boy with two stubbed toes.

I saw them one eve in the twilight,
Down where the river flows;
The pigtail braid is a big braid now—
How a lad or a lassie grows!—
The old straw hat is a new hat now
And never a freckle shows
On the face of a youth who, bending his head,
Gives a fair-headed maiden a rose.

I saw them again in the sunshine,
And whatever do you suppose?
Between and about them there romped
And ran and clung to their clothes
A wee little tiny towheaded girl
And a boy with two stubbed toes;
A wee little girl with a pigtail braid
And a boy with a freckled nose.

Walter DeLong is now manager for the C. W. Young Hardware Co. at Juneau, Alaska.

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CAN'T AND WILL

Two little men stood looking at a hill;
One was named Can't and one was named Will.
Can't said, "I never in the world can climb this hill,"
So there he is at the bottom of it still!
Will said, "I'll get to the top because I will!"
And there he is now at the top of the hill!
Two little men are living by the hill;
At the bottom is Can't, at the top is Will.

$1000 PRIZE WON BY BOY OF SEVENTEEN

Those who read our recent announcement of the award of the $1000 prize offered by Alvan T. Simonds, president of the Simonds Saw Manufacturing Company, for the best essay on an economic subject will be interested to know that the winner, David Koch, is a boy only seventeen years of age, living on the east side of New York City. His father is a button-hole maker and came from Russia to the United States in 1897.

Dr. John L. Tildsley, superintendent of high schools in New York City, was interested to look up this boy and reported that the essay was entirely his own work, that he talked it over only with his instructor and a boy of his own age. His teacher of economics in the High School of Commerce in New York City says: "He was head and shoulders above other pupils in his economics class and knew more about economics than some of the teachers." He began to read books on economics when he was thirteen years of age, in the last year of the elementary school.

He is hoping to go to college and this $1000 which he has won will give him a good start.

The story of this boy should be a stimulus to every young man and every young woman in the United States. He found at an early age a specialty in which he was interested and has followed it constantly ever since, which, however, means only four or five years.

When opportunity came he was ready and profited on that account.

It's fine to correct a bad habit. It's a darned sight finer not to form one. Some business habits are more expensive and destructive than "booze-fighting" ever was.

There are classes in America—and in every organization. You fix your own class, not by what you have or what you do, but how do you do it. Are you a second-rater?



W. M. PITKIN ELECTED PRESIDENT SOUTHERN HARDWARE JOBBERS ASSOCIATION

At a recent convention of the Southern Hardware Jobbers Association at Atlantic City, the association in honoring Mr. Pitkin of A. Baldwin & Company of New Orleans, also honored themselves by electing him as their executive for the ensuing year.

Mr. Pitkin succeeds a "real King" among hardware jobbers of the south, George E. King of the King Hardware Company of Atlanta, having been his immediate predecessor.

The Southern Hardware Jobbers Association have always been fortunate in having as their executives men of vision and ability in the hardware line, and that Mr. Pitkin will give a good account of himself goes without saying.

All agree that while the South has its individual problems, owing to certain crop conditions, in all other ways the interests of the jobbers of the South are identical with those all over the country.

The harmonious relations that exist between the retailers and jobbers of the South and their method of cooperation and working together are to be commended.

Soft snaps usually fall to hard-working chaps.

A real boss is one who can get work out of employes.

Truth is often hard to see because it's so near at hand.

Eugene B. Hanson, formerly of Hoyt's Service, Inc., Cleveland, has been made sales promotion manager of the United Electric Co. of Canton, Ohio, makers of Ohio Electric Cleaners.

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Remington on Blade and Barrel

IN THE high and far-off times they tell us it was the custom to beat the plow shares into swords in time of war. It would be more in order now-a-days to say they convert their farm implement, sporting goods, automobile and various other factories and all manner of industrial plants into munition plants for the manufacturer of war materials.



T. E. HUBBY, of the Southwest

The trade in Texas, Louisiana and Mississippi take their arms and ammunition and now their cutlery from the goodly hand of T. E. Hubby and his staff just as faithfully as they eat their three meals a day. Mr. Hubby is another "life member" of the sporting goods business who has endeared himself to the trade.

He entered the Remington service in 1902 at the solicitation of that grand old character, "Pop Heikes," known through the length and breadth of the Southwest. Mr. Hubby was at first a demonstrator and a shooter for the company, and he still is the sort of fellow who cannot help selling arms and ammunition because of his love of the sport. Now that cutlery is a part of the Remington line, he congratulates himself that for two years he was with the H. E. Ambold Sporting Goods Co., Waco, Texas, which concern was said to handle the largest and best line of pocket cutlery in the Southwest.

When the ancient war was over they probably beat their swords back again into plow shares, but the problem is not so easy at the present time. You can convert a factory once and you can build great additions and install extra equipment for top-notch high-speed get-ahead production. It is more difficult to utilize these facilities after the crisis has passed for peaceful, domestic ends.

It is these reconstruction factors that have paved the way for the production of a full cutlery line by the Remington Arms Co.

The trade well knows the sales policy of the Remington Arms Co., and its strict adherence to trade line and distribution entirely through the jobber and the retailer. Furthermore every sportsmen, every dealer, and every man who has handled a gun or used ammunition knows the Remington standard, and what the circled U. M. C. stands for, either on the barrel of a gun or on a box of cartridges.

The same Remington sales organization, the same standard of manufacture, the same inspection and the same expert producers in every phase of fine steel utilization now go to the manufacture of cutlery.

Complete American Knife Line Planned

The first issue of the Remington cutlery catalog does not pretend to illustrate and describe the complete line of American pocket knives planned and being made at the Remington Cutlery Works. The development of new and desirable patterns is now actively progressing—many of the new patterns are in actual process of manufacture. Remington is, therefore, in position to give customers good service on a representative line of desirable and salable patterns.



J. G. HEATH, "From Denver West"

"Westward the course of empire takes its way," and J. G. Heath is Emperor of Remington Arms for some dozen western states, including one-third of the area of the United States and some of the greatest sportsmen and arms and ammunition users on the face of the globe, one of which is Mr. Heath himself.

For 25 years he has earned spurs and new spurs in the Remington service, and he is known, respected and heartily received by every jobber and arms user west of the Rocky Mountain divide. He is enthusiastic over the cutlery line and finds the trade is eager to handle another Remington product.

Since the very inception of Remington cutlery much time has been given over to the work of preparation necessary to bring out a complete line of American pocket knives on a large scale of production.

Model Factory at Bridgeport

The main plants of the Remington Cutlery Works are located at Bridgeport, Conn. In construction, arrangement, convenience and

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D. W. KING, Assistant Western Manager

Literally "a king among men" and very truly a prince among sportsmen, Mr. King is thoroughly a westerner and every inch a sportsman. Born in Colorado and experienced in all lines of merchandising and trade, he has hunted bear in Alaska and Rocky Mountain sheep with some of the greatest guides and hunters in the western hemisphere, and he is certainly in his natural element in the Remington organization.

Before his connection with the Remington Company, Mr. King was western representative for Nobles Explosives of Glasgow, Scotland.



J. W. WALL, Indianapolis, Ind.

True to his name, this genial fellow completely surrounds all arms and ammunition trade in the East central district, from the lakes to the gulf. With his twelve assistants he will give the jobbers and merchants in his territory the same typical Remington support on the cutlery line which he has always given on arms and ammunition. Mr. Wall has been with the Remington Arms Co. since Nov. 1, 1896, when he became manager of their bicycle branch store in Boston.

adaptibility, they are of the most modern type. Ample space has been provided for the orderly progression of manufacturing operations and subsequent expansion in capacity. A maximum of sunlight so essential to cutlery work, adequate constant ventilation and modern sanitary equipment all contribute to efficient working conditions.

Under the direction and supervision of the engineering department and cutlery works manager, they have designed and built equipment of the most modern type—equipment, dies, tools, etc., best adapted to the production of pocket cutlery to the uniform high Remington standard of quality—on a large scale.

The company has also gradually assembled, organized and drilled a large force of skilled cutlery workers so that the manufacturing organization represents to a high degree the best cutlery talent obtainable.

Best Materials and Greatest Experience

Blades and springs are the vital parts of pocket knives. No knife is or can be better than its blades. Next to blades nothing is more essential than high uniform quality and smooth action in springs.

Remington blade steel is not a matter of chance, tradition or custom. Regardless of first cost we have sought and have found for Remington blades the blade steel that will stand up under the most exacting tests and the rough, hard usage for which pocket knives are not intended but which they generally undergo.

Heat treatment—hardening and tempering—is by Remington laboratory processes. Every lot of blade steel is analyzed and tested at random before its actual use in process is permitted.

ALWAYS A CONTEST BETWEEN BUYER AND SELLER

It is the unexpected, the doubtful or the unknown that always scares people. Human beings are disturbed very little by the things that they expect or by the things that they understand.

Salesmen are human beings.

Let us recognize this cardinal principal of marketing:

There always has been and always will be a contest between buyer and seller.

The buyer wants more goods for his money. The seller wants more money for his goods.

Since the very beginning of barter and exchange on down through our present complex system of commerce the buyer has always stood for lower prices.

In the light of the past, the present day salesman should anticipate a price resistance and should be prepared to meet it.

Success usually is a plant of slow growth although its flowering may seem sudden.

Illustration will go a longer way toward making a sale than any argument contrary to the customer's opinion.

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Growth of the Sprake Sales Company

IT IS always our pleasure as well as our privilege to note the progress of western institutions in the trade, whether manufacturers, sales agents, wholesalers, jobbers, or retail merchants. It is interesting to the entire trade to follow the story of any progressive and enterprising institution and to know better the men who are responsible for this growth and what their methods and training have been.

We have been handicapped somewhat in obtaining information relative to Mr. George T. Sprake, who is a most modest and quiet man, so we have had to consult with some of his former associates and co-workers. One of them pays him this tribute:

"He does not get his results by exploding dynamite. He does not antagonize. He is gentle but very firm and very persistent. I have seen him put over some big deals in a wonderful and masterly way. I have seen him clear up awkward situations with great tact and delicacy.

"Mr. Sprake was our buyer of tools for many years. In this department, I do not believe there is a better posted man in the United States. He had wide knowledge of the tool business and unerring good judgment in judging a good tool and in building up a line. Mr. Sprake not only knew practically every manufacturer of tools in the United States, but he knew all the tools as well.

"I will tell you a little story about Mr. Sprake that I hope you will not censor, and I hope you will not refer it to him, because if you do he will certainly tell you to cut it out, but it's too good a story to miss. When he wanted a raise in salary, if I was neglectful of showing our appreciation of him, I remember one time he came to my office and said: 'We have had a very good year in my department, by far the best year we have ever had. I think I can say with all modesty that I have been of some help in producing these results, and I know you so well that I am sure there is no question about your showing your appreciation of my work in a necessary and substantial manner.'



GEO. T. SPRAKE
Snapped unawares

"Do you see how he asked for a raise? There was not the slightest doubt that he was going to get it. He knew he would get it because he deserved it, but I want to tell you that Mr. Sprake got that raise, and I felt very much better about it than if I had been held up by a threat or anything of that nature."

As we have said, Mr. Sprake knows nothing about this article. He won't know about it until it is printed, and it will doubtless be a surprise to him to know that the HARDWARE WORLD has resources for obtaining information if a man does not give it himself.

Among such trade organizations of the west is the Sprake Sales Co., Inc., founded only a few years ago, yet since the start demonstrating sound character, self-determined permanence, and the fact that in entering the field another means was made available for manufacturers of the highest type to have representation of the highest type in the far western territory.

About three years ago George T. Sprake retired as a director of the Shapleigh Hardware Company, St. Louis, because Mrs. Sprake enjoyed better health in California. He settled in the far west and organized the Sprake Sales Co., Inc., under California state laws.



C. EDWARD WOOD

Vice President of the Sprake Sales Company, had an experience which has been most comprehensive. It has given him a broad acquaintance with the trade, probably second to no other man in the country. His pleasing personality has won for him a host of friends who are glad to count him among their friends and co-workers in the trade.

Mr. Sprake was recognized as one of the leaders of the hardware business of the central west before his move to the Pacific Coast.

Because of Mr. Sprake's hardware trade knowledge and universal acquaintance among manufacturers and others, with whom he came in contact during his many years of business experience, it is perhaps not surprising that he should have been entrusted by many of America's great hardware manufacturers as their western representative. Mr. Sprake has surrounded himself with an exceptional organization of successful hardware men and the business has grown to such large proportions as to become one of the largest in volume of business and importance of the organizations doing business "from Denver west."

Among their most important accounts are the Bonney Forge & Tool Works, said to make the most complete line of wrenches manufactured by one concern; the Henry Cheney Hammer Corporation, one of America's oldest hammer manufacturers; Hartwell Bros. Inc.,

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G. P. WILCOX

Secretary of the Sprake Sales Company

According to Einstein's theory of relativity, one is not to judge by the size of the photograph of the abillty and importance of a man, is most true in the case of Mr. Wilcox, secretary of the Sprake Sales Company, and an important member of its organization, who contributes much towards its success and development.

If we are not mistaken, Mr. Wilcox is a member of the family of Mr. Sprake, and that itself is a sufficient commendation as to his high character and ability.

manufacturers of high grade hand and machine-made handles; the Keystone Reamer & Tool Co. whose products are in demand both among the hardware, automotive and mill supply trade; the Wausau Abrasives Co., the latter controlling its own mines and manufacturing a complete line of sand and emery paper and cloth, garnet paper, etc.

It will be seen from the above that the Sprake Sales Company purveys particularly to the hardware, mill and automotive supply jobbers. As a matter of fact the success of the Sprake Sales Company is due to the far-seeing ability of its organizer, Geo. T. Sprake, and the fact that the company solicits only the recognized legitimate trade, being members of the Automotive Equipment Representatives' Association.

Trained at Hardware Headquarters

Mr. Sprake's first hardware jobbing experience was with the Wyeth Hardware & Manufacturing Company, at St. Joseph, Mo. He began at the bottom of the ladder and left the organization as stockholder and director, to assume what he considered more important duties with the Simmons Hardware Co., where he also became a stockholder and remained a number of years.

On the reorganization of the old Shapleigh Hardware Company, about 20 years ago, Mr. Sprake was taken in as a partner, where he continued until about three years ago, when he organized the Sprake Sales Company and became its president.

C. Edward Wood, Vice-President

C. Edward Wood, who lately became a partner and vice-president of the Sprake's Sales Company, has also had a very wide and interesting hardware and automotive experience. As a boy he began with the Simmons Hardware Company, where he remained for a number of years, latterly going with Peck, Stow & Wilcox to gain factory and production experience. Mr. Wood covered "Pexto's" most important trade from Cleveland to the Mississippi River for some time, and then was elected general sales manager, which position he held for a long time, resigning to accept the sales managership of the Bonney Forge & Tool Works. He left this position the first of December, 1920, to become a partner and vice-president of the Sprake's Sales Company and is in charge of the San Francisco office.

G. P. Wilcox, secretary of the company, began his hardware experience with the Simmons Hardware Company and now ably represents the Sprake Sales Company's clients in Southern California, and east to El Paso.

Experienced Men at Portland and Denver

The company's Portland office, covering Washington, Oregon and including a portion of British Columbia is in charge of F. H. Chown who was for more than twenty years identified with the Honeyman Hardware Co. as salesman and department manager. "Fred" as he is familiarly known, has a large and valuable acquaintance with jobbers in the northwest and has proved a valuable member of the organization.

Prentiss N. Rice is manager of the Denver office, looking after the trade in Colorado, Utah and Montana. Mr. Rice has had exceptional experience as a hardware and auto accessory salesman, and after serving Uncle Sam in the late unpleasantness became buyer for a large Chicago auto accessory house. Mr. Rice has family ties in Denver and having previously traveled in that territory he has a large acquaintance with the trade.

"HARDWARE WORLD" OF VALUE TO EVERY HARDWARE MAN

Editor HARDWARE WORLD:

Some months ago my good friend Hamp Williams had your publication sent me, and I have so thoroughly enjoyed it, I want to pass the good work along, and will ask you to apply the enclosed check as follows:

* * * *

The last three names are our best salesmen, and I am sure the HARDWARE WORLD will do them a "world" of good, as it has myself.

Would it be asking too much to ask you to write a short letter to each of them with his first copy, advising them we have appreciated their service, and consider them our best salesmen, and the HARDWARE WORLD is sent them in appreciation of their work, and that it may help to make them even better business men?

With kindest regards, I am,

Yours very truly,

Florida. S. KENDRICK GUERNSEY.

The Merino Hardware Co., Merino, Colo., recently held a spring opening in which demonstrations were given on various lines of merchandise and report a successful season's business.

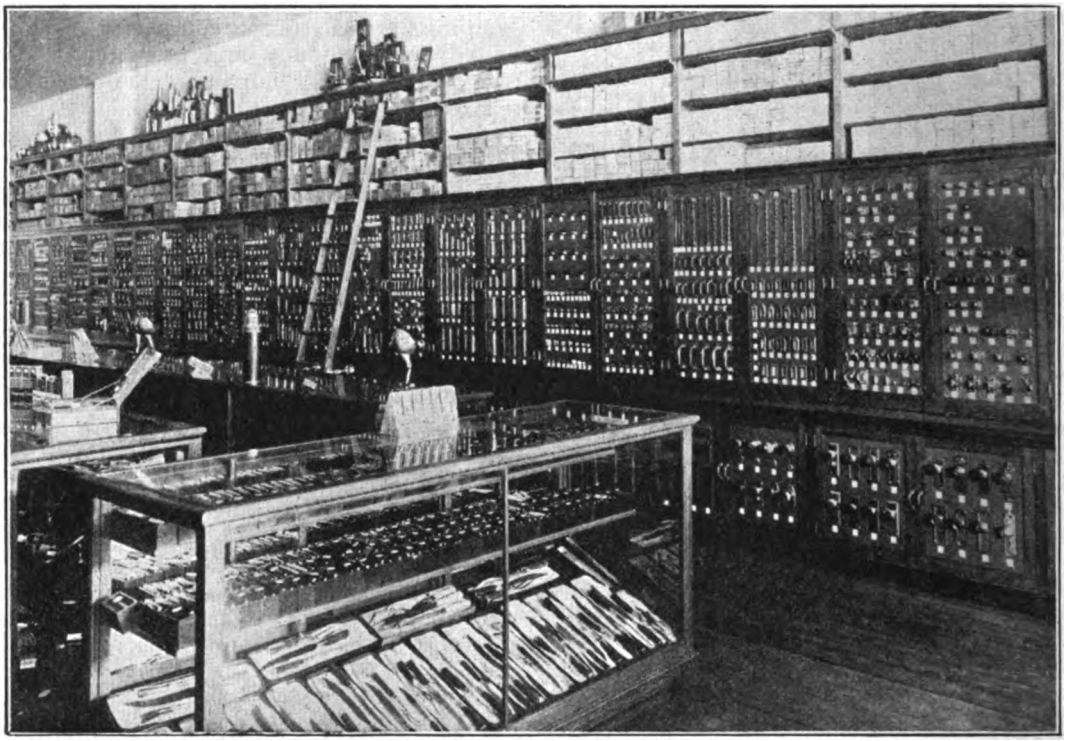
At a recent meeting of the Owenhouse Hardware Co., Bozeman, Montana, Frank H. Benepe was elected president; F. A. Waldorf, vice president; Chas. M. Fisher, secretary and treasurer. Chas. M. Fisher takes the office left vacant through the death of his father, E. H. Fisher.

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MODEL STORE AT COLORADO SPRINGS

Supplementing our article of several months ago, describing the rearrangement and improvement of the Venice Hardware Co., we are glad to publish this series of photographs from Colorado Springs, showing the fine, light, model new store of the Lowell-Meservey Hardware Co.

Unfortunately we are unable to publish



The right wall shows builders' hardware department. Every item is tagged with the stock number, the cost and the sales price, making it a simple proposition for the clerk to find any article, as well as a help to customers in finding out what they want and knowing what to ask for when they see what they do want. The displays on the ledge above the top shelf are changed from time to time, and the fact that the stock does not run to the ceiling gives the store an open, roomy, clean appearance.



Rear half of the store, the household goods department on the left, showing goods on pyramid tables right under the customer's eyes—all opportunity for suggestions. Skylights allow full light in the rear half of the store. Bathroom fixtures on the walls to the left, and paint department to the rear.

On the right an idea of the arrangement of selling stock in the reach of salesmen, with reserve stock on the shelves above. The tag on each shelf shows number, size, cost and selling price and the manufacturers' name for every item. The office is in the rear of the store and a display board and selling suggestions utilize the space in front of the office as a buying guide for customers.

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photographs of the old store, showing the contrast with the new methods and display and sales arrangement. We know these views will give invaluable suggestions to retail merchants everywhere, as to the possibilities of sampling goods and arranging showcases, so that customers can get next to the actual merchandise, taking every advantage of the power of suggestion and visibility in making sales.

Colorado Springs is a summer resort in some respects and an outdoor town. The hardware dealers are called upon for builders' hardware, sporting goods and for merchandise that appeals to the householder of a very high type.

Sales Materially Increased

The general changes and rearrangements were under the direction of A. C. Moline, and he tells us that with the new system in operation selling is a pleasure, due to the advantageous display of merchandise.

Sales in the household department has increased from 60 to 70 per cent since the rearrangement, simply because household goods are out in the open and arranged on pyramid tables and so displayed that they appeal to the householder's eye.

Any merchant who is wide-awake to his opportunities and who sees the good work that other merchants are doing in opening up their stock and letting in the light, giving the store an airy, clean and orderly appearance, can well do likewise. Such a step is only following the lead of the modern, successful merchandiser, competing with the chain store, and also with cash and carry methods.

HOW DO YOU FIGURE IT?

The trickiest word in the retail store is "Profit." Now you have it—now you don't! Some merchants figure it one way, others another way. When you sell a certain article you say to yourself—there is a good 10, 33 1-3, 50 or some even say, 100 per cent profit. But is it? Sometimes you doubt yourself when the bank account doesn't seem to grow and you wonder where that profit went. Others even use that foolish phrase "gross profit" in speaking of the monthly or yearly figures. Don't fool yourself any longer—there is but one kind of profit and that is net profit.

Position is not everything. Your eyes are behind your nose, but you can see farther than you can smell.

Stand around outside of your counter for a while and see how things look from the customer's point of view. In this way you will get some ideas that will be worth while.



A general view of the left half of the store from the entrance. In the left foreground the tool department. All goods samples on panels or displayed behind glass. The stock is carried in drawers or on shelves behind the panels, and in boxes in the space above the level of the eye. On the right show cases are arranged on the horseshoe plan. All fixtures were built by local contractors and specially designed to display cutlery, hardware and tools to the best advantage.

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COLT COMPANY'S NEW PRESIDENT

Samuel M. Stone Elected as Successor to Col. William C. Skinner

To the host of trade friends that have grown to know Samuel M. Stone, during his sixteen years of service with the Colt's Patent Fire Arms Manufacturing Company, will come with a feeling of pleasure and satisfaction the news of his election as head of this great organization.

At a meeting of the Board of Directors, Thursday, May 19, Col. William C. Skinner expressed his wish to be relieved of the details encumbent upon the duties of president, after having been in the business harness for more than forty years, and upon Mr. Stone was conferred the well-merited honor. Colonel Skinner will still remain actively engaged in the larger affairs of the company as chairman of the board of directors.

Mr. Stone came to the Colt Company sixteen years ago as a salesman, after being a buyer for the Simmons Hardware Company of St. Louis, Mo., for about fifteen years. Two years later Mr. Stone was made sales manager of the Colt Company and in 1912 was elected vice president.

Mr. Stone was born in Urbana, Ohio, was educated in the public schools there and received his first business experience in the retail hardware store of Stone Brothers, his uncles. Mr. Stone worked in the store for three years.

Mr. Stone is director of a number of large corporations, including the Hartford Electric Light Co., the Atlantic Screw Company, the Union Reserve Insurance Co., of N. Y., and the Humason Manufacturing Company of Forestville. He is a member of the board of managers of the Y. M. C. A., a director of the Hartford Chamber of Commerce and the Hartford County Manufacturers' Association and a trustee of the Dime Savings Bank. He is also a member of the Hartford Club and is a 32nd degree Mason, and serves on the board of deacons of the Windsor Avenue Congregational church.

Untiring in his efforts to further the interests of the organizations in which he is interested and with a rare personality and democracy that makes fast and loyal friends of his subordinates, Mr. Stone is the ideal man for this position of responsibility, tact and sound judgment.

As an example of his prompt recognition of loyal and faithful service, his first official act was to appoint Dwight G. Phelps sales manager—a reward appreciated by those who know this popular representative of the Colt Company.

Mr. Phelps, who came to the Colt Company in 1902, was born in Hartford and educated in the plublic schools of that city. In 1908 he entered the field as a company representative, gradually extending his territory from the New England states to a broad field, embracing all of the more important trade east of the Rocky Mountains, and will now have supervision over all sales of North America, continuing to visit personally many of the more important customers.

Clark Hardware Co., Red Level, Alabama, recently suffered a loss by fire.

The Wortham Hardware Co., 4641 Troost Ave., Chicago, recently sustained a fire loss.

P. M. Jacobson Hardware Co. are the successors to the Wells Hardware Store at Preston, Nebraska.

E. L. Sweetnam has disposed of his stock of hardware and implements at Armington, Ill., to W. C. Darnall.

Jesse L. Barlow has purchased an interest in the St. Paul Hardware Co., St. Paul, Indiana. They handle full lines of hardware, housefurnishing, electrical goods, sporting goods, automobile accessories, etc.

PASSING OF WELL-KNOWN STARRETT REPRESENTATIVE

Mr. Robert L. Bridgman, New England representative of the L. S. Starrett Company, Athol, Mass., died suddenly at his home in Belchertown, Mass., May 7, 1921. Mr. Bridgman was 67 years of age, born and brought up in Belchertown.



ROBERT L. BRIDGMAN

Previous to 1908, when he became connected with the L. S. Starrett Company as New England representative, he served for over thirty years as representative of the Athol Machine Company, traveling a large portion of the United States.

Mr. Bridgman was a man of strong personal characteristics, possessing the faculty of making many friends and holding them, and for that reason was recognized as one of the most popular salesmen in New England. These friends always found "Bob" to be genial, with a ready smile and cheery word for everybody. Another strong trait in Mr. Bridgman's character was his loyalty. He firmly believed that the concern he represented was the best concern, and the dealers he sold likewise were the best dealers.

Although an active, energetic commercial man, Mr. Bridgman's home and family were the center of his life. He is survived by a widow and three sons.

Needless to say, the death of Mr. Bridgman was received with profound sorrow by all connected with the Starrett company, as well as the host of dealers he called on.

The Whitman Mercantile has taken over the stock of the Lamb Hardware Co. at Whitman, North Dakota.

Zerkel Bros., Troy, Ohio, are planning to install a housefurnishing department and request catalogs.

The Bayer Hardware Co., 117 East Town St., Columbus, Ohio, is a new enterprise handling full lines of hardware, housefurnishing, etc.

The H. W. Woelke Hardware Co. are also the owners of the Nash Hardware Co., Nash., Oklahoma, and request catalogs of automobile accessories, house furnishings, hardware and sporting goods.

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BRAKES are the all-important safeguards of the driver. He wouldn't dare drive his car if he knew his brakes were useless.

Brake lining is the most important part of the brake. It must *hold* and give satisfactory *wear*.

Sell RUSCO Brake Lining. You can depend upon its performance. It gives the driver absolute confidence in every emergency. We put into RUSCO the finest of materials specially woven to insure wear—everlasting *wear*. Heat produced by friction does not impair RUSCO. It's the brake lining that nets you a real profit. Recommend RUSCO with confidence.

The Russell Manufacturing Co.
519 Russell Avenue
MIDDLETOWN CONNECTICUT

Grips strongest —Wears longest

RUSCO
BRAKE LINING

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PRIZE WINNERS IN ENAMELED WARE CONTEST

The Associated Manufacturers of Enameled Ware have announced the prize winners in the essay contest on "How to Sell Enameled Ware," which closed recently. The contest attracted wide attention among hardware dealers and managers of housefurnishing departments of department stores, as it created interest of the salespeople in their selling methods. The contest was open to all girls actually selling enameled ware.

There were ten prizes—$50, $25, two of $10 each, and six of $5 each. The judges reported that the essays received were of an unusually high standard and those selected were of real merit. Many of the essays indicated the girls are reading the trade papers thoroughly and intelligently and putting what they learn into practice.

The girls showed a great appreciation of the fine points of successful selling and many went beyond and gave sound opinions on the whole range of store management. Advertising, window display, counter arrangement, keeping of stock, assortments, grading of ware, the question of price and quality, courtesy, substitution, suggestions to customers—all these topics were well discussed. The qualities and uses of enameled ware were skillfully brought out.

The prize winning essays are to be published in a booklet entitled "How to Sell Enameled Ware," which will be illustrated by photographs of the authors and of the stores where they are employed. This booklet will be distributed to all salespeople selling enameled ware and to anyone writing for it to the Associated Manufacturers of Enameled Ware, 46 Cedar Street, New York City.

Following are the prize winners:

1. Miss Mona Yeo, Bunting Hardware Co., Kansas City, Mo. 2. Miss V. F. Anderson, Davidson Bros. Co., Sioux City, Ia. 3. Mrs. Edwin S. Wills, Edwin S. Wills Dept. Store, Cynthiana, Ky. 4. Miss Marie Morrow, Fergason Bros., Waterloo, Ia. 5. Miss Carrie Sueger, Scherer Frankel Store, Sandusky, Ohio. 6. Miss Mildred C. Shaw, Radford B. Smith, Bridgeport, Conn. 7. Miss Floy Herrick, Smith-Winchester Co., Jackson, Mich. 8. Mrs. Jennie Carter, Elder & Johnson's Dept. Store, Dayton Ohio. 9. Miss Martha Hall, Rudge & Guenzel Co., Lincoln, Nebr. 10. Miss Mabel Shinners, Schlafer Hardware Co., Appleton, Wis.

The Biggs Kurtz Hardware Co., Grand Junction, Colo., have increased their capital stock from $100,000 to $250,000, preparatory to increasing their jobbing line.

The Mehl Hardware Co., Uplands, Calif., are occupying a new building recently constructed for them, which gives them increased facilities for handling their trade.

PASSING OF ROBERT N. PECK

The passing of Robert N. Peck, for thirty-eight years with the Stanley Rule & Level Co., will be a distinct shock to his friends and associates in the hardware and tool trades.

He was born in Bridgeport, Conn., in 1866; his boyhood and school days were passed in Newtown, Conn. The rugged life of a farmer's boy taught him the value of hard work. At the age of sixteen, he came in contact with Charles L. Mead, at that time president of the Stanley Rule & Level Co., who spent his summers in Newtown. Mr. Mead arranged with him to begin with the New York office. His wages were small, but he had natural business instincts, and as an office boy he bought tools from the company and after business hours sold them to carpenters whom he found at work in the neighborhood. At this early age he was getting trading experience and incidentally building up a demand for Stanley tools.

He moved to New Britain in 1890 and was shortly elected vice-president and a director of the company. Later he began traveling and for years made regular trips in building up and developing the company's trade connections. He managed the sales of the company so successfully that the products were to be found in every town in this country and in all large cities abroad.

More than a year ago, the Stanley Rule & Level Co. was merged with the Stanley Works and Mr. Peck was elected vice president and director of the enlarged organization. His intimate knowledge of his business over a long period and his close contact with markets made him an authority, and his advice was sought by both producers and distributors.

The distinguishing qualities in his character were his modesty, his courage and his honesty.

Mr. Peck was simple in his tastes, fond of his home and his family life was ideal. He was a good citizen of New Britain and a fine example of New England manhood. He leaves a wife, one son, Dr. Eugene Peck of New Orleans, two daughters, Misses Louise and Margaret; also two brothers, Dr. Charles H. Peck and A. W. Peck of New York and a sister, Mrs. James Minor of Portchester, N. Y.

The Tonasket Hardware Co., Tonasket, Wash., report a very satisfactory season's business.

The J. S. Broz Hardware Co. have moved to a new location at 5656-58 Broadway, Cleveland, Ohio.

The Dalhart Hardware Co., Dalhart, Texas, are planning to erect a new building, which will be occupied by their wholesale and retail business.

The Southern Oregon Hardware Co. has been organized at Medford by H. C. Garnett, E. H. Lamport and Albert Piche as stockholders. The new store will be opened in the Liberty building, formerly occupied by Mr. Garnett. They carry a complete line of hardware and sporting goods.

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KAMP-KOOK KITS

Sales 137.4% Greater

FOR FIRST QUARTER 1921 THAN SAME PERIOD 1920

Sales: January, February, March, 1921	237.4%
Sales: January, February, March, 1920	100.0%
INCREASE FOR 1921	137.4%

No better proof of the sales value and demand for Auto-Kamp-Kook-Kit is needed than this remarkable sales increase. Such sales increase can only come to a product of the highest standing.

Auto-Kamp-Kook-Kit is a real stove (it fries, boils, bakes, roasts), has real grates, burns motor gasoline, is windproof, folds up like a suit case, compact, light and easy to carry.

To assure stock for immediate delivery, dealers should anticipate their demand and order now. If you do not already handle this popular camp stove, send for our dealer's terms, now.

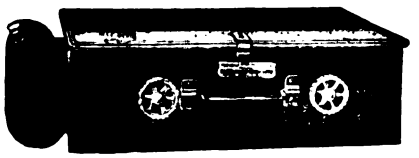
Prentiss-Wabers Stove Company

18 Spring Street, Wisconsin Rapids, Wis.



Two-Burner Kit—In Use

Price Equipped - -	$17.50
Price Unequipped - -	15.00



Two-Burner Kit – Closed Everything Inside



Auto-Kamp-Kook-Kit enables you to have good clean meals, without fuss or muss, when and where you please, on a moment's notice



Auto-Kamp-Kook-Oven—Open
Fits all Auto-Kamp-Kook-Kits converting the kit into a veritable range

Price - - - - $5.00



Auto-Kamp-Kook-Oven—Closed
Folds to 12"x11"x2"

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AT HOME AMONG HOUSEHOLD GOODS

What more noble work for a fine woman than to guide the householders of her community in making their homes more liveable, homelike and convenient with utensils, labor saving appliances and household goods in general.

If we are to judge by appearances and the many good words we have heard about her from all sides, Mrs. Mugar, manager of the crockery and household department of the Turner Hardware & Implement Co., Modesto, is every bit as good as she looks.

Although our good friend J. D. Turner apologized for sending so "intimate" a picture of Mrs. Mugar, we have assured him that this is just the right one to place in the HARDWARE WORLD. It strikes just the right note.

For it indicates that Mrs. Mugar is not only saleswoman or executive, but she is a homebody and we know that her department is not only efficiently run but that it is practically run for the benefit and real progress of the community, particularly the women buyers. The goods are not sold for the sake of selling them, but for the comfort, service and help they may be in the home-life of the community.

Mrs. Mugar is a New Yorker originally, and her first experience was in the great department stores in New York. Several years ago she moved west and was connected with the sales department of several of the larger department stores at the other extreme of the continent. Eight years ago she moved to Modesto and has proved a strong support on the Turner Company staff.

At the present time Mrs. Mugar is in the east visiting old friends and also calling on the principal factories whose goods she so successfully and interestedly sells "way out west."

E. FRANK NETTLETON DECEASED

Announcement is made of the death of E. Frank Nettleton, vice-president of North & Judd Manufacturing Co., New Britain, Conn., at his home in New Haven recently.

Mr. Nettleton was in his fifty-fifth year and had been connected with the saddlery hardware industry from his youth. He was born in Seymour, Conn., but received his early education in the New Haven public schools, later attending a business college. Upon his graduation from the latter institution he entered the employ of Kelsey & Couch, saddlery hardware jobbers, soon being promoted to the sales force. From that firm he went to Weed & Company. Still later he became associated with W. & E. T. Fitch company, being assigned to the Chicago office as western representative. Upon his return to New Haven he became secretary of W. & E. T. Fitch Company. At the death of John B. Fitch he was elected vice-president.

When North & Judd Manufacturing Company purchased the Fitch Company Mr. Nettleton became a member of the "Anchor Brand" organization, being made vice-president. He remained at his desk until a few weeks ago, when ill health forced him to relinquish his tasks.

In addition to his business activities, Mr. Nettleton devoted himself to promoting public welfare. As chairman of the Board of Health Commissioners of New Haven under three different mayors he rendered distinguished service, and his administration won the approval and praise of the best minds in the City of Elms.

Mr. Nettleton was a man of sterling character, upright in all his dealings with his fellow men. He was of the type which has elevated American business to its high plane.



Secretary Jacobs offers to pit the office force of the Wisconsin Hardware and Insurance Association against any similar aggregation in the world in the matter of efficiency, ability and pulchritude, and a glance at this group will cause any other association to hesitate to accept the challenge, especially in the matter of feminine beauty, and masculine handsomeness, if we are to judge by a mere glance. We are sorry we do not have their individual names that we might help to make Wisconsin more famous than jealous critics sometimes accord her.

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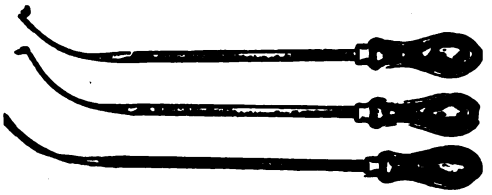
THE BUFFUM TOOL CO.

LOUISIANA, MO.

High Grade Tools 卐 For High Grade Workmen

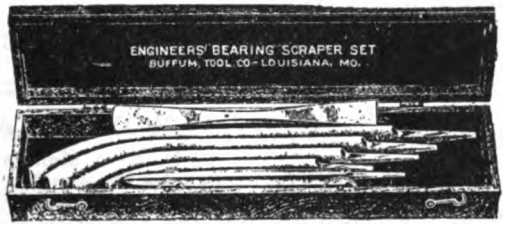
The High Quality of our Tools, also good service rendered the Government and the trade, helped Uncle Sam win the war.

With our increased facilities we expect to meet all demands and will appreciate your continued orders.



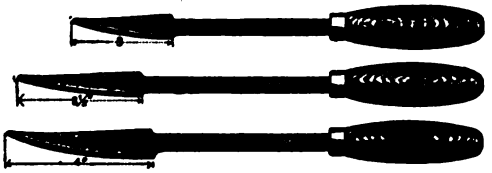
No. 1771 Carbon Scraper Set. List $7.20 Doz.





No. 1750 Straight. List $4.00 per Set
No. 1751 Hollow. List $6.00 per Set





Curved Bearing Scraper Set
No. 1765. List $1.50 per Set



Three Cornered Bearing Scraper
No. 1754 3½-in. List $3.00 per Doz.
No. 1755. List $4.20 per Doz.



Machinists' Auto Punch
"Special" and "Reliable" Brands

卐

C. W. GAUSE CO., Western Sales Agents
693 Mission Street, San Francisco, Cal.

卐

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IF YOU HAD THIS HABIT

The reason why most men fail so often in their hopes and purposes in life is they work along without a plan. Is it not so? A well-laid plan is just as needed for success in life as is the compass to the mariner at sea. Without the compass, mariners are often lost in mists and fogs, and know not where they drift or sail. And so it is with man in life. For he who works not on a plan will drift with fruitless effort all along the sea of life in fogs and mists.

If you would frighten Gaunt and Ghastly Poverty away, then station at your hearth, Frugality.

By habit, men are often bound with hoops of steel. It grows to be a sort of second nature. So much is this the case that, even in what they eat, one race of men might die if fed on that which another race will live and thrive.

A habit early formed in life of saving just a little part of what one earns will grow, by repetition of succeeding years, to be a part and parcel of one's self. He cannot help it by-and-by.

And so it is with spending money. It soon will grow a habit of great force. Parents, then, should take a note of this, and early start their child in habits that are sound and good. The young man, starting life, should grow by wise direction of the elder friend, a constant saver of a certain part of what he earns.

No matter (not at all) how small the first beginning is. Ten cents per month in early youth, saved faithfully and well, will form a habit that will make the after-man familiar in the halls of wealth. Things have a cause, and causes have effects. This is a rule of nature, just as fixed and permanent as planets, stars and suns.

Saving is a cause—riches the effect. Do not deceive yourselves, ye architects of wealth, ye young beginners of a life! For here you read the truth! And now, at this very moment, you may start (no matter if you've lived one-half your life); you even now may start the sure foundation of a fortune, which will make old age a time of ease.

But whenever a man is urged to lay apart each week a portion of his wages, the almost universal answer is: "It takes all I earn to support my family, and I cannot save a cent." I ask such a man: "Suppose your life depended on putting three dollars every week in the savings bank, could you do it?" "Oh, yes, then I could, of course." "Well, then, don't tell me again 'you cannot save,' but, rather, say you will not save, for that's the simple truth.

"If it seems so dreadful to go without some few things to save the three dollars every week, how much more dreadful will it be to get sick, one of these days, and have your wages fail, for then you'll have to starve, or send your children out to beg, perhaps?" Make your choice, fellow-men, now, while there yet is time.

Either a man must run the risk of penury and want, when sickness or old age overtake him, or else he must lay money by for coming rainy days.

But those who convince themselves they cannot save a cent will never, till they change their minds, be likely to make trial of that wise and prudent act.

Watch the sort of men who tell you (and convince themselves, too) that they cannot save a cent. You will find them always spending money for vain and foolish, useless things. When a man gets rich, he ought to spend his income, maybe, but no man living on wages has any right to spend all he earns, for it is tempting fate.

Now, fellow-workingmen, artisans, shopkeepers, clerks, mechanics, laborers, yes, and working girls, too, whatever ye are—go directly and open a savings bank account, put five dollars in this week, and keep on doing the same thing every week afterwards—and if any week comes when you think you cannot save five dollars, read this again, and then go and put your money in the bank. Keep on doing this, and in a few years you will be worth several thousand dollars.

Your affectionate friend,

"UNCLE BEN."

"BROWNIE" AND "U. S." SKATES

F. D. Kees Manufacturing Co. of Beatrice, Neb., announces its complete skate line, Bulletin No. S-3, 1921-1922, embodying the Brownie and U. S. skates.

Late in 1919 the company purchased the business of the Brown Spring Ice Skate Co. of Webster City, Iowa, makers of "Brownie" skates and skooters. Last year the company acquired the ice skate dies and equipment of the P. Lowentraut Mfg. Co. of Newark, New Jersey, adding the U. S. ice skates to the line.

The equipment has been moved to Beatrice and the two lines now give a most complete variety of patterns. This department is in charge of B. R. Brown, formerly secretary of the Brown Skate Co.

The Trinidad Hardware Co., Trinidad, Colo., has suffered a loss of $200.00 recently in fire arms through burglary.

The John Dower Lumber Co., Hanford, Wash., have recently been adding additional stock including hardware and paints.

The Bliler Hardware stock at Clyde Park, Montana, has been moved into a new building to enable them to have increased facilities.

McGowan Bros. Hardware Co. have leased a two-story brick building at the corner of Sprague Ave. and Wall Street, Spokane, Wash.

The hardware business of Bert H. Finch at Estacada, Ore., has been sold to Harry H. Smith, Hillsboro, Ore., who has taken possession.

The Dayton Hardware & Implement Co., Dayton, Wash., have found it necessary to take increased facilities for displaying their stock.

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BEACON

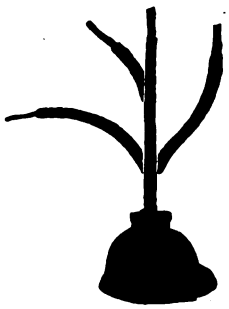


Flexible Spout

OILERS
FILLING CANS
FUNNELS

Standard Spout

MEASURE-
FUNNELS
MEASURES



An attractive and staple line affording quick turn-over and good profits. Send for literature. Order through your jobber.

MOOERS-WRIGHT CO. - 1400 Broadway, New York

Western Representatives, SPRAKE SALES CO., INC.

Los Angeles, 316 Higgins Bldg. San Francisco, 525 Market St. Portland, 633 Railway Exchange Bldg. Denver, 504 Charles Bldg.



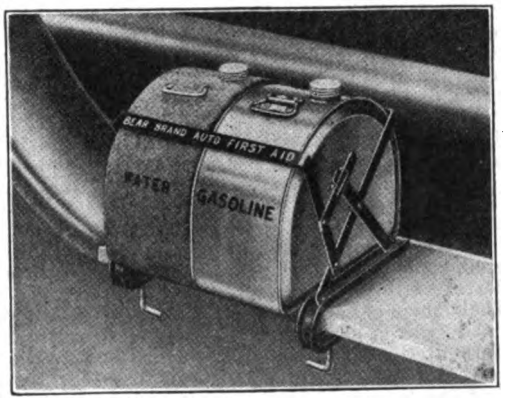




BEAR BRAND CANTEENS



Bear Brand is the best. Double bottom forms legs. Perfectly balanced on the carrying strap.



"D" Combination

Small, compact, inexpensive. The all Steel—100 per cent Carrier goes with it.

Send for folders—see full line—then tell your jobber you must have BEAR BRAND

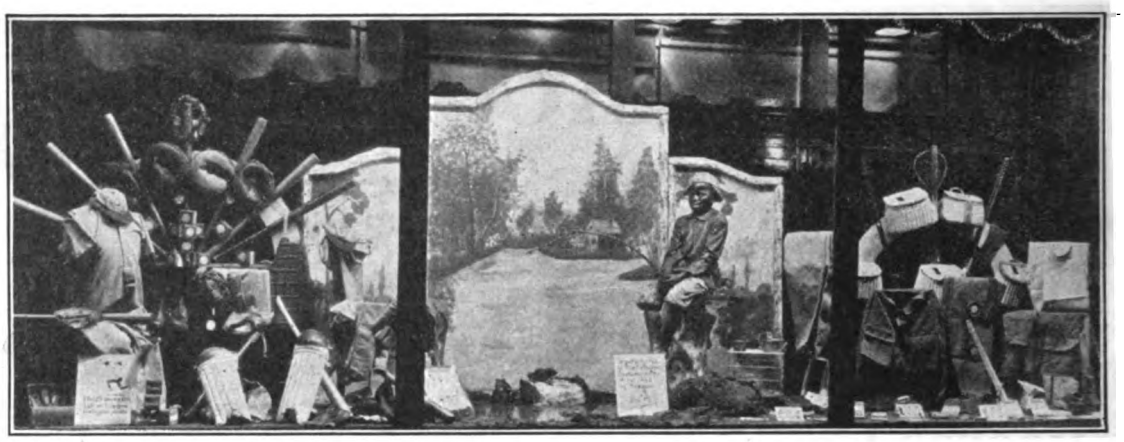
WOOLWINE METAL PRODUCTS COMPANY

Los Angeles, California - Eighth and Santa Fe Ave.

SALES OFFICES

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colo.
Dan M. Bell, 222 Slaughter Building, Dallas, Texas

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MORLEY BROS. MOVE MERCHANDISE IN MICHIGAN

With 200 feet of window space on one of the most prominent streets in Saginaw, Michigan, and with window trims of this sort changed every week, is it any wonder that this progressive institution reports business improving very much in their section and sales comparing favorably well with those of last year?

Morley Bros. are among the institutions who believe strongly in publicity and sales pressure to keep the wheels turning. In fact, F. M. Gray of the company tells us that the very window display in this picture, featuring fishing tackle and base ball goods, sold so much merchandise that they figure it is the most efficient and least expensive sales method they have found.

However, Morley Bros, are not content simply with window trims, but are strong newspaper advertisers and believe that it takes every form of advertising and publicity to move goods, create new trade, and hold old customers.

AMERICAN WIRE FABRICS' NEW FACTORY

Started in July, 1919, the American Wire Fabrics Co. announces the completion and operation of their new Chicago plant in the suburban town of Blue Island, located at Western Avenue and 136th Street, on the B. & O. and Indiana Harbor Belt. Several of the trunk lines run through Blue Island, giving them splendid shipping facilities in all directions.

Those who have experienced building in the last year or so realize what an amount of time and effort is required to finish a plant. It was built from the ground up and is of the latest construction, with nothing but modern equipment. There are several departments and the warehouse yet to be erected, but the mill proper is now in operation.

This gives the Fabrics Co. two plants, one in the East to take care of the eastern, southern and export trade, and this new plant for the trade of the Central States and the West.

The American Wire Fabrics Co. make a complete line of screen wire cloth, in painted, galvanoid, galvanized, copper, bronze, brass and monel, and all special grades of cloth.

Their home office is at 208 So. La Salle St., Chicago, Ill., and their New York office at 160 Broadway. D. L. Herman, Seattle, Washington, and Ewing-Lewis Co., of Los Angeles and San Francisco, represent them in the far West.

The National Hardware & Stove Company are successors to H. S. Bettes Hardware Company, Paris, Texas, which has now been capitalized under the Texas laws for $250,000.00. The new company will continue to operate the business at Paris with the following officers: Jas. D. Gee, president, Paris, Texas; J. W. Janes, secretary, Paris, Texas; F. H. Menke, treasurer, Paris, Texas; John J. Fisher, vice president, Quincy, Ill.

Mr. Fisher is the president of the Excelsior Stove & Manufacturing Company of Quincy.

The new firm will continue to do a strictly jobbing business, handling a full line of general hardware, stoves and house and farm furnishings.

DODGE SALES & ENGINEERING COMPANY DISTRIBUTING KENYON COTTON ROPE

The advantages of cotton rope are almost unknown, but its superiority for certain types of service has been recognized for over a half century where it has been used almost exclusively for power transmission purposes.

In securing the exclusive agency for Kenyon Cotton Rope in the United States and Canada, the Dodge Sales & Engineering Company of Mishawaka, Indiana, feel they have made a connection which will enable them to place on the market a power transmission unit on a par with the quality of their other products.

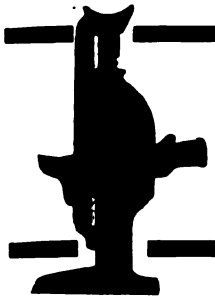
Kenyon Cotton Rope is manufactured by William Kenyon & Son, Ltd., of Dunkinsfield, near Manchester, England, who are the world's largest manufacturers of cotton rope for power transmission purposes. The Kenyon organization was formed in 1863 and the control has remained continuously in the hands of the family, the third generation now being in command. Kenyon Cotton Rope is made in six factories, four of which are located in England and two in France.

Kenyon Cotton Rope is primarily distinguished by a certain principle of inter-stranding, which is made possible by specially designed machines developed by Mr. William Kenyon of the second generation. The Kenyon organization have made a deep study not only of the technique of manufacturing but of analysis of the use of rope under all diversified and varied burdens of service.

The construction of Kenyon Cotton Rope is especially interesting; the patent inter-stranding consists of a series of twisting operations, first the yarns, then the threads, and afterward the strands, these being finally locked together by reversing the turn. This results in a trinity of elastic spirals acting in unison and so wedged into each other that they will bend pliantly without undue wear or without disturbing the relationship.

The Morrissey Hoffman Hardware Co., Ordway, Colo., are adding to their store and warehouse facilities and are carrying an increased stock.

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No. 46 Reliable

Weight, 10 lbs.
Will Lift 3000 lbs.
Height, Lowered, 11½ ins.
Height, Raised, 17½ ins.

The Jack You Ought to Sell

You can greatly increase the turn-over in your Automobile Accessories Department by stocking Reliable Jacks. Other dealers find them an exceedingly profitable item to handle. Their customers find them dependable. Customers sold on Reliable Jacks stay sold.

Your jobber can supply you. Write us direct for catalogue.

Elite Manufacturing Company
Ashland, Ohio

RELIABLE JACKS

"Friends for Life"

"HEXALL"

Trade Mark Reg. U. S. Pat. Office

SOCKET WRENCHES

AND

—users who know them through experience.
—dealers who have made and held trade because of them.
—jobbers who find "HEXALL" always in demand with dealers.

Twelve Sets—a "HEXALL" for every need

"Break Any 'HEXALL' Wrench and We Repair It—No Charge"

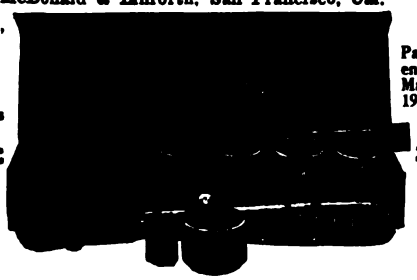
R. F. SEDGLEY, Inc. *Est. 1897*

Also Makers of "BABY" Hammerless Revolvers

2311-13-15 North 16th Street, Philadelphia, Pa.

Pacific Coast Representatives:
McDonald & Linforth, San Francisco, Cal.

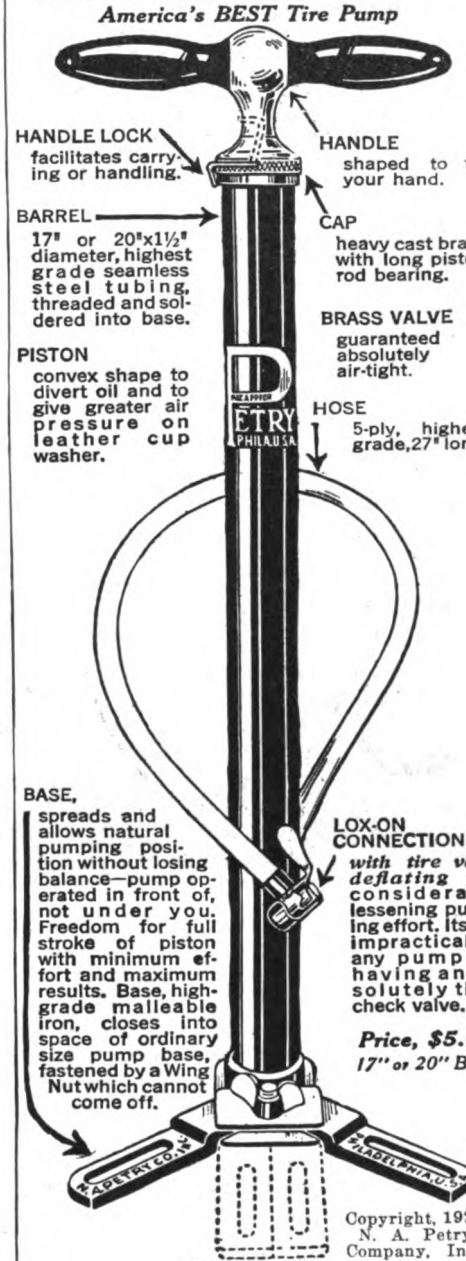
"Hexall" Ratchet Socket Wrench No. 2 11 Pieces



Patented May 1 1917

THE PETRY PUMP

America's BEST Tire Pump



Copyright, 1921 N. A. Petry Company, Inc.

"Stands by Itself"

THESE SPECIAL FEATURES not found in any other pump. Finish, baked black enamel, with all brass parts polished and lacquered. PETRY design, quality and workmanship throughout. Guaranteed to make good. Patents applied for.

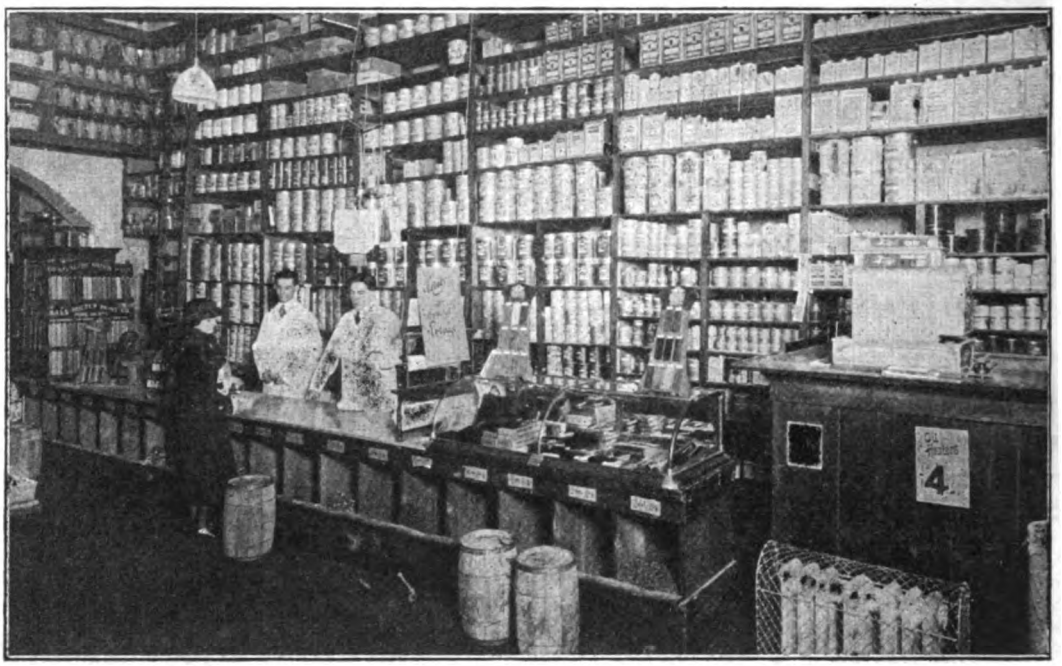
N. A. PETRY COMPANY, Inc.
Makers of the Petry Cut-Out, Pedal, and Ventilator
345 N. Randolph St., Philadelphia
Western Distributor, Norman Cowan Co., 445-451 Rialto Bldg., San Francisco, Cal.

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USE NAILS AS A PAINT BAROMETER

No man is so poor, or so rich, in ideas but what he should be able to learn from someone else. That is a safe principle to go on.

Simon Brothers have developed the idea to which we have referred previously, but it will bear repetition. It is no more nor less than simply coupling up the idea that when a man buys nails he is going to drive them in lumber of some kind, and lumber requires paint, and so Simon Brothers or the manager of their hardware department, Mr. Coffey, capitalizes the idea to good effect.



Simon Brothers started a few years ago with a small store which has developed into a department store. The store's paint department started in a small way in the early days, turning their stock about four times a year. Now their paint department averages twelve times a year turnover. They handle a line of hardware and other products, of which their paint department is not the least.

Too often a clerk will shove out a can of paint to a customer with the formula that this is So and So's paint and is the best paint made.

Mr. Coffey believes that if the salesman will give paint the study and attention that they give to other lines they could make the paint line not only a most interesing, but a most profitable one.

He originated the idea that for every sale of nails there should be a good paint prospect, and he watched the nail bins pretty closely, to verify his theory. No matter whether one is using old lumber or new it requires paint. He believes no one should be permitted to sell paint unless he is familiar with its qualities and uses. Hence he has been educating his associates and co-workers, not only to talk paint, but actually demonstrate it, and to know just what can be done with every can of paint that goes out of their house.

It's better to take a small profit with a quick turnover than to have large-profit goods gathering dust on your shelves.

Work and play don't go together, but those who know how to play the hardest are usually capable of doing more work.

AN EYE TO BUSINESS

Two brothers ran a hardware store in a western city. One of the brothers became converted at a revival and it was not long before he was urging the other to follow in his footsteps.

"You ought to join, Jim," said the converted one. "You don't know how helpful and comforting it is to be a member of the church."

"I know, Bill," admitted Jim thoughtfully, "an' I would like to join, but I don't see how I can."

"Why not?" persisted the first. "What is to prevent you?"

"Well, it's jes' this way, Bill," declared Jim. "There has got to be somebody in the firm to weigh the nails and other stuff."

The Bishop Hardware Co., composed of B. S. McQueen and B. H. George, C. F. Messman and W. P. Middleton, at Bishop, Calif., reports a good business.

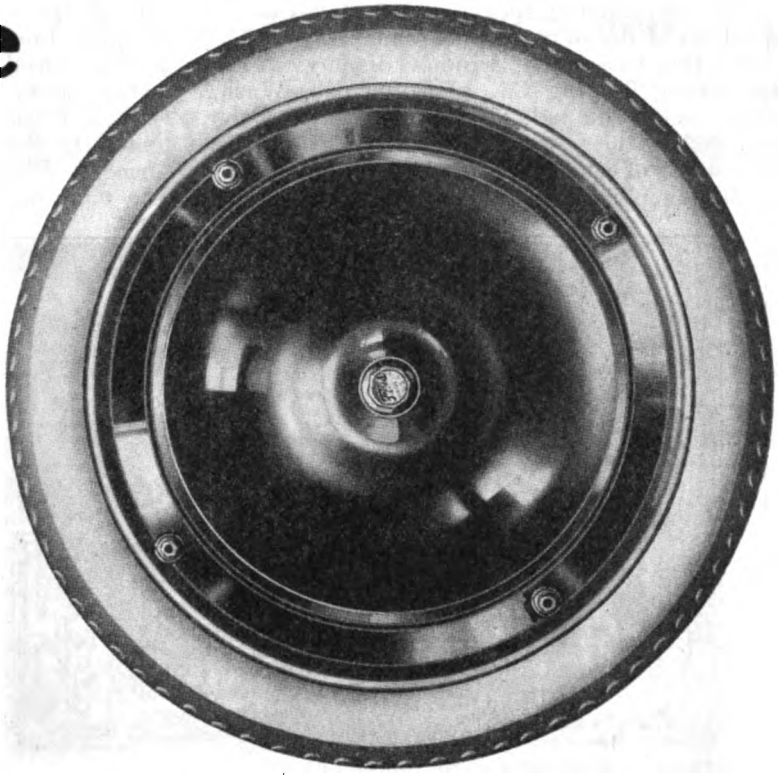
The Hallowell Hardware Co., at Susanville, Calif., has disposed of its implement department to the Hallowell-Harriman Co. Frank Harriman is a veteran implement man from Fallon, Nev.

P. H. Hubbard, formerly of Steamboat Springs, Colorado, and W. P. Hays, Saratoga, Wyoming, have purchased the hardware stock and fixtures formerly owned by the Wyoming Supply Co., Rawlins, Wyoming.

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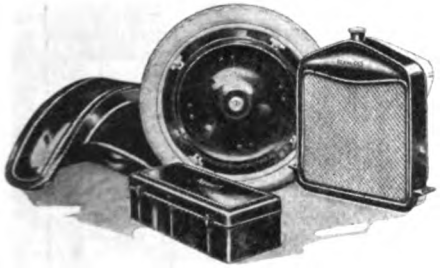
Here's the newest Peerless product





PEERLESS
WHEEL DISCS
For Ford Cars

PEERLESS



—And like the others—Peerless Radiators, Fenders, Tool Boxes and Combinations—it's a sure-fire seller.

We don't claim it has the high degree of utility that other Peerless Products possess—it's essentially a novelty. But it's a novelty that moves fast, that pays big profits and costs little to stock.

The Peerless Wheel Disc slips on easily over the ordinary Ford wheel and gives it the grace of a solid disc wheel. Easily washed—and there's no rattle or noise. Made in two colors—maroon or black—for either clincher or demountable rims. Ask your jobber—or, if he hasn't them, write us direct.

Retail Price $10.00 Per Set

THE CORCORAN MFG. CO., Dept. 14

Section Avenue CINCINNATI, OHIO Norwood

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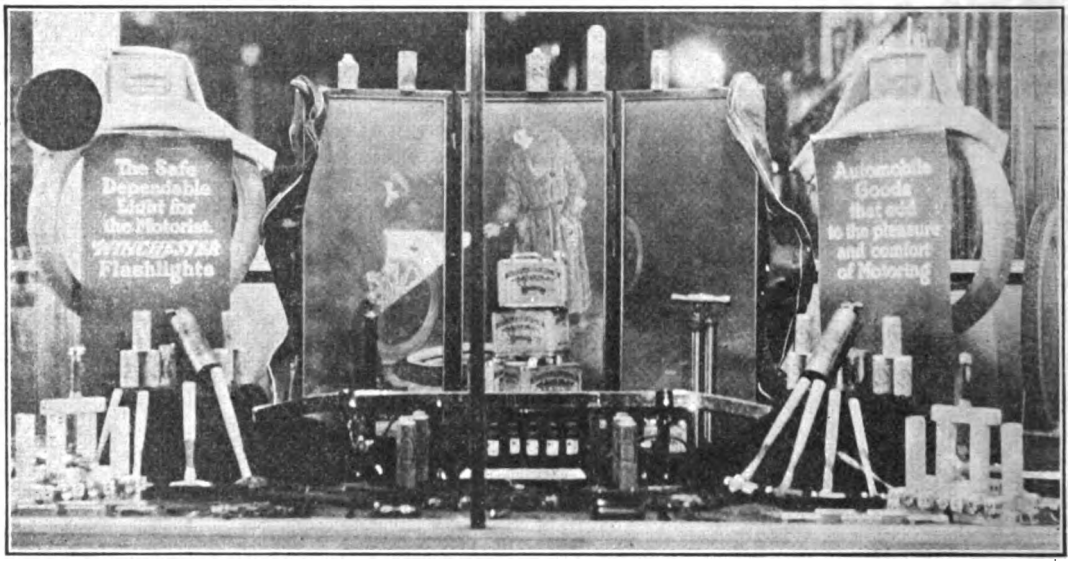
WINDOWS DISPLAY, THE TOPPENISH TRADING CO.'S STANDARD

The philosopher speaks of the "eyes as the windows of the soul." In the same way we feel that these two recent window displays of the Toppenish Trading Co., at Toppenish, Wash., are a mighty fair index to the general character and soul of the new store enlargement and improvement of which has just been completed.

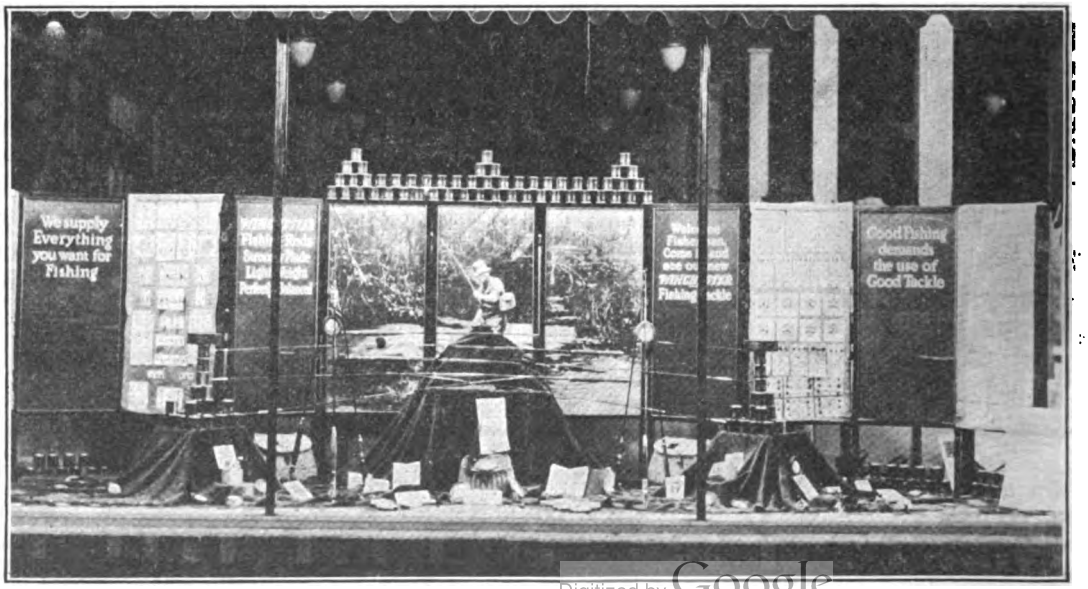
Manager Z. Y. Coleman is one of the strongest and most faithful members of the Pacific Northwest Hardware & Implement Association. In recognition of his support he is the present second vice-president of the Association. With him in the management of his business is F. A. Williams, president; Wm. M. McGowan, secretary and treasurer; H. D. Woodard, manager of the hardware department, and E. J. Robert, manager of the implement department.

The building has a frontage of 60 feet on Toppenish Avenue and a depth of 120 feet on Main Street with show windows on front and side of the building. The company carries a complete line of general hardware and sporting goods, as well as a complete line of farm implements. They are local Winchester agents.

The feature windows of the company are under the care of and directed by Al. Herboth, formerly with John Hoene at Cottonwood, Ida. The window displays shown here are strictly summer windows, each with a big idea, featuring fishing supplies. The entire window points to the central idea.



In the second window automobile supplies are featured. Never could a motorist pass this window without some suggestion or urge to possess some article which is clearly featured in this display. The panel in the rear brings home to the motorist the usefulness of a flashlight.



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I Want Every Merchant and Jobber to Have a

SEES-ALL Mirror on His Car

—Ed. Kennard, President Sees-All Mfg. Co.



Beveled Plate. Non-rusting Enamel Frame. Weighs 156 lbs. per gross, packed. Comes in individual cartons. In ordering be sure to specify open or closed types, as clamps differ.

Yours for Quick Sales and Good Profit

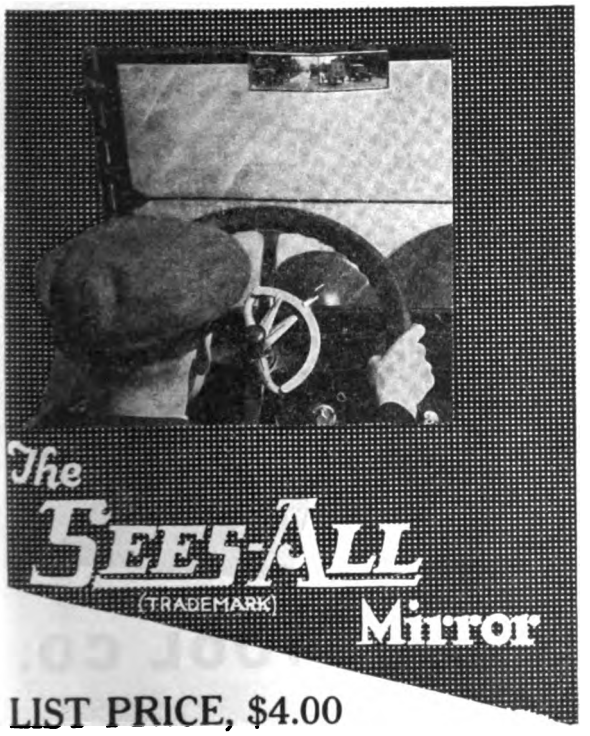
A Dealer writes: "I have received your Sees-All Mirror and have installed it on my car with greatest satisfaction. I find that it is all that you claim for it."

A Jobber says: "Never have I appreciated anything on my car so much as the Sees-All Mirror. The duplex feature enables me, either as driver or passenger, to fully command the view behind. No car is complete without the Sees-All Mirror, and I am telling this to all my friends."

It's the best thing in the world for avoiding automobile accidents and goodness knows there are enough accidents these days.

My little Sees-All Mirror is really two mirrors in one—heavy beveled plate glass mirrors—in a neat and substantial metal frame, and are at the exact angle which permits the driver and his companion to see the road, both sides and behind, while looking ahead.

It is quickly and firmly attached to the top center windshield, right before your eyes.



Try This Sees-All Mirror on Your Car 10 Days Free

So positive am I that when you once use this mirror on your car that you will recommend it to every car owner and sell it readily, that I am willing to send you one right now to try for yourself.

JUST SEND THIS COUPON and the Sees-All Mirror will come to you postpaid. If you don't like it, just send it back. If you keep it, remit $2.50. Please enclose your card or letterhead.

Dealers and Jobbers Write for Our Proposition

ADDRESS OFFICE NEAREST TO YOU

1220 Boatmen's Bank Bldg. St. Louis, Mo.
866 Phelan Building San Francisco
1810 Westlake Ave. Seattle
388 Taylor St. Portland, Ore.

Ed. Kennard, SEES-ALL Mfg. Co.

Alright, Ed: I'll try your old Sees-All Mirror on my wagon for ten days that you offer to readers of the Hardware World. If I don't like it, I'll return it to you. Otherwise I'll remit you trade price, $2.50.

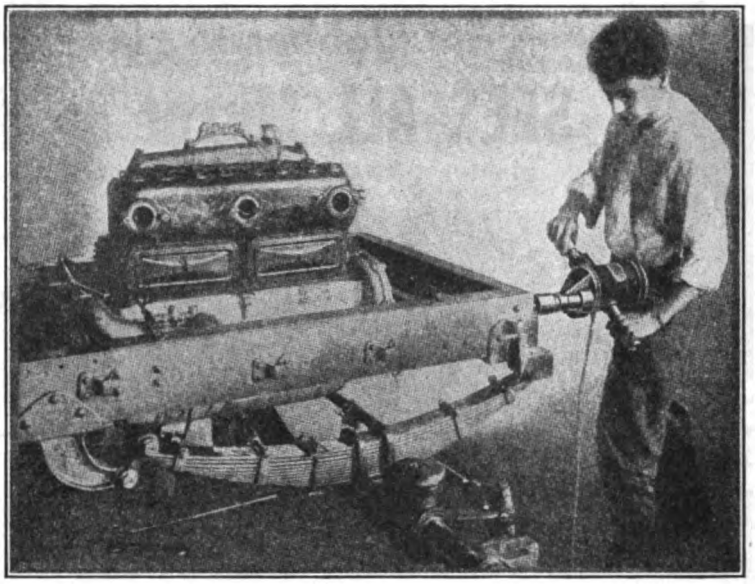
Name .....

Street .....

City .....

My Car is Open Model ( ) Closed Model ( )

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THE STANDARD PORTABLE ELECTRIC DRILLS AND GRINDERS WILL REDUCE COST AND SAVE TIME

The Tools you take to the work.

SPECIAL PROPOSITION TO JOBBERS AND DEALERS



WRITE US TODAY—AN EXCELLENT PROFIT AWAITS YOU

EVERY TOOL GUARANTEED BOTH ELECTRICALLY AND MECHANICALLY

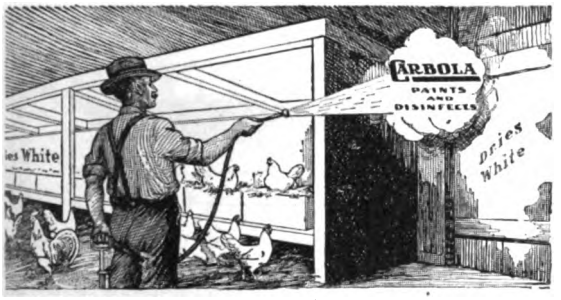
BALL BEARINGS ARE USED THROUGHOUT

We manufacture drills and grinders for every class of work in all sizes—Write for Illustrated Catalog

THE STANDARD ELECTRIC TOOL CO.

CINCINNATI, OHIO

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CARBOLA



A PRODUCT THAT OUR INSTITUTION WITH ITS YEARS OF SERVICE AND EXPERIENCE STANDS SQUARELY BEHIND

PAXTON AND GALLAGHER CO.
WHOLESALE HARDWARE
TENTH STREET VIADUCT
OMAHA.

AUTO TOPS *and* Seat Covers



Top Recovers, Seat Covers
Radiator and Hood Covers
Side Curtains, Rain Guards

Tire Covers, One-man Ford Tops
Trimmers' Material and Supplies
Tents, Paulins, Wagon Covers
Cotton Picking Bags

Clifton Manufacturing Company
Main Office and Factory
Waco, Texas

San Francisco, California
Office: 339-41 Larkin St.

Los Angeles, California
Office: 619 North Broadway

The BUTTERFIELD & CO. *Division*

UNION TWIST DRILL CO.

MANUFACTURE

GOOD TAPS, DIES REAMERS BETTER

AND

SCREW PLATES

AT

DERBY LINE, VERMONT

Chicago Store
11 South Clinton St.

Pacific Coast Representative
V. S. Walsh, 560 Mission St., San Francisco

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HOW TO MAKE 'EM SIGN DOTTED LINE

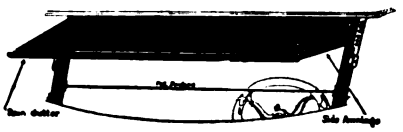
A sale is not a sale 'till it's "closed." Not only must the salesman create a desire for his goods, but he must translate that desire into action by inducing the prospect to sign his name on the dotted line. A MacLachlan, secretary and sales manager, gives some helpful hints on the tactful art of getting the customer's "John Hancock" on the order blank, in Forbes Magazine.

"A salesman," he declares, "should have three or four closers. The reason a customer doesn't buy is because he doesn't understand the proposition. Each time he turns the customer around and brings him to the fence, the salesman should use a new closer, so arranged as to make the customer answer the question indirectly.

"In our own business as manufacturers we put all orders secured by our salesmen through wholesale houses. One of the closers we use in selling an industrial plant is worked out as follows: The salesman has gone through the proposition, we will say, has jotted down the order; he turns to the customer and asks, 'Shall I send this through the Jones Electric Company?' If the customer says, 'Yes,' he writes 'Jones Electric Company' on the order and hands it to the customer to sign. If the customer says 'No,' he realizes that the customer doesn't understand the advantages he will derive from the purchase and use of our merchandise; so, figuratively, he turns the horse around, restates the proposition, and when he gets him up to the fence again, he uses the second closer on him.

"The second closer is: 'Shall I ship this freight or express?' If the customer answers either 'freight' or 'express' he jots it down and hands the customer the order to sign. If the customer says he doesn't want it shipped either way he isn't sold yet, and it is necessary to go over the proposition again.

"We use four closers, sometimes five, if necessary, and we find that our average salesman has to use four closers to close his sale."



NEW STEEL AUTOMOBILE VISOR

An automobile visor that "sheds the rain like the prow of a boat" is the latest offering of the New Era Spring & Specialty Co., Grand Rapids, Mich. The new visor, which is made of an unusually heavy grade of pressed steel, is provided with a gutter at its lower edge, into which the water flows and is thus carried to the ends of the visor, whence it flows off and past the sides of the car instead of blowing back on the upper half of the windshield.

This is a feature which is embodied in a few other visors, but the New Era goes a step farther and provides both ends of the visor with a metal awning, or gable end, which overcomes the tendency of the rain to eddy around the ends and wet the windshield glass usually just at the spot in front of the driver's eyes. Perhaps the best that can be said about the New Era, or any other visor for that matter, is that it works. And that's what the New Era people claim for it in addition to the further detailed facts of heavy baked-on black enamel on the top and dull green finish underneath, together with its easy adjustability to the height of the driver's eyes when installation is made, which also is very easy.

BUILDERS HARDWARE MAN WANTED

One of the leading hardware jobbing houses on the Pacific Coast has an opening for a man to take charge of the Builders Hardware Department.

The position is permanent and the man must be fully qualified by character, ability and experience.

Give full particulars as to age, character, experience and salary expected.

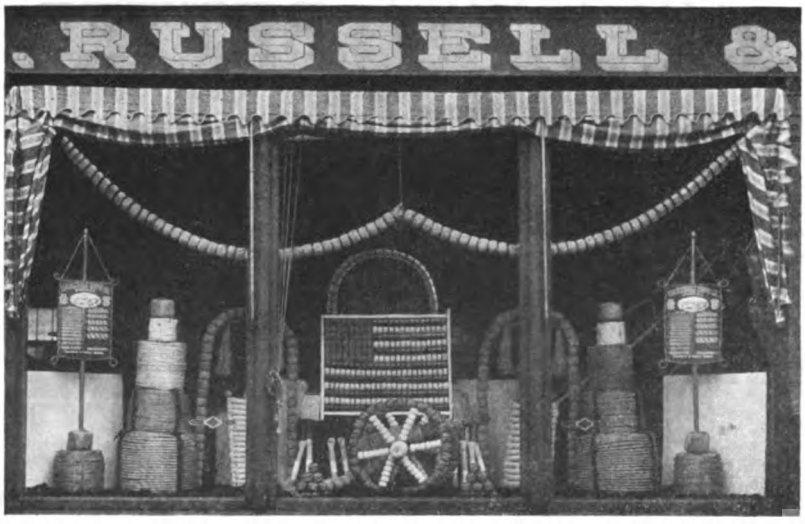
Address A. B. C., Care Hardware World

Address Office Nearest You

Boatmen's Bank Building
St. Louis, Mo.

866 Phelan Building
San Francisco

388 Taylor Street, Portland, Oregon



A Patriotic Cordage Window

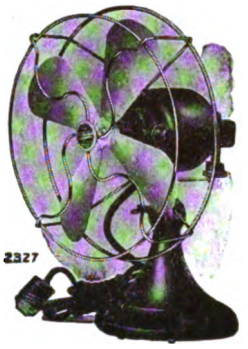
An appropriate window for the first week of July, made entirely of cordage products is sure to attract favorable comment and attention by reason of the unusualness of it. Such a window serves to bring to the attention of the people of your community the various uses to which cordage products can be put, and will, of course, be sure to increase sales. Columbian products were used in this attractive window of Russell & Co.

The Bennett Hardware Co., Rawlins, Wyoming, have been increasing their store facilities and improving the appearance of their establishment generally. They are adding a number of new lines.

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SELL ELECTRIC FANS

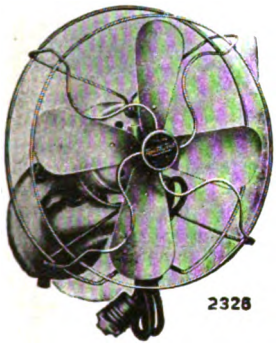
Northwind



Many live hardware dealers are selling Northwind Fans—and making good profits.

You can do as well. The demand is there—five successful seasons prove it.

Northwinds are well-made, serviceable fans—good to look at and economical to operate. They carry a year's guarantee, backed by 25 years' experience in making high-grade fans.

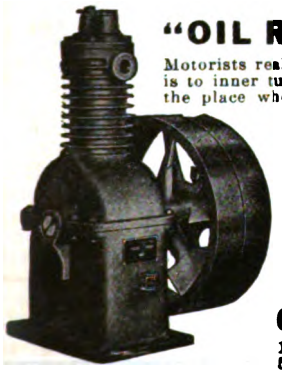


Made in two popular sizes—8-inch desk-bracket type, in mat brass finish, complete with two-speed switch, plug and cord—10-inch oscillating type, adjustable for desk or wall use, in dull black finish, brass-finished blades, three-speed switch, plug and cord. Packed in individual cartons (8-inch, 12 to a case—10-inch, 6 to a case).

These are "universal" fans, operating on 100 to 120 volts direct or alternating current (25 to 60 cycles).

You can't sell fans unless you have them in stock! Order a case of Northwinds from your jobber or

THE EMERSON ELECTRIC MFG. CO.
2018 WASHINGTON AVE., ST. LOUIS, MO.
Eastern Office — 50 Church St., New York City



"OIL RUINS TIRES"

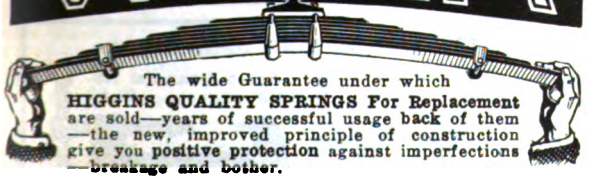
Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pneu. Mchy. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.

GET FULL MEASURE OF SPRING WEAR



The wide Guarantee under which **HIGGINS QUALITY SPRINGS** For Replacement are sold—years of successful usage back of them—the new, improved principle of construction give you positive protection against imperfections—breakage and bother.

Best for the dealer because they deliver greatest worth in wear to user. Write for Trade Discounts and Big Catalog, listing 500 different styles.

HIGGINS SPRING & AXLE CO., Dept. 741, Racine, Wis.

NO BOLT — NO HOLE — NO HUMP — NO JOLT

King "Multi-Tumbler" Padlocks

Built to Serve Every Padlock Need



Unusual strength of body — case hardened shackles —sixteen to twenty-four tumblers.

Guaranteed to give satisfactory service—the custom-er to be the judge.

THE KING LOCK CO., CHICAGO, ILL.

SALES REPRESENTATIVES
SURPLESS, DUNN & CO., 74 Murray St., New York City
Chicago Office, 34 N. Clinton St.

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SEES-ALL MIRROR NEEDED BY EVERY AUTOIST

Attention is directed to the announcement of the Sees-All Manufacturing Company, who offer to send to any dealer or jobber one of their Sees-All Mirrors, so that he can try it on his own car and thus fully appreciate the advantages of having every car equipped with the Sees-All Mirror.

Ed. Kennard, president of the Sees-All Mfg. Co., has such confidence that it will appeal so strongly to every car owner and hence to every merchant and jobber, that he is willing to send one on "suspicion" as Elbert Hubbard would say, for a ten days' free trial, and if the merchant is not thoroughly satisfied that it is all that is claimed for it, he can return it without any obligation. If he keeps it, the price to merchants is $2.50. The list price on this mirror is $4.00, so that it carries a good margin of profit.

The merchant assumes no obligation in trying this mirror out on his own car to convince himself of its merits and quality.

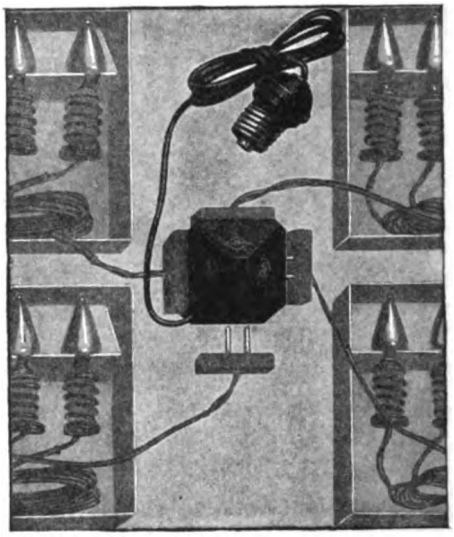
Correspondence may be addressed to the addresses given in the announcement of the Sees-All Manufacturing Company, where they have representatives conveniently located.

STERLING CHICAGO BRANCH

The Sterling Tire Corporation of New Jersey announces the opening of a western branch at 1509 S. Michigan Ave., Chicago. This move was made necessary when the Sterling Tire Corporation severed its connections with the Rubber Corporation of America.

Although it is the intention of the Sterling Corporation to open as few branches as possible so as to eliminate unnecessary expense and thus keep prices low and quality up, the Chicago branch is in the center of the tire section, and is well equipped to give service to the company's middle western customers. The capacity of the branch is a stock for 6000 tires. A power elevator carries automobiles and trucks directly to the stock room.

John C. Schultz has retired from the Wooster Hardware Co., Wooster, Ohio, but the firm name will remain the same.



THE DIAMOND-DE LUXE

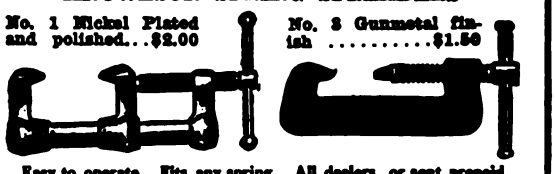
The Diamond Electric Specialties Corporation, Newark, New Jersey, are putting on the market the Diamond-De Luxe, a line of electric decorative outfits; it's designed to take the place of the sixteen, twenty-four or thirty-two light electric Christmas tree lighting outfits; eight-light sets can now be hooked up to get the required number of lamps merely by plugging into a four-way distributor block, just as one now plugs into any current tap. In place of the usual plug, the Diamond outfit is made with a connector. This connector plugs into the Diamond four-way distributor exactly as any parallel blade two-piece plug snaps together. Only these eight-light outfits and the distributors need be carried in stock, to be able to meet requirements for sixteen, twenty-four and thirty-two light outfits. If a customer wants a sixteen-light outfit, he merely snaps two eight-light outfits into a distributor and a sixteen-light outfit is made. If a twenty-four light outfit is desired, three outfits are snapped into the distributor. If a thirty-two light outfit is called for, four outfits are combined with a distributor. Another feature is that they can be added to at any time by the user. A customer buying a sixteen light outfit, and finding it too small, can purchase another eight-light outfit, snap it into the distributor and make a twenty-four light outfit. No tools or knowledge of electricity required.

The Pacific Coast representatives of the company are Myers & Schwartz, 75 New Montgomery street, San Francisco, California.

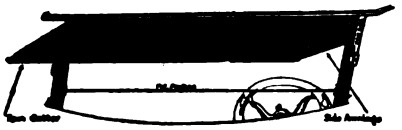
HARVEY BOLTLESS AUTOMOBILE SPRINGS
EASY RIDING GUARANTEED
HARVEY SPRING & FORGING CO., 1167 17th St., Racine, Wis.

SIOUX
Sioux Tools are the standard tools in garages everywhere for
REMOVING BUSHINGS
RE-FACING, RE-SEATING, GRINDING
ANY AND ALL SIZE VALVES
ALBERTSON & CO., Manufacturers, SIOUX CITY, IA.

IMPORTANT
SUPPLY HOUSES:
Write for our Exclusive Agency Proposition (HW) for your locality.
ALERT TOOL COMPANY
237-39-41 North Sixth St., Philadelphia, Pa.

KNOWLSON SPRING SPREADERS
No. 1 Nickel Plated and polished...$2.00
No. 3 Gunmetal finish $1.50

Easy to operate. Fits any spring. All dealers, or sent prepaid
Spring Leaf Lubricator Co., 1066 Forest Ave., Ann Arbor, Mich.

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New Era Visors Sell Quickly

because their merits are as plain as the side of a barn. Gutter that catches the rain and carries it to the ends of the visor. Metal awnings at ends. Baked-on black enamel outside and dull-green underneath. Interchangeable between open and closed cars. Adjustable when installed to height of driver's eyes. All metal, but extremely light. Prices are popular at $10 for steel—$15 for aluminum. Write for particulars.

NEW ERA SPRING & SPECIALTY CO.
65 Cottage Grove Ave., Grand Rapids, Mich.

NEW ERA
DeLuxe all metal VISOR

MOTOR MERCANTILE COMPANY

Wholesale Exclusively

Carrying Complete Stock of Automotive Parts Equipment and Supplies

EXCLUSIVE DISTRIBUTORS FOR THE FOLLOWING LINES

Metal Oil
Gearoso
Motile Tubes
Stromberg Carburetors
Wainwright Pistons
Stan-Par Perfection Springs
Spirex Radiators
H & D Shock Absorbers for Fords
Gabriel Snubbers
Gilmore Fan Belts
Kay Bee Spot Lights
Monoco Bronze
Monoco Tool Kits
Pemko Ignition Parts
Lockwood Seat Covers
Tire and Radiator Covers, Etc.
Fairbanks Garage Equipment.
Canedy-Otto Garage Equipment
Arrow Grip Chains
Du Pont Top Material
Laidlaw Seat Cover Material
DriKure Retreaders

And a Complete Line of Mechanics' Tools and Garage Equipment

New 1920 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY

115-117 South West Temple Street, Salt Lake City



Hardy's "Campers Friend"

A "Down to the Minute" Camp Outfit that Makes Camp Life Enjoyable

—As a running board box it carries a complete Camp Cooking Outfit, a two burner gasoline cook stove and a metal service box, in which to carry a complete dining service.

—The box is convertible in less than two minutes into a Camp Cook and Dining Table, having a top measuring 26½x33 inches and with two spacious shelves underneath for holding utensils, stove, etc.

—With the "Campers Friend" you stand up and cook with ease and sit down and eat in comfort.

—It eliminates the open camp fire for cooking purposes with all its disagreeable features.

—There's no more stooping and squatting in awkward and tiresome positions while cooking and eating.

—The most compact, practical and useful camp convenience ever offered the motorist who tours and camps.

—Dealers can make their camp equipment and sporting goods departments more profitable by stocking this "up-to-date" outfit.

Write for Prices and Illustrated Folder.

JOHN E. HARDY
PORTLAND, OREGON

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SENCA SAFETY RAZORS

The Geneva Cutlery Corp, Geneva, N. Y., manufacturers of Genco razors, announce a new safety razor of the hoe type which they are placing on the market. The Genco razor, it will be remembered, is of the standard or barber type.

One claim for the new razor is that of simplicity, there being but one part in addition to the blade. The ease with which the blade can be inserted and removed, the firmness with which it is held in the razor and the construction of the guard are other features that the Genco people hold for the new Senca razor.

The razor is of brass, heavily nickel plated and is packed in a black box lined with purple plush. There are small cartons for sharp and dull blades.

A complete equipment of especially built machinery has been installed in the Geneva plant for the manufacture of blades alone, and several secret processes of steel treatment are used.

The first of the line of Senca razors ultimately to be placed on the market is known as Model "A," and has been made to sell at $1.00, with interesting profits to both jobber and retailer.

BERMICO SHEATHING PAPER

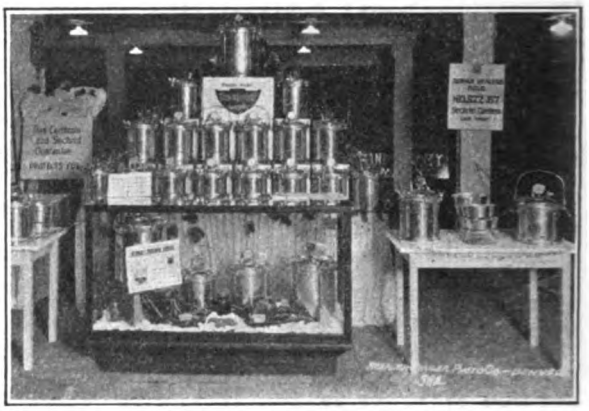
Attention is directed to our announcement on our last cover of Bermico Sheathing Paper, which when once sold is self-selling—that is the great reason why it appeals to every merchant and dealer. Bermico is not only made and sold right, but one could not pay any more than Bermico costs to any advantage.

It is made only from spruce wood fibre—clean and tough. It contains absolutely no filler, is sized with rosin, is weather-proof and non-porous and really insulates a building against the cold air of winter and the heat of summer.

Bermico is cheap only because it is a perfect sheathing paper sold at a fair price, and no other sort of cheapness is worth while to anyone.

The architect specifies Bermico because it safeguards his own work and pleases his client.

Samples with full information will be gladly sent to any of our readers upon request by addressing the manufacturers, the Brown Company, Portland, Maine.

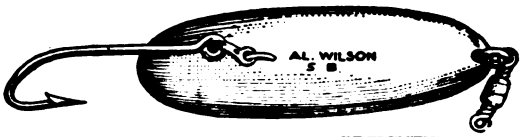


SECHRIST COOKER MOST POPULAR AT HOME

Very often the test of any industry, as well as an individual, is "popularity at home." Judged by this test the Sechrist Cooker is true and genuine, for a recent investigation showed that the sales of Sechrist Cookers in Denver totaled more in dollars than the sales of the most popular brand of aluminum utensils.

Here is a recent display of the cookers by the company, in connection with the Colorado Manufacturers' Exposition.

The Sechrist steam pressure cooker is manufactured by the Albert Sechrist Mfg. Co., Denver, Colo.



THE ONLY GENUINE
AL WILSON
SPINNERS
BASS SPOONS
CONNECTING LINKS
With the Safety Catch

Famous from Pacific to Atlantic for workmanship and material.

Order through your jobber Write us for catalog

AL WILSON CO., Williams Building, San Francisco

HONES
AMERICAN HONE CO.
OLEAN, N.Y.
LARGEST LINE OF RAZOR HONES IN THE WORLD

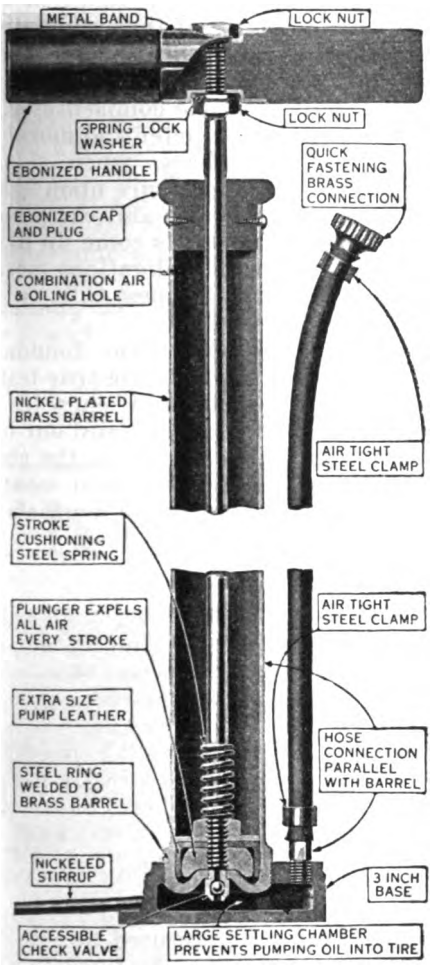
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QUICK-FILL TIRE PUMP

The "Coleman Quick-Fill" tire pump is the newest offering of the Coleman Lamp Company of Wichita, Kansas, to the hardware and garage trade.

Pressure pumps have been made by the Coleman Lamp Company for a number of years for its lamps, lanterns and lighting plants; and, answering the demand for a high-grade auto tire pump, the company is now placing on the market what is considered as the perfected single barrel pump.

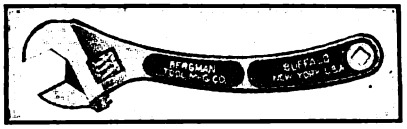
The Coleman Quick-Fill has a brass barrel that is heavily nickel plated, which prevents rust and corrosion. Charles E. Parr, sales manager for the Coleman Lamp Company, says that this brass construction and nickel finish is superior to steel barrel pumps with painted or enameled surfaces, which soon chip and then the steel is exposed to rust.



A new location of the check valve permits all the air in the tube to go past the valve into the tire instead of some of it being lost in the pump on the upward stroke. Consequently, there is no waste compression and more air with less strokes.

There are no threads on the pump barrel. The company's engineers point out that with threads cut on the tubing, there is always the risk of stripped threads and weakened barrel. Instead, the Coleman Quick-Fill pump has a strong steel ring sweated to the bottom of the barrel. The base is threaded on to this ring, thus giving the most strength where the pressure is greatest. The new style base has a large combination oil settling chamber and free air outlet, which prevents any oil being pumped into the tires.

The Coleman Quick-Fill pump is offered at a retail price but slightly higher than common pumps. The company is producing its new offering on a large scale and predicts that with the prestige of its Coleman Quick-Lite national advertising, the Quick-Fill will soon take its place among the leaders of the auto tire pump market.



IMPROVED ADJUSTABLE WRENCH WITH CURVED HANDLE

With a curved handle designed to fit the user's hand comfortably, the Queen City improved adjustable wrench is of interest to hardware dealers. It is made by the Bergman Tool Mfg. Co., Buffalo, N. Y.

This wrench with its scientifically designed curved handle makes it easy to get at hard places with more leverage and no chance to slip. Another improvement found in this tool is the greatly strengthened tongue or web of jaw which insures even distribution of strain over every part of the wrench.

The tool is made from drop forged steel, pack hardened and heat treated. The jaw is of special high tensile strength steel. The adjusting screw is case hardened and heavily knurled. The square hole in the handle serves as a solid set screw wrench.

The wrench is highly polished with black finish center web. This tool is made in five sizes.

THE KIND OF LUBRICANTS THE RACERS USE

Every car owner is interested in the kind of equipment and the choice of oil, gas and grease used by famous racing drivers. Especially is this true of lubrication.

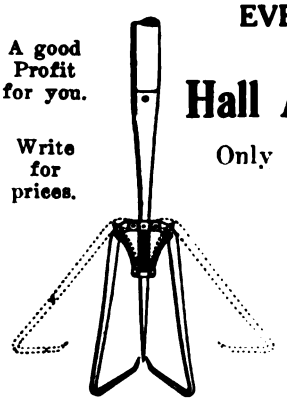
Proper lubrication, so vital to the performance and life of every car, is of special importance to racers. The terrific pace which the cars maintain and the long distance covered, develop heat and friction that quickly breaks down an ordinary grease and greatly handicaps the driver. Quite often he is forced to withdraw before the finish.

A significant detail of the big race run at Indianapolis on May 31 is that each of the nine drivers who finished used Dixon's lubricants.

As we go back over the years and recall such famous names as Chevrolet, Pullen, Rester, Disbrow, Richenbacker, Burman and scores of others, we are impressed with the fact that their choice also was Dixon's.

A good Profit for you.

Write for prices.



EVERY FISHERMAN NEEDS

Hall Automatic Gaff

Only Practical Gaff Made.
Weight, 20 oz.;
Length 17 in.

Hall Automatic Fish Spear and Gaff Co.

601-3 Boston Block
MINNEAPOLIS, MINN.

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Plumbing and Heating

ABILITY TO IMAGINE.

It is said that "well lathered is half shaven." The ability to do is largely the ability to imagine.

A man can do most anything that he can truthfully imagine himself doing, and vice versa.

Ask a man who can't imagine himself doing a certain job to do it. Fears by the dozen rise up in his mind to defeat him. Those fears not only fail to tell him that he can accomplish what he is asked to do, but they overwhelm him with reasons why he can't.

If you doubt this just try to imagine yourself doing something which you know you can't. You will very quickly fall short of accomplishing that feat of imagination. You can imagine only those things which you believe you could accomplish, if you were put into a position where it was your task to accomplish them.

But when you can imagine yourself doing a certain work; when you can work out in your own mind every little detail that is necessary to accomplish that work; when you can actually see yourself in imagination doing a certain thing and doing it well, there is no reason under the sun why you can't do it.

LOYALTY FIRST OF ALL

If you work for a man, in Heaven's name, work for him. If he pays you wages that supply your bread and butter, work for him; speak well of him; stand by him and the institution he represents. If put to a pinch, an ounce of loyalty is worth a pound of cleverness. If you must vilify, condemn and eternally disparage, why, resign your position, and when you are outside, damn to your heart's content. But as long as you are part of the institution, do not condemn it. If you do, you are loosening the tendrils that hold you to the institution, and with the first high wind that comes along, you will be uprooted and blown away in the blizzard's track, and probably you will never know why. —Hubbard.

Not "How much have you made?" but "How much have you done?" is the final question we will have to answer.

THE FOUNDATION OF BUSINESS

Character remains the foundation of business, even though much of that foundation may have crumbled to dust since the signing of the armistice.

"In the end," says one commentator, "business comes down to character and moral obligations. In ordinary times, when things are prospering, with little pressure upon character, men stick to their bargains and carry out their contracts. But when clouds come up like thunder and the fulfilling of obligations means loss, pretty much the whole business falls upon character."

So character not only is the foundation of business but its test as well. The true test comes in times like the present, and when the abnormal has given place to normal and our business once more sails on an even keel, the character which has stood the test of recent months will be the foundation upon which business of the future will go forward.

IT'S YOU

If you want to have the kind of home town
Like the kind of a town you like,
You needn't slip your clothes in a grip
And start on a long, long hike;
You'll only find what you left behind,
For there's nothing that's really new.
It's a knock at yourself when you knock your town;
It isn't the town—it's you.

You wouldn't expect, if you mined your soil,
Bumper crops that you used to get;
Nor aught but runts from feeding that stunts;
Nor payment without a debt.
One gets returns from what he earns—
Something must first be due.
If your town doesn't pay, look at it this way:
It isn't the town—it's you.

Real towns are not made by men afraid
The others will get ahead
When everyone works and nobody shirks.
You can raise a town from the dead,
And while you make your personal stake,
Your neighbors can make one, too.

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WHICH?
PEPTIMIST, OPTIMIST, PESSIMIST

It costs money to be a pessimist. Lots of things are liable to happen to you, and finally you will land in the hands of the doctor or the undertaker, and that costs money. Let's all be peptimists, and beat the doctor and the undertaker out of a job.

A peptimist, by the way, is an optimist who is putting in his best efforts to make things go the way he wants them to go, and keeps smiling at the same time. Pretty tough job sometimes, but well worth trying.

Some wise bird once said: Those men who try to do something and fail are infinitely better than those who try to do nothing and beautifully succeed.

Be interested in whatever your customer is telling you. Learn to listen with one ear trained on what the customer is saying, and the other seeking for an "opening" which will permit you to turn the customer's words to account. Use the customer's words as a means of pushing your wares. Interest in the small, every day affairs of their lives will prove a big aid in gaining their good will and the patronage of their friends.

A man's worst enemy is his own disinclination to do the things he knows he should.

Dependable Service Quality Goods

We are exclusive agents for

Homestead Quarter-Turn Blow-Off Valves
Witt Pump Governors and Regulating Valves

Durable { Valve Discs, Rod Packing, Sheet Packing, Union Gaskets, Gauge Glasses

Distributors of
Wm. Powell Valves and Specialties

The M. L. Kline Co.

Wholesalers
PLUMBING, HEATING AND STEAM SUPPLIES

84-86-87-89 Front Street, Portland, Ore.

Church White Pyralin Closet Seats



are made in our own wood working shop and covered with genuine white sheet Pyralin which is applied by our patented process and should not be confused with enameled or sprayed coatings.

The surface of Church Seats is non-porous and requires only soap and water for cleaning. They can never turn yellow, chip nor crack.

Write for Latest Catalog

C. F. Church Mfg. Co.

Makers of High Grade Bath Room Supplies
Holyoke, Mass.

New York San Francisco Chicago

These goods can be obtained from the leading jobbing houses in the West. Insist on them. If you cannot get them, address for information W. B. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by the leading jobbing and supply houses.

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M. L. KLINE'S NEW BUILDING

The photograph herewith indicates something as to the present extent of the M. L. Kline institution of Portland, and the facilities enjoyed by the customers of this splendid business institution in the prompt handling of their orders.

We were about to say that the growth of the house of Kline kept pace with the growth of Portland, but we believe we would be justified in even a stronger statement in stating that the Kline institution has in a measure, set the pace, as it is Mr. Kline's policy never to lag behind. It is typical of anything Mr. Kline undertakes he most successfully accomplishes, and no one does more to cooperate with their trade than does the house of M. L. Kline.

MULEOLOGY

The mule is patient, fond of work,
His virtues will bear sifting;
Besides, the business end of him
Is always so uplifting!

When a young man loses interest, his best girl loses her capital.

Most girls are conceited enough to think there are two excellent reasons for extremely short skirts, but the average person is inclined to think the larger number are afflicted with poor eyes and worse judgment.

Fair lady to undersized suitor: "How does it happen that you are such a little shrimp?"

The Shrimp: "As a child I was raised on condensed milk."

IMAGINATION OF CUSTOMERS

When your patrons are indifferent and show small tendency to be pleased by anything you show them, remember that you have one piece of ammunition in your belt which you can always use to good purpose. Appeal to their imagination. Talk about your goods from the standpoint of the benefit, advantage or pleasure they will give. The love instinct sells many life insurance policies, just because the insurance man appeals to the imagination.

It is natural and human nature to enjoy originating. The little child loves to build towers and buildings after his own fancy. The older child rejoices in making mud pies and in creating dramatic plays to work out his own fanciful ideas. He loves to be the pirate, the hunter of deer, the slayer of lions, but when we get older we are so likely to be lazy and to be satisfied just to follow and to drift along from day to day. It is the man who originates a plan of his own and puts it into execution, who works along fresh lines, who becomes a leader and profits as a result of his originality.

DECIDED TOO SOON

"Was papa the first man who ever proposed to you, mamma?"

"Yes; but why do you ask?"

"I was just thinking that you might have done better if you had shopped around a little more."

"A fair day's work for a fair day's wage," a fair article for a fair price—that's the watchword of good business.

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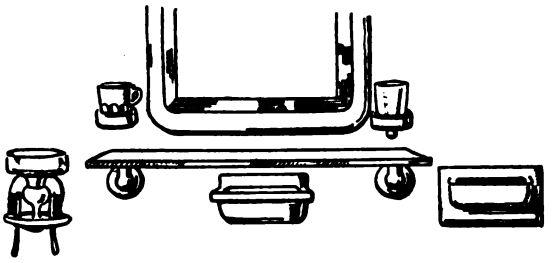
WHAT ARE YOU DOING TO INCREASE YOUR BUSINESS?

Ask the average plumber and he will often tell you that everybody knows that he is there, and that they know he is a plumber, but that isn't the real way of getting business. Business is not to be had by sitting back and waiting for it. Business can be developed; people need to be reminded of their needs, as well as all of the conveniences that can be offered.

How long do you suppose the department stores would stay open, unless they advertised constantly and persistently? They create a demand for a large part of their merchandise; even though people know what coats, suits, shirts, dresses and shoes are for, how much do you suppose these stores would sell unless they constantly reiterated and reminded their prospective customers of the advantages, the needs, the uses to which such goods are put?

Clothing is an everyday essential, and people would not be half so well dressed or look so well unless the department stores and clothiers did a great deal of work in educating and developing the trade.

This is equally true with the plumbing business. Here is a sample advertisement prepared by the Trade Extension Bureau Service, which is typical of the work and the cooperation that they will do with the plumbing trade to help them develop a larger business.



SOMETHING BESIDES A DRESS IS NECESSARY TO COMPLETE A WOMAN'S COSTUME

By the same token, it takes something besides a bath tub, lavatory and stool to complete a bathroom.

Of course, you can "get by" with these alone, but—

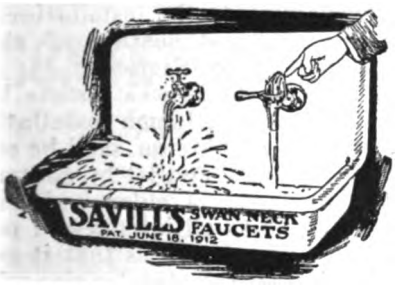
Water glass holders, tooth brush holders, mirrors, soap dishes, towel racks, toilet paper holders, etc., add a touch of convenience that makes the bathroom really modern.

A complete stock of small fixtures is here for your convenience.

(Your Name Here)

Phone 000 **000 Modern St.**

At the recent convention of the Washington State Master Plumbers' Association, held at Spokane, J. E. McCormick was elected president of the association, Jerry Ward of Seattle vice-president, A. M. Goodard of Tacoma treasurer.



Sold by Jobbers of Plumbing Supplies Everywhere

OVER 1200 PHILADELPHIA PLUMBERS

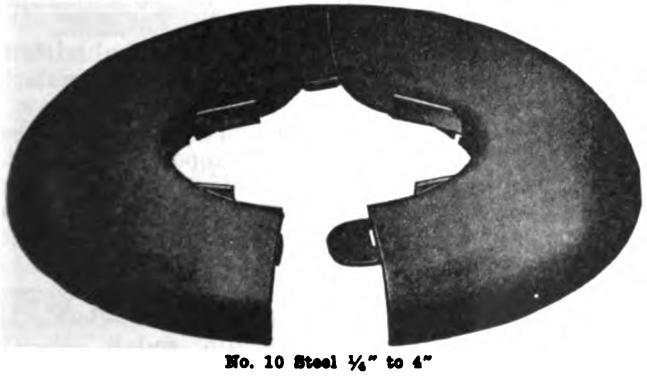
ARE USING AND SPECIFYING

SAVILL'S SWAN-NECK FAUCET

Full-stream flow in a fraction of a minute.
Gentle half-turn either way operates.
Protective Stop on handle. Saves pinching.
Best red brass, 85% copper. Saves replacing.
Long nozzle-outlet. Saves splashing.

THOMAS SAVILL'S SONS, Wallace and Watts Sts., Philadelphia, Pa.

Send postal card for catalogue showing 23 styles.



No. 10 Steel ¼" to 4"

Plates that Please

ORDER NOW

and be ready with a stock

Increasing Demand for "B & C" Styles

Catalog on request

THE BEATON & CORBIN MFG. CO.

Largest and Oldest Plate Company in the World

Pacific Coast Representative
W. ERWIN GILCHRIST
681 Market St.
San Francisco, Cal.

SEE OUR CATALOGUE IN SWEETS

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CALIFORNIA MASTER PLUMBERS CONVENTION

Of all conventions held by the State Association of Master Plumbers of California during twenty-one years, none was so largely attended, none excelled in the faithful and earnest attention of the delegates and members; and, as for the ladies, why they outnumbered their escorts at the recent Yosemite Valley meeting.

It being necessary to hold a business session previous to the customary open-session, state president, Francis C. Schilling of Los Angeles called the delegates to order, and briefly outlined the business to be transacted.

By previous arrangements the Credential Committee were enabled to render a progressive report to the chair and then announced the convention in regular session and he named the personnel of the several business committees, among which was the committee on resolutions. Messrs. A. Coleman of San Francisco, chairman, and members L. Mellinkoff of Los Angeles, Hateley of Sacramento, B. A. Newman of Fresno, and H. S. Johnstone of San Diego. On the auditing committee, Messrs. Cary, Timmons and Goss served.

Following these preliminaries, the annual financial report of the state treasurer, Frederick A. Wilson, and of state secretary, John L. E. Firmin were read and referred to the auditing committee. These reports showed that notwithstanding the very heavy and unanticipated demands made on the funds during the past fiscal year, that, taking all in all these balances compared more than favorably with those of last year.

President Schilling called attention to the fact that by the kind consideration of Mr. Woolley, manager of the National Trade Extension Bureau, the bureau would be represented by Mr. Bateman, who would address the delegates on several interesting topics. The chair then introduced Mr. Bateman, a gentleman well equipped to intelligently and interestingly discourse. At this discourse, he spoke on "How to Secure Profitable Business" and "How to Know Profitable Business as Against Unprofitable Business," and so well did he explain his views that at the conclusion, the convention conferred a vote of thanks.

A pleasing incident was noted by President Schilling when he referred to the fact that there were eleven past state presidents honoring the present occasion with their presence, and now, the chair introduced Mr. Frank J. Klimm, the state president of 1911-12.

In a very pleasing and instructive address, Mr. Klimm carried his hearers with him whilst speaking to his subject, "The Merits and Value of Co-operation."

The convention now resumed regular order of business, several additional resolutions were placed in the regular course, and then, President Schilling relinquished the chair to State Vice-President Dixon, whilst he read his annual report. The report contained several recommendations, the pith and body of which were incorporated in the resolutions adopted by the convention; the feature eliminating the custom of the state executive board holding a mid-year session, as recommended by the president is a notable departure, and it would appear that only experience can determine the merit.

National Director J. Hokom of Los Angeles informed the convention that by the courtesy of the Trade Extension Bureau its representative, J. C. Greenberg, now covering Washington and Oregon, has arranged an itinerary covering California, and that by co-operation of the incoming state executive board, the light of business education will be spread over California in a direct and highly profitable manner.

Responding to the chair's announcement, Mr. Bateman renders that which properly may be termed a lecture on the principles of heat, and practical application to the heating of human habitations, more particularly such as are schools where children congregate. The gentleman described the chemical-natural components of our common atmosphere and their proportions relative to human environments. The general impressions derived from the gentleman's presentations were that, comparing the three methods of heating appliance now most commonly installed, they form a sanitary viewpoint rated: first, hot water systems; secondly, steam systems; lastly, gas appliances.

A question pertaining to the installation of the plumbing, lighting and heating of state buildings was answered by Secretary Firmin to the effect that while there was a state law making it mandatory that all such installation exceeding a nominal specified sum, shall be submitted to open competition and let by contract to the lowest bidder, yet, a rider had been quietly legislated which to all intents and purposes killed the law. Inasmuch as that it now is entirely optional with the state engineering department as to whether the installation shall be done by the state itself and as "day's work" or by some other way, and to the disadvantage because it does not enjoy the betterments derived from open, fair, competent and experienced competition.

Past State President Graham submitted a long report on the subject matter of legislation relative to the desired state plumbing law to take the place of that which the appellate court recently abrogated. This report showed that Mr. Graham and his co-adjutors had devoted much labor and thought to the matter, but that, in the opinion of Mr. Graham, present conditions are not favorable.

Past President Schilling rendered the gavel to the keeping of state president-elect, Mr. Harry Dixon of Sacramento, and in graceful language wished him success and assured him

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California Master Plumbers and their families in annual convention at Yosemite.

of hearty co-operation. President-elect Dixon briefly and happily responded, and the election of the balance of the candidates proceeded in the unanimous election of the candidates.

Delegate Carlow of Sacramento bid the 1922 state convention welcome in that city and, by acclamation, loudly pronounced, the fraternal invitation was accepted.

Prior to the taking up of the election of officers, Mr. Bateman again addressed the delegates speaking on the subject "overhead." The gentleman by charts, figures, and his running argumentive comments explained the erroneous conceptions so commonly prevalent and by his deductions, laid his conception of the underlying principles and practical application thereof relative to "overhead," "turn-over" and "volume" clearly before his audience.

The officers elected were as follows:

State president, H. Dixon, Sacramento, who, ex-officio will represent the State Association as a delegate to the national convention, New Orleans.

State vice-president, D. A. Deacon, San Diego.

State treasurer, F. A. Wilson, San Francisco.

Members of the state executive board, A. M. P. C.:

John Hokom, national director, Los Angeles.

A. R. Benedict, Pasadena.

H. G. Newman, Oakland.

F. C. Schilling, past president, Los Angeles.

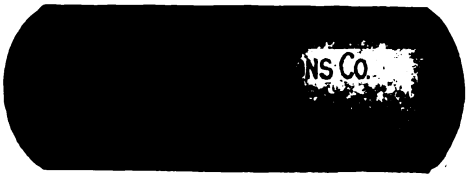
John L. E. Firmin, state secretary, San Francisco.

R. W. Mackie, secretary's assistant, San Francisco.

SCAIFE "Copper-Brazed"

TANKS

For Air, Gas and Liquids



Pneumatic and Storage Tanks

Range Boilers, Riveted or Welded

SEND FOR CATALOGUES

WM. B. SCAIFE AND SONS CO.

PITTSBURGH, PA.

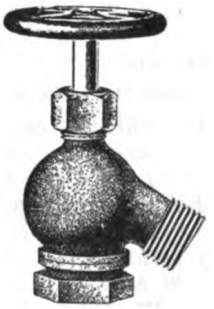
38 South Dearborn St. Chicago, Ill.

Garden Hose Valves

OF

Recognized Quality

Which command repeat orders for you



Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., *Erie, Pa.*

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.

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Vincent W. Guercio, honorary secretary's assistant, Los Angeles.

Resolutions adopted by the State Association of Master Plumbers of California, N. A. M. P.:

Resolution No. 1

Whereas, The requiring of the installation of sanitary conveniences, and of water supply, not definitely specified, nor shown on the plans, causes considerable loss and expense;

Now, Therefore, Be It Resolved, That we recommend that our state office shall take up this subject matter in a communication addressed to the chapter of architects of California, asking its co-operation with a view of correction;

And, We Further Recommend, That the various locals affiliated with our state association, shall, in every proper way, assist our state office in these premises and furnish it such useful data as may be at their command.

Resolution No. 2

Whereas, The Portland, Oregon, Master Plumbers' Association, by a unanimous vote, has decided to make a bid for the 1925 national convention, and has asked individual, local and state associations' co-operation to the end of securing this 1925 convention for Portland; and,

Whereas, The Atlantic-Pacific Highways, and the Electrical Exposition will be held in Portland during 1925, when the low railroad fares which will then be in effect, will greatly reduce the cost of attending the convention;

Now, Therefore, Be It Resolved, That this, the State Association of Master Plumbers of California in convention assembled at Yosemite Valley, May 19-21, 1921, does heartily indorse the proposition that our national convention of 1925 shall be held at Portland, Oregon; and,

Be It Further Resolved, That an official copy of this resolution No. 2, shall be sent to the national association when assembled in its thirty-ninth annual convention at New Orleans, Louisiana, June 7, 8, 9, 1921, and that a copy shall also be sent to the Portland, Oregon, Master Plumbers' Association.

Resolution No. 3

Whereas, The Trade Extension Bureau, and the manufacturers and the wholesale jobbers, in their endeavor to assist the master plumbers in conducting their business on sound business lines by advocating the sale of sanitary appliances, and the establishing of expensive show rooms;

And, Whereas, We believe that considerable good has been accomplished, and that, the measures taken are in the interest of the welfare of the general public;

Now, Therefore, Be It Resolved, That this convention assembled through its executive officers, shall ask the jobbers of the state for their sincere and full co-operation in carrying out the ideals as advocated by the Trade Extension Bureau and the manufacturers and jobbers of the United States, so that the work may be continued; and,

It Is Further Recommended, That the various locals, through their educational committees shall co-operate with the state executive board in this progressive movement.

Resolution No. 5

To the purpose of maintaining the interest of members, to enlarge our membership, to establish new local associations, and to place our finances on a sound basis so that these ends may be successfully carried out;

Be It Resolved, That a budget shall be established and approved of by this and following conventions; and,

That, The state shall be divided into a number of districts or zones, not less than ten (10) in number, and that these districts or zones shall be under the direction of the state executive board.

Resolution No. 6

Be It Resolved, That, in the interest of economy, and for the promotion of the association's welfare, that the customary mid-winter meeting of the state executive board shall be abolished, and that, in lieu thereof, the state secretary shall furnish the state president and each member of the state executive board, a monthly report showing the increase and decrease of membership, and of per capita paid and owing, and such other matters as may be offered by the state executive board.

Resolution No. 7

Whereas, It is contrary to the rules of this state association for jobbers of plumbing supplies to be elegible or to hold membership therein;

And, Whereas, Certain of our members have become jobbers and still claim membership in this organization;

And, Whereas, It is our wish to retain them as members;

Now, Therefore, Be It Resolved, That this organization advise such said members that their practice of jobbing plumbing supplies in competition with regular jobbers is detrimental to this organization, and that therefore, we request them to cease such practice.

BESTOV ELECTRICAL APPLIANCES

Attention is directed to the announcement of the Bestov Manufacturing Company on our inside cover this month.

While located in the West, their products are distributed by jobbers and dealers in all parts of the United States. They have developed a line of electrical appliances that a merchant can recommend with every confidence and satisfaction that it will please and increase his trade.

They will be glad to give full information to any of our readers on request, and to furnish their descriptive matter and catalog illustrating their entire line.

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Suggestions for Plumber's Windows

THE most effective windows are those which exhibit a single idea. There are a number of reasons why this is so. The whole window breathes of such goods, when only a single idea is shown. It is a characteristic of the human mind to be interested in and to remember that thing which can be easily comprehended. Hence the simple single-idea window has the best chance to make a lasting impression. For instance, when bath rooms, heat regulators, etc., are featured, each by an individual display, some particular group of buyers is reached with each display.

It is much easier to attractively dress a window based on a single-idea than to successfully make a miscellaneous display. A single-idea display can also be made more thorough than if a variety of goods are shown at the same time. Furthermore, with single-idea displays, the contrast, when the window display is changed, is so strong that the mere change itself attracts attention.

A single-idea display should be changed often. Now and then it is well to show a miscellaneous display for the sake of variety, as variety also attracts attention. After the miscellaneous display, return to the single-idea display.

Don't depend only upon the attractiveness of the merchandise displayed to catch and hold the interest of the passerby. Be constantly on the alert for new ideas and new ways to present goods. Pick up local and national events and connect the "something everybody is talking about" with your window trim. A little money spent for these special settings will be quickly regained in increased sales.

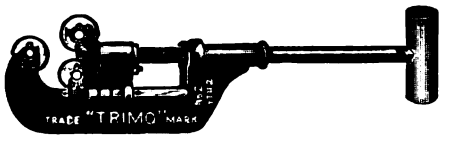
Every holiday and season should be reflected in your window displays. When a merchant keeps abreast of the times by installing such displays, he is looked upon as a wide-awake, up-to-date business man in his community. Patrons flock to such a store and his windows become the talk of the town. Although this is true of the larger cities, it is particularly true, therefore more valuable, in the smaller towns.

And do not overlook the display possibilities of materials that do not seem to possess any value of display, such as pipe, fittings, valves, brass goods, etc. A little thought and effort will often produce displays that have real selling value.

Many manufacturers of plumbing and heating equipment regularly supply suggestions for displaying their materials and these suggestions should always be used. To derive the greatest benefit from such suggestions, each one should be carefully worked out in detail. The little



Trimo Pipe Wrench
in steel or wood handle.



Trimo Pipe Cutter
one or three wheel

The Word TRIMO

stands for good tools made by the Trimont Mfg. Co., which are the following:

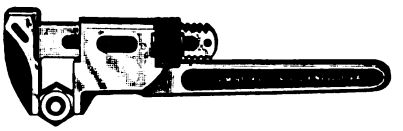
The Trimo Pipe Wrench
The Trimo Chain Pipe Wrench
The Trimo Monkey Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make the **Trimo Pipe Wrench** superior are the **Spiral Spring,** always in place, the **Steel Frame,** that will not break, the **Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle, that can be replaced when worn. **Save time and money and buy Trimo tools,** made by

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.



Trimo Chain Wrench
Eight sizes, take pipe ⅛" to 15"



Trimo Nut Wrench
steel handle only

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extra time and money spent will be well worth while.

Window Demonstration

Don't forget that animation in a window display instantly grips attention. Hence the success of window demonstrations. Fans arranged to blow ribbons or foliage, small motor-driven devices, moving signs, flashers, turntables, etc., all offer ample means for introducing motion into displays. The motion-display to be effective, however, must be linked with the merchandise and should embody a selling idea. Otherwise it may attract attention, but fail to make sales.

The first object of a show window is to attract attention; the second is to hold that attention long enough to create interest and desire for the goods. displayed. One of the most effective ways of attracting attention is the use of colors. However, we must be careful, lest we make our windows repulsive and thus psychologically drive customers away through lack of color-harmony.

Color Harmony

The surroundings, even the seasons of the year, will have considerable bearing on the choice of colors. For instance, we all know that a red danger signal attracts attention very quickly, but it would be inadvisable to use as much red during August as at Christmas time. However, very inharmonious colors may be used in a small way for special effects, just as discords are used in music to create certain emotions.

It is well to remember that color attracts a woman to a window when nothing else will. But it must be a harmony of well selected colors, not a jumble of all colors mixed together.

One reason why color is so effective in window displays, is that it stimulates imagination, whereas black and white only tax it. Memories, associations, desires are instantly awakened by color, hence color multiplies and intensifies the meaning of a picture or display.

The use of artificial flowers to get color in a window is an inexpensive way to accomplish desired results. For instance, a display of bath room jewelry against a blue background and a vase or basket of golden yellow flowers, would get instant attention. And what is more, goods displayed in such surroundings do not seem high in price, whereas in the ordinary display prices might seem out of reason. It is much better to display things of this sort as a jeweler displays silver, instead of the way a hardware dealer displays saws and hatchets.

Generally speaking, a window dressed with pure contrasting colors is more attractive than one in which only tints are used. Color contrasts can be used effectively in advertising, whereas in a work of art for a drawing-room they would be ridiculous.

In the art of window dressing, color harmony is very important, but the novice will soon arrive at a working knowledge through observation and experience. Remember, however, that the surroundings and merchandise displayed will directly alter fixed rules.

Never allow a display to stand longer than a week, or two weeks at the most. Few people give more than a passing glance to a display seen once or twice before. Hence the necessity for new and novel ideas in window trimming which will always get fresh attention.

And another thing, do not change trims on Monday or Tuesday. Experience has shown that many people who see show windows Saturday evening and Sunday go out on Monday or Tuesday to buy something that had attracted them. If the windows are changed, they are unable to locate the store and the purchase is not made. Thursday is the best day to change the window trim.

Don't endanger the effect of the display by letting the window pane get too dirty. Have your windows washed at least once each week.

NEW CINCINNATI BRANCH

The Chicago Granitine Mfg. Co. have just opened a new branch at Cincinnati. They are prepared to make immediate shipments of their granitine laundry trays of their Ajax and Princess lines.

The new factory is located at 919-21 West Fifth Street.



Revolving Cabinets

PLUMBERS, Hardware Dealers, Dealers in Auto Supplies, find our Cabinets invaluable. By using our Cabinets your stock is kept in good shape, clean, and where you can place your hand on any article instantly. They pay for their cost in saving of time. Made in various styles and sizes. Sold by all jobbers.

American Bolt & Screw Case Co.
Dayton, Ohio



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No. 208 Torch
List Price, Each $17.00. Ask for Discount

You Save Money

by buying the most economical Torches and Fire Pots. The C. & L. Tools produce more heat and burn less fuel than other makes, enabling the operator to do more and better work at less expense. It pays to BUY THE BEST. The maker's guarantee stands behind every Tool which leaves our factory. Let us convince you. Try the No. 208 DOUBLE BLUNT NEEDLE TORCH. It is sure to please. Jobbers supply at factory price. Catalog sent upon request.

CLAYTON & LAMBERT MFG. CO.
10611 Knodell Ave. Detroit, Mich., U. S. A.

GENUINE

ARMSTRONG STOCKS and DIES



PIPE CUTTERS

Malleable Iron Pipe Vises

MANUFACTURED BY

THE ARMSTRONG MFG. CO.
276 Knowlton St.
BRIDGEPORT, CONN.
New York Office: 248 Canal St.



Nye the Die Man

A Jackass Is All Heels —A Bulldog All Jaw!

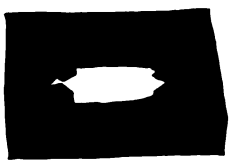
A jackass is a pessimist, and kicks;
A bulldog is an optimist, and hangs on!
A jackass listens to what others say;
A bulldog watches what others do!

Be a Bulldog!

Speed up work, cut down costs—and hang on!
Use the best tools, do the best work—and hang on!

The Nye Die

Is the bulldog of dies—it hangs on!
It cuts pipe and cuts costs.



Nye Solid Die

The Nye Tool & Machine Works
108-128 No. Jefferson St.
Chicago, Ill.



Nye Armstrong Die

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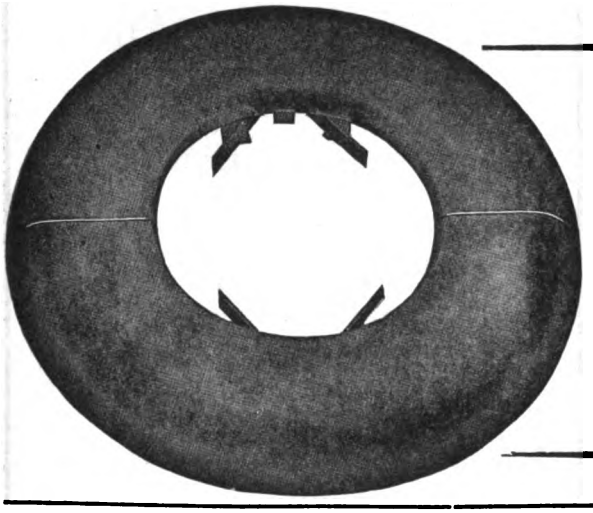
ONE MORE CUSTOMER LOST

It must have happened in the days before prohibition. The editor of a small newspaper, inspired by three or four fingers, in describing a fair young bride, wrote: "Her dainty feet were encased in shoes that might have been taken for fairy boots." But the compositor who set it had gotten far beyond the condition of inspiration, and it appeared in print: "Her dirty feet were encased in shoes that might have been taken for ferry boats."

About the only thing the nations have in common now is a deficit.

Sign in restaurant: "Economize!—use only half a spoonful of sugar and stir like hell; we don't mind the noise."

A woman recently petitioned the courts to allow her to spend her husband's sentence with him in prison. Some women are forever taking the joy out of life.



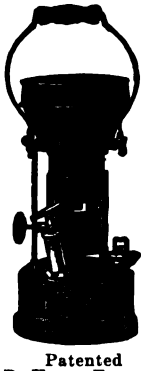
THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

The Beaton & Cadwell Mfg. Co.
NEW BRITAIN, CONN.

New York Office and Store, 284 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, J. R. Devereux, New Birks Building, Montreal, Quebec, Canada.

SEE OUR CATALOGUE IN SWEETS



Patented
B Kero. Furnace

Making Good Tools For 45 Years

During that period we have increased our business greatly. WHY? Because so many mechanics have been convinced of the quality and merits of our line.

Have you ever tried the "ALWAYS RELIABLE" furnaces, braziers and torches? If not, why not?

He who hesitates is lost. Place a trial order at once with your nearest dealer and convince yourself. After you have done that you will always be a satisfied user of our tools.

Jobbers supply at factory prices.

OTTO BERNZ CO., Newark, N. J.



No. 208 Torch
List Price, Each $17.00
Ask for Discount

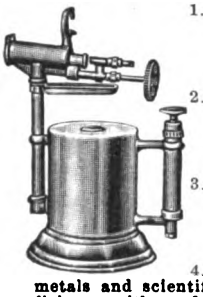
YOU CANNOT INJURE THE BURNER

of the No. 208 DOUBLE BLUNT NEEDLE TORCH by enlarging the orifice. The two BLUNT POINT NEEDLES do away with this trouble. The upper needle cleans. The lower needle regulates. This burner will burn either kerosene or gasoline, by changing the Jet Block, and will produce 200 to 300 degrees more heat than other makes. It is economical in the use of fuel. Jobbers supply at factory price. Send for catalog.

Clayton & Lambert Mfg. Co.
10611 Knodell Ave.
Detroit, Mich., U. S. A.

Why TURNER?

5 Reasons for "Turner New Line Blow Torches"



1.—The Baffle in the Burner Tube (TURNER PATENT), which perfectly "gasifies" the present-day heavy gasoline or kerosene.

2.—The Separate Adjusting Needle (TURNER PATENT), which prevents enlarging the fuel opening. Shut-off below prevents corrosion.

3.—The Flared Tube Air Intake (TURNER PATENT), which automatically gives correct proportions of air and fuel, regardless of size of flame used.

4.—Light Weight. High grade metals and scientific design give strength and efficiency without dead weight. Continuous use does not tire operator.

5.—No clogging. Ordinary torches clog quickly. We burned two NEW LINE Torches, one on gasoline and the other on kerosene, ten hours a day for two months with no trouble from clogging.

Will you try a TURNER NEW LINE BLOW TORCH at our risk?

Will you find out for yourself if you are wasting time and money on ordinary Blow Torches?

Ask your Jobber, or SEND TO US for a TURNER NEW LINE BLOW TORCH.

If three days' practical use fails to convince you that it is the best Blow Torch you have ever used, you may return it at our expense for shipment both ways, and the demonstration will not have cost you a cent.

(Sample Torch will be billed through your Jobber if you decide you can't get along without it.)

PRICES NO HIGHER THAN FOR ORDINARY TORCHES.

Just tear out this ad., write your name and address on the margin and mail to us.

THE TURNER BRASS WORKS - Sycamore, Illinois
Fifty years of manufacturing experience.

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PLUMBING GOODS—RETAIL SELLING PRICES

The following are the present market selling prices (corrected up to the time of going to press) of various lines of plumbing goods, ruling in some of the larger western cities. At the request of some of our subscribers among the plumbing trade in interior and smaller towns and cities, who do not have the opportunity of checking up their prices and costs often, we are giving these prices as some we have obtained that are being charged by plumbers in the larger cities. These prices are usually based on the cost of goods, plus the overhead or cost of doing business, usually ranging in the neighborhood of 25 per cent. Where plumbers are some distance from their source of supply, freight and transportation charges would naturally be added. We will be glad to receive suggestions and corrections as to any errors or omissions, or any further information that might be desired, will be gladly answered.

PIPE—Standard Wrought Steel—Random Length—
Black—Per 100 feet—⅛-in., $5.15; ¼-in., $5.50; ⅜-in., $5.50; ½-in., $7.10; ¾-in., $8.95; 1-in., $12.75; 1¼-in., $17.35; 1½-in., $20.60; 2-in., $27.75; 2½-in., $45.55; 3-in., $59.60; 3½-in., $77.55; 4-in., $92.00; 4½-in., $111.20; 5-in., $129.35; 6-in., $168.00; 7-in., $233.35; 8-in. (25-lb.), $244.00; 9-in., $337.35; 10-in. (32-lb.), $366.70; 11-in., $497.35; 12-in., $470.70.
O. D. Steel Pipe, ⅜-in. Wall—14-in., $853.35; 16-in., $973.35.
Galvanized—Per 100 feet—⅛-in., $7.35; ¼-in., $7.90; ⅜-in., $7.90; ½-in., $8.50; ¾-in., $10.90; 1-in., $16.00; 1¼-in., $21.50; 1½-in., $25.70; 2-in., $34.55; 2½-in., $56.55; 3-in., $73.95; 3½-in., $95.20; 4-in., $112.80; 4½-in., $136.55; 5-in., $160.00; 6-in., $206.70; 7-in., $286.70; 8-in. (25-lb.), $306.70; 9-in., $568.00; 10-in. (32-lb.), $577.35; 11-in., $762.70; 12-in., $741.35.
Plugged and Reamed—2-in., $41.50; 2½-in., $67.90; 3-in., $88.70.

ELBOWS—Black Cast Iron Elbows—¼-in., 10c each; ⅜-in., 10c; ½-in., 10c; ¾-in., 14c; 1-in., 18c; 1¼-in., 28c; 1½-in., 34c; 2-in., 48c; 2½-in., 85c; 3-in., $1.28; 3½-in., $1.79; 4-in., $2.04; 4½-in., $1.98; 5-in., $3.40; 6-in., 4.68.
Black Cast Iron 45° Elbows—¼-in., 12c each; ⅜-in., 12c; ½-in., 12c; ¾-in., 17c; 1-in., 21c; 1¼-in., 33c; 1½-in., 41c; 2-in., 58c; 2½-in., $1.02; 3-in., $1.53; 3½-in., $2.13; 4-in., $2.47; 4½-in., $3.74; 5-in., $4.25; 6-in., $5.87.
Reducing—⅜-in., 10c each; ½-in., 12c; ¾-in., 16c; 1-in., 21c; 1¼-in., 31c; 1½-in., 39c; 2-in., 54c; 2½-in., $1.02; 3-in., $1.45; 3½-in., $2.04; 4-in., $2.38; 4½-in., $3.40; 5-in., $3.91; 6-in., $5.36.
Cast Iron Elbows, Right and Left—¼-inch, 10c each; ⅜-in., 10c; ½-in., 12c; ¾-in., 16c; 1-in., 21c; 1¼-in., 31c; 1½-in., 39c; 2-in., 54c.

TEES—Black Cast Iron Tees—¼-in., 14c each; ⅜-in., 14c; ½-in., 16c; ¾-in., 21c; 1-in., 26c; 1¼-in., 39c; 1½-in., 50c; 2-in., 70c; 2½-in., $1.24; 3-in., $1.87; 3½-in., $2.55; 4-in., $2.98; 4½-in., $4.34; 5-in., $5.10; 6-in., $6.80.
Reducing—Largest opening governs size—⅜-in., 16c each; ½-in., 17c; ¾-in., 24c; 1-in., 29c; 1¼-in., 46c; 1½-in., 56c; 2-in., 80c; 2½-in., $1.41; 3-in., $2.15; 3½-in., $2.98; 4-in., $3.40; 4½-in., $5.02; 5-in., $5.95; 6-in., $7.82.

CROSSES—Cast Iron—½-inch, 27c each; ¾-in., 38c; 1-in., 46c; 1¼-in., 72c; 1½-in., 90c; 2-in., $1.28; 2½-in., $2.21; 3-in., $3.40.
Reducing—½-in., 31c each; ¾-in., 43c; 1-in., 51c; 1¼-in., 78c; 1½-in., $1.02; 2-in., $1.41; 2½-in., $2.47; 3-in., $3.74.

Y BENDS—Cast Iron—½-in., 34c each; ¾-in., 48c; 1-in., 58c; 1¼-in., 92c; 1½-in., $1.12; 2-in., $1.60; 2½-in., $2.82; 3-in., $4.25; 3½-in., $5.95; 4-in., $6.80.

RETURN BENDS—Cast Iron—Close Pattern—½-in., 31c each; ¾-in., 34c; 1-in., 38c; 1¼-in., 48c; 1½-in., 68c; 2-in., 97c; 2½-in., $2.04; 3-in., $2.89; 4-in., $8.50.
Close Pattern, Right-Left—½-in., 36c each; ¾-in., 39c; 1-in., 44c; 1¼-in., 56c; 1½-in., 78c; 2-in., $1.12; 2½-in., $2.38; 3-in., $3.32; 4-in., $8.93.
Open Pattern—¾-in., 44c each; 1-in., 51c; 1¼-in., 68c; 1½-in., 94c; 2-in., $1.36; 2½-in., $2.30; 3-in., $2.74; 4-in., $11.05.
O. P. Right-Left—¾-in., 51c each; 1-in., 60c; 1¼-in., 78c; 1½-in., $1.09; 2-in., $1.57; 2½-in., $2.64; 3-in., $4.25.
(Bath Tub Prices Less Fittings)

BATH TUBS—K64, C370, P1990, Essex, on Feet, 4-ft., $44.00; 4½-ft., $44.00; 5-ft., $42.00; 5½-ft., $47.50; 6-ft., $66.70.
K57, C360, P1991, Essex, on Base—4½-ft., $55.50; 5-ft., $55.50; 5½-ft., $61.50; 6-ft., $82.70.
K80, P1993, Knickerbocker—5-ft., $45.50; 5½-ft., 53.50.
K10 to K10¼, P2160 to P2173, Conred Enam. Allover, Cardinal—4½-ft., $76.00; 5-ft., $80.00; 5½-ft., $86.70.
K10 to K10¼, P2160 to P2173—Conred, Enameled Inside, Cardinal—4½-ft., $60.00; 5-ft., $64.00; 5½-ft., $70.70.
K10½, P2180 to P2186, Recona, Enam. Allover, Cardinal—4½-ft., $72.00; 5-ft., $74.70; 5½-ft., $81.50.
K10½, P2180 to P2186, Recona, Cardinal (Enam. Inside)—4½-ft., $60.00; 5-ft., $64.00; 5½-ft., $70.70.
F12 to F15, C316 to C319, P2305 to P2313, Pembroke, Viceroy, Sierra (Corner)—4½-ft., $90.70; 5-ft., 94.70; 5½-ft., $102.70; 6-ft., $133.50.
F16 to F17, C320 to C321, P2315 to P2318, Pembroke, Viceroy, Sierra (Recess)—4½-ft., $81.50; 5-ft., $86.70; 5½-ft., $94.70; 6-ft., $128.00.
F10 to F11, P2319 to P2322, Pembroke, Viceroy (Pier)—5-ft., $199.50; 5½-ft., $141.50; 6-ft., $157.30.
F7 to F8, P2380 to P2388, Woodmere, Imperator (Corner)—5-ft., $177.50; 5½-ft., $184.00.
F9, P2390 to P2393, Woodmere, Imperator (Recess)—5-ft., $166.70; 5½-ft., $177.50.
F5, Imperator (Standing Pattern)—5-ft., $261.50; 5½-ft., $278.70.
F6, Imperator (Wall Pattern) 5-ft., $230.70; 5½-ft., $244.00.

BATH TUBS, PORCELAIN—H5015, 2028N, Regular selection, light weight, Corner—5-ft., $145.35; 5½-ft., $158.35.
H5015, 2028N, Special selection, light weight, Corner—5-ft., $177.00; 5½-ft., $198.35.
H5020, 2029N, Regular selection, light weight, Recess—5-ft., $133.33; 5½-ft., $146.70.
H5020, 2029N, Special selection, light weight, Recess—5-ft., $166.70; 5½-ft., $183.35.

SHOWER RECEPTORS—K112, P2510, with Strainer and Waste—36x36-in., $84.00; 42x42-in., $112.00.
K108, P2511, with Strainer and Waste—36x36-in., $113.50; 42x42-in., $150.70.
K107, P2512, with P2530 Drain—38x38-in., $149.50.
K105, P2525, with P2530 Drain—36x36-in., $120.00; 42x42-in., $153.50.

SHOWER MIXING VALVES—NC1, H15, P2745, $80. NC1, H12, P2746, $30.00. NF1, H10, P2747, $30.00. P2748, $30.00.

SHOWERS—

H965, P2766, Shower and Rose Sprays	$110.00
H1014, P2771, Shower and Needle Bath	109.00
NF1200, H911, P2790, Shower	60.00
H909½, P2791, Shower and Shampoo	76.00
NC100, H952½, P2803, Shower	33.40
H953½, P2804, Shower	32.70
NC1100, H954½, P2807, Shower	42.00
NC1100 (with stops), H954½, P2807, Shower	41.40
H943½, P2815, Shower	55.40
H944½, P2816, Shower	53.40
H945½, P2819, Shower	64.00
H946½, P2820, Shower	62.65
NC1100½, H956, P2821, Shower and Shampoo	52.00
P2823, Shower and Shampoo	60.00
H1402, P2826, Shower	18.70
H1406, P2827, Shower	17.40
H1400, P2828, Shower and Shampoo	34.70
H1404, P2829, Shower and Shampoo	33.40
H1410, P2836, Shower	38.70
H1411, P2837, Shower	40.00
H1408, P2841, Shower and Shampoo	55.40
H1409 P2842, Shower and Shampoo	56.70
NF1050, H900, P2855, Shower	39.00
NF1050½, P2856, Shower and Shampoo	54.00
NF1055, H895, P2857, Shower	49.40
H904, P2860, Shower	46.65
P2861, Shower and Shampoo	61.40
H1246, P2868, Shower	38.00
H1250, P2870, Shower	30.00
H1600, Industrial Mixometer Shower	34.70
H1625, Industrial Combination Valve Shower	14.15
H1202, P2914, Shower	54.00
H1200, P2916, Shower	69.00
H1206, P2918, Shower	46.70
H1204, P2919, Shower	48.00
P2920, Shower and Shampoo	61.40
P2921, Shower and Shampoo	63.40
Portable Showers—	
H1275, P2946, Portable Shower	22.70
S124, Portable Shower	23.40
Wall and Ceiling Showers—	
H1270, P2950, Wall Shower	13.00
H1268, P2952, Ceiling Shower	13.00

LAVATORIES—(Less Fittings)—
C105, P3050, P3055, P3057, Copley—18x27-in., $52.00; 22x33-in., $66.65.
C114, K205, P3110, P3115, P3117, Laton—20x24-in., $37.35; 22x27-in., $42.65; 22x30-in., $51.30.
C145, K332, P3840, P3845, P3846, P3847, Ophir—17x21-in., $14.50; 18x24-in., $18.20; 20x24-in., $22.30; 22x27-in., $38.70.
C145, K332, P3847, Ophir—20x24-in., $22.30; 22x27-in., $38.70.
C145, K332, P3850, P3855, Ophir—20x24-in., $22.30.
C152, K582, P4045, Ralwon—17x19-in., $12.30.
P4125, Arion—19x24-in., $22.65.
P4205, Othello—18x21-in., $13.80.
K580, C150, P4206, Othello—18x21-in., $13.80.
K608, C162, P4335, Beverly—18x21-in., $13.20.
K614, C164, P4345, Crescent—17x19-in., $10.00.
K752, P4365, Alva—16x24-in., $10.00.
K668, C180, P4940, P4945, Athena—20-in., $30.00.
K668, C180, P4946, Athena—20-in., $30.00.
K672, C182, P4950, P4955, P4956, P4957, Anglo—19-in., $20.00.
K690, C184, P4980, P4985, Verdun—16-in., $15.20.
P5080, P5085, P5086, P5087, Everett—19-in., $18.70.
K732, C190, P5110, P5115, Yale—16-in., $11.50.
K762, C192, P5145, Aida—16-in., $11.50.
Add for Waste when required—P11285, Imperial, $9.35; P11289, Empire, $8.00; P11290, Princess, $6.70.

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

WASH SINKS—(Less Bibbs and Trap)—F910, P6450—3-ft., $64.50; 4-ft., $82.20; 5-ft., $100.00; 6-ft., $135.50.
P6495, Enameled inside, less Supply Pipe and Bibbs—48x24-in., $40.00; 60x24-in., $60.00; 72x24-in., $73.35.
P6496, Enameled inside, less Supply Pipe and Bibbs—4x24-in., $60.00; 5x20-in., $76.00; 5x24-in., $85.35; 6x20-in., $96.70; 6x24-in., $112.70.

DOUBLE WASH SINK COCKS—H1645, P6500, $7.35; P6501, $8.00; H1640, P6502, $8.85; H1635, P6503, $10.00; P6504, $10.00.

CHICAGO FAUCET DRINKING FOUNTAINS—A6700, $20.00; A700, with Trap, $18.00; A7100, Self Closing, $7.00; A7200, Self Closing, $5.35; A7400, Self Closing, Swinging, $11.00; A7700, Self Closing, $8.70; A7800, Self Closing, $7.00; A8000, Self Closing, Swinging, $14.00; A8100, Self Closing, Swinging, $12.70; A8600, Nozzle, ½-in., I. P., $1.50.

GLAUBER DRINKING FOUNTAINS—H503A, $12.00; H504E, $10.95; H510A, $12.80; H510B, $12.80.

MUELLER DRINKING FOUNTAINS—E3728, $8.95; E3729, $10.65.

RUBBER MATS—P6990, for Interchangeable Drain Board—18x18-in., $3.50; 18x24-in., $4.50; 20x18-in., $3.70; 20x24-in., $4.70; 22x18-in., $4.00; 22x24-in., $5.35.
P6991, P6706-7, P6715-16, P6720-21—20x24-in., $3.70; 20x30-in., $4.35; 22x36-in., $5.35.
P6710—20x30-in., $4.35; 22x32-in., $4.70; 22x36-in., $4.70.
P6730-31, P6230-31—30x30-in., $4.35; 22x36-in., $5.35.
P6814—22x26-in., $4.00.
P6815-16—20x24-in., $3.70; 20x30-in., $4.35; 22x30-in., $4.50; 22x36-in., $5.35.
P6817-18, P6822-23, P6826-27—20x30-in., $3.50.
P6820-21, P6824-25—20x30-in., $4.35; 22x30-in., $4.50; 22x36-in., $5.35.

ADJUSTABLE SINK LEGS—P6992—Type "A"—Painted, $2.65 each; enameled, $4.00.
Type "B"—Painted, $3.50 each; Enameled, $5.35.
The Adjustable Sink Legs have an adjustment of 6 inches, making it possible to set the Sink at any height ranging from 30 to 36 inches from floor to top of rim.

SINK BACKS—K1176, C730, P7010—20-in., $5.70; 24-in., $6.80; 30-in., $7.50; 36-in., $10.90; 40-in., $12.50; 42-in., $16.40; 48-in., $18.70.

END PIECES—K1182, P7012—18-in., $5.70; 20-in., $6.20; 22-in., $6.90.

FLAT RIM SINKS—K1160, C725, P7020, with Nickel Plated Duplex Strainer—12x18-in., $6.80; 14x20-in., $8.80; 16x24-in., $9.60; 18x24-in., $9.70; 18x30-in., $9.80; 18x36-in., $14.40; 20x24-in., $9.80; 20x30-in., $10.00; 20x36-in., $15.70; 22x36-in., $18.50; 20x40-in., $20.00; 24x48-in., $26.70.

STEEL SINKS—New Era Galvanized—16x24-in., $5.30; 18x30-in., $6.90; 18x36-in., $7.80; 20x30-in., $7.80; 20x36-in., $9.30; 20x40-in., $10.70.
New Era, Painted—16x24-in., $4.40; 18x30-in., $5.60; 18x36-in., $6.70; 20x30-in., $6.40; 20x36-in., $8.00; 20x40-in., $9.35.

GREASE TRAPS—No. 27 Wade—5-gal., 10x12-in., $53.40; 10-gal., 12½x14-in., $93.40.

SLOP SINKS—(Less Fittings)—K1200, C750, P7200—16x20-in., $38.00; 18x22-in., $44.00; 20x22-in., $46.70; 20x24-in., $49.40.
K1212, P7235—16x20-in., $34.00; 18x22-in., $40.00; 20x22-in., $42.00; 20x24-in., $44.70.
K1218, P7260—16x16-in., $30.70; 16x20-in., $34.70; 18x22-in., $38.70; 20x22-in., $40.00; 20x24-in., $43.40.
K1218, C756, P7263—16x16-in., $25.40; 16x20-in., $28.00; 18x22-in., $32.00; 20x22-in., $35.00; 20x24-in., $36.00.
K1230, C760, P7274—Enameled inside, with 2-in. outlet and N. P. Duplex Strainer—16x16x10-in., $11.40; 16x16x12-in., $12.40; 20x14x12-in., $12.40; 20x16x12-in., $14.00; 22x20x12-in., $18.00; 24x18x12-in., $16.40; 24x20x12-in., $18.70; 30x20x12-in., $28.00; 36x20x12-in., 33.40.

SLOP SINK TRAPS—P7280 to P7298—Enameled inside, $12.70; Enameled all over, $16.70.

LAUNDRY TRAYS—Less Fittings—K1248, P7300, $102.70.
For additional hardwood Wringer Holder between sections, add $4.00.
K1250, P7320—1-Section, $62.70; 2-Section, $113.40; 3-Section, $164.00.
Without Wringer Holders, deduct $4.00 each.
P7338—1-Section, $56.70; 2-Section, $102.70; 3-Section, $153.40.
Without Wringer Holders, deduct $4.00 each.
K1268, C830, P7350—1-Section, $29.40; 2-Section, $58.70; 3-Section, $88.00.
For Wood Covers, each section, add $6.70.
For N. P. Union Strips, add $2.40 each.
For N. P. Union Strips with hardwood Wringer Holders, add $5.00 each.
K1276, C830, P7380—1-Section, $25.00; 2-Section, $50.00, 3-Section, $83.40.
For N. P. Union Strips with hardwood Wringer Holders, add $3.70 each.
K1282, C850, P7400—20x24-in., Enameled Iron F. R. Laundry Tray with Painted Pedestal, $20.70.
K1286, C852, P7405—On Wall Hanger, $19.00.

SINK AND TRAY COMBINATIONS—Less Fittings—
P7425 and P7426, $90.00.
For Combination Drain Board and Tray Cover add $10.70 each.
P7460 and 7465—1 Tray, $106.70; 2 Trays, $180.00.
For Combination Drain Board and Tray Cover add $10.70 each.
P7480 and P7485, Sink and One Laundry Tray—20x24-in., $57.40; 20x30-in., $60.00; 20x36-in., $63.40.
P7480 and P7485, Sink and Two Laundry Trays—20x24-in., $90.00; 20x30-in., $100.00; 20x36-in., $106.90.

ENAMELED IRON CLOSETS—P9050, Delecto Bowl—Enameled inside, $36.70; Enameled all over, $40.00.
P9055, Arno Bowl—Enameled inside, $30.00; Enameled all over, $33.35. For Local Vent, add $3.85.

ENAMELED IRON TANKS—P9262, Enameled all over, with Fittings, $26.70.
P9264, Enameled all over, with Fittings, $26.70.
H1, Haas Frost Proof Closets, $36.90.
H2, Haas Frost Proof Closets, $20.55.
700, Haas Pressure Valve Tank, Flush Tank and Seat, Less Bowl, $38.70.
No. 1, Vogel, with Tank, $36.90.
No. 2, Vogel, Direct Flush, $23.35.

URINALS—K1479, C960, P9960—Enameled Inside Urinal with Concealed Wall Hangers, Brass Bee Hive Strainer, Tank with Automatic Fittings, Flush Pipe, Tee and Brass Washdown Pipe, less Trap—2-ft., $66.70; 2½-ft., $73.40; 3-ft., $78.70; 3½-ft., $83.50; 4-ft., $90.00; 5-ft., $106.70; 6-ft., $123.50.
P9965—Add to List Price of P9960 Urinal the List Price for Polished Brass Perforated Washdown Pipe fitted along back, ends and front. The length given refers to length of P9960 Urinal desired—2-ft., $13.40; 2½-ft., $14.70; 3-ft., $15.40; 3½-ft., $16.00; 4-ft., $16.70; 5-ft., $18.00; 6-ft., $19.40.
K1475, C950, P9970—Supported with Concealed Wall Hanger, Brass Bee Hive Strainer, Washdown Pipe and Stop—Enameled inside—2-ft., $36.00; 2½-ft., 39.60; 3-ft., $45.60; 3½-ft., $51.40; 4-ft., $56.30; 5-ft., $71.00; 6-ft., $87.00.
K1481, P9995—Flat Back Lipped Urinal with Concealed Wall Hanger, with Inlet and Outlet Couplings—Enameled all over, $33.40.
K1483, P9996—Corner Urinal, with Concealed Wall Hanger, with Inlet and Outlet Couplings—Enameled all over, $33.40.

BATH FITTINGS, BUILT-IN—
H7025 Special, P11000—Compression, ½-in., Valves, 2-in. Waste (End Wall), $29.00.
P11001—¾-in. Valves, 2¼-in., Waste, $42.70.
H7025 Special, P11002—½-in. Valves, 2-in. Waste (Back Wall), $31.70.
P11003—¾-in. Valves, 2¼-in. Waste, $45.35.
P11010—½-in. Valves, 2-in. Waste, $40.00.
P11011—¾-in. Valves, 2¼-in. Waste, $44.70.
P11012—½-in. Valves, 2-in. Waste, $42.70.
P11013—¾-in. Valves, 2¼-in. Waste, $47.35.
P11015, "Quicko"—½-in. Valves, 2-in. Waste, Top Nozzle, $42.70.
P11016—¾-in. Valves, 2¼-in. Waste, Top Nozzle, $47.35.
P11017—½-in. Valves, 2-in. Waste, Top Nozzle, $45.35.
P11018—¾-in. Valves, 2¼-in. Waste, Top Nozzle, $50.00
Compression—
P11025—½-in. Valves, 1¾-in. C. W. & O., $23.70.
F11026—¾-in. Valves, 1½-in. C. W. & O., $28.35.
P11030—½-in. Valves, 1¾-in. C. W. & O., $27.35.
P11031—¾-in. Valves, 1½-in. C. W. & O., $32.00.
P11040—½-in. Valves, 1½-in. Waste, $46.70.
P11041—¾-in. Valves, 2-in. Waste, $51.35.
NC2570—Fittings for Por. Tubs, ¾-in. Valves, 2¼-in. Waste, $64.00.
H2466—Speakman Dishler, ½-in. Valves, 2-in. Waste, for Por. Tubs, $36.00.
Exposed for Essex Baths—Compression—
P11065—½-in. Valves, 2-in. Waste, $46.00.
P11066—¾-in. Valves, 2¼-in. Waste, $50.70.
"Quicko"—
P11090—½-in. Valves, 2-in Waste, $46.00.
P11091—¾-in. Valves, 2½-in. Waste, $50.70.
Exposed for Conred Tubs—
H6978 Special, 11115—½-in. Valves, 2-in. Waste, $30.35.
Exposed for Pembroke and Woodmere Baths—Compression—
H6978 Special, P11115—½-in. Valves, 2-in. Waste, $40.00
¾-in. Valves, 2¼-in. Waste, $40.00.
P11125—½-in. Valves, 2-in. Waste, $48.00.
Bath Cock Combination Fittings—For Essex Baths—
P11150—Compression Supply and Waste Fitting, 9-16-in O. D. Annealed Supplies, $8.70.
P11155—"Quicko" Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, $8.70.
P11160—Compression Supply and Waste Fitting, 9-16-in O. D. Annealed Supplies, $21.35.
P11165—"Quicko" Supply and Waste Fitting, 9-16-in O. D. Annealed Supplies, $22.70.

BATH WASTES—P11175—Imperial 2-in. Waste, $17.25.
P11176—Imperial 2¼-in. Waste, $18.70.
P11179—Imperial 2-in. Waste, $18.00.
Bath C. W. & O.—
P11185—1¾-in. N. P. C. W. & O. for Essex Bath, $3.10.
P11188—1¾-in. N. P. C. W. & O. for Conred Bath, $6.15.
1½-in. N. P. C. W. & O. for Conred Bath, $6.70.
P11189—1¾-in. Rough C. W. & O. for Conred Bath, $5.00.
1½-in. Rough C. W. & O. for Conred Bath, $6.70.
P11190—1½-in. Rough C. W. & O. for Pembroke Bath, $6.70.

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

COMBINATION LAVATORY FITTINGS—
P11260—Verona, Compression Enamel Lavatory, $28.00.
P11263—Verona, Compression, Vitreous Lavatory, $28.00.

LAVATORY WASTES—
P11285—Imperial, China Knob 9.35
P11288—Imperial, China Knob 9.35
P11289—Empire, China Knob 8.00
P11290—Princess, China Knob 6.70
P11291—Princess, China Knob 6.70
P11293—Princess, China Lever 6.70
P11294—Princess, China Lever 6.70
P11295—Princess, China Lever 6.70
P11296—Princess, "B" China Handle 6.70
P11297—Princess, 4 Ball Handle 6.70

SHAMPOO FIXTURES—
P11358—Quicko Double Basin Cock 12.00
P11359—Pedestal China Soap Dish with Drain 2.70
P11360—Compression, as described 20.00
P11363—Quicko, as described 20.00

MIXOMETER FIXTURE—H2285—Built-in Mixometer, $53.35.

LAVATORY SUPPLY PIPES—Strictly I. P. Size—Pipes to Wall—Short Pattern, 6-in. x 7-in.
P11371—With W. H. Stop, ⅜-in., $7.45; ½-in., $8.70.
P11372—With C. I. Stop, ⅜-in., $8.15; ½-in., $9.35.
P11373—With L. K. Stop, ⅜-in., $7.45; ½-in., $8.70.

LAVATORY PLUGS AND CHAIN STAYS—
P11395—P. O. Plug for Porcelain Enameled Lavatory.. 1.00
P11396—P. O. Plug for Vitreous Lavatory 1.70
P11397—Chain Stay for Vitreous Lavatory ..... .70

COMBINATION SINK AND SUPPLY FAUCETS—P11425—Quicko, Swing Spout, No. 100, Classic or Faultless, $10.70.

NICKEL PLATED SINK AND LAVATORY TRAPS—
Tubing Pattern, less Cleanout—
P11450—1¼-in. Plain "P," $2.00; 1½-in., $2.00.
P11451—1¼-in. Vented "P," $3.00; 1½-in., $3.15.
P11456—1¼-in. Bag, $4.70; 1½-in., $4.60.
P11462—1¼-in. Plain "S," $2.70; 1½-in., $2.70.
P11463—1¼-in. Vented "S," $3.60; 1½-in., $4.00.
With Cleanout—
P11450—1¼-in. Plain "P," $2.80; 1½-in., $2.70.
Cast Brass Traps with Cleanout—
P11450—1¼-in. Plain "P," $4.00; 1½-in., $4.90.
P11451—1¼-in. Vented "P," $6.00; 1½-in., $6.00.
P11456—1¼-in. Bag, $4.70; 1½-in., $5.50.
P11458—1¼-in. "P" (N. Y. Reg.), $2.70; 1½-in., $3.10.
P11462—1¼-in., Plain "S," $4.00; 1½-in., $5.20.
P11463—1¼-in. Vented "S," $4.00; 1½-in., $5.20.

COMPRESSION BIBBS—H100—½-in. Rough Plain SSS, $1.05; Finished, $1.30; Nickle Plated, $1.55. ¾-in. Rough, $1.35; Finished, $1.65; Nickel Plated, $2.00.
H102—½-in. Rough Hose SSS, $1.20; Finished, $1.50; Nickel Plated, $1.70. ¾-in. Rough Hose, $2.20; Finished, $1.85; Nickel Plated, $2.10.
H110—½-in. Rough Plain SOT, $1.20; Finished, $1.45; Nickel Plated, $1.70. ¾-in., Rough Plain SOT, $1.65; Finished, $1.90; Nickel Plated, $2.05.
H112—½-in. Rough Hose SOT, $1.35; Finished, $1.65; Nickel Plated, $1.90. ¾-in. Rough Hose, $1.70 Finished, $2.04; Nickel Plated, $2.30.
H135—½-in. N. P. Plain Adj. Flange, $2.25; ¾-in., $2.80.
H137—½-in. N. P. Hose Adj. Flange, $2.45; ¾-in. $3.00.
H140—½-in. N. P. Plain Set Screw Flange, $2.10; ¾-in., $2.50.
H142—½-in. N. P. Hose, $2.25; ¾-in., $2.70.
H365—½-in. N. P. Comp. Stub W. T. Bibb, Plain, $1.50
H367—½-in. N. P. Comp. Stub W. T. Bibb, Hose, $1.70.

QUICK COMPRESSION BIBBS—
H410—½-in. Nickel Plated, Plain SOT, Metal Handle, $2.55; ¾-in., $2.95.
H412—½-in. Nickel Plated, Hose, SOT, Metal Handle, $2.75; ¾-in., $3.20.
H413—½-in. Nickel Plated, Plain SOT, China Handle, $3.15; ¾-in., $4.29.
H414—½-in. Nickel Plated, Hose SOT, China Handle, $3.20; ¾-in. Nickel Plated, Hose SOT, China Handle, $4.60.
H435—½-in. Nickel Plated, Adj. Flange, $2.85; ¾-in., $3.30.
H437—½-in. Nickel Plated, Adj. Flange, Hose, $3.10; ¾-in., $3.50.
H438—½-in. Nickel Plated, Plain, $3.30; ¾-in., $3.70.
H439—½-in. Nickel Plated, Hose, $3.50; ¾-in., $3.95.
H440—½-in. Nickel Plated, Plain S. S. Flange, Metal Handle, $2.65; ¾-in., $3.05.
H442—½-in. Nickel Plated, Hose, S. S. Flange, Metal Handle, $2.90; ¾-in., $3.30.
H443—½-in. Nickel Plated, Plain, S. S. Flange, China Handle, $3.05; ¾-in., $3.50.
H444—½-in. Nickel Plated, Hose, S. S. Flange, China Handle, $3.30; ¾-in., $3.60.

SELF-CLOSING BIBBS—H478—½-in. Finished, Plain SOT, $2.80; Nickel Plated, $3.00.

FULLER BIBBS—H510—½-in. Nickel Plated, Plain SOT, $2.25; ¾-in., $2.60.
H512—½-in. Nickel Plated, Hose SOT, $2.50; ¾-in., $2.85.
H540—½-in. Nickel Plated, Plain S. S. Flange, $2.90; ¾-in., $3.30.
H542—½-in. Nickel Plated, Hose S. S. Flange, $3.15; ¾-in., $3.55.

GROUND KEY BIBBS—H575—½-in. Finished, Plain SSS, $1.45; ¾-in., $2.05.
H577—½-in. Finished, Hose SSS, $2.05; ¾-in., $2.25.
H585—½-in. Finished Plain SOT, $1.65; ¾-in., $2.25.
H587—½-in. Finished, Hose SOT, $1.85; ¾-in. $2.35.

COMPRESSION STOPS—H600 and H603—½-in. Rough I. P. both ends T. H., $1.15; ⅝-in., $1.45. ½-in. Nickel Plated both ends T. H., $1.95; ⅝-in., $2.35.
H605 and H608—½-in. N. P. I. P. both ends W. H., $2.15; ⅝-in., $2.65.
H615 and H618—½ x ½-in., O. D. T. H. or W. H. N. P., $1.50. ½ x 9-16-in. O. D., $1.50. ½ x 11-16-in., O. D., $1.75.
H620 and H623—½-in. I. P. both ends Finished, $2.15. ¾-in. I. P. Nickel Plated, $2.60.

SELF CLOSING STOPS—H640 and H641—½-in. I. P. both ends N. P., $3.65.

COMPRESSION SILL COCKS—H650 to H654—½-in. Angle Pattern, $1.45; ¾-in., $1.60.

BOILER DRAIN COCKS—H655 and H658—½-in., $1.10; ¾-in. Rough N. P. Male, $1.10; ¾-in., $1.45.
H656 and H659—½ in. Rough N. P. Female, $1.10; ¾-in., $1.45.
H700—½-in. TH or LH Stops, Solid Head, $1.45; ⅝-in. $2.05.
H703—½-in. TH or LH Stop and Waste, $1.50; ⅝-in., $2.10.

GROUND KEY STOPS AND STOP AND WASTES—H730 and H731—½-in. TH or LH Stops, Loose Handle, $1.30; ⅝-in., $1.85.
H733 and H734—½-in. TH or LH Stop and Wastes, Loose Handle, $1.35; ⅝-in., $1.90.

COMPRESSION BASIN COCKS—H852—No. 1½ Midget Basin Cocks, Pair, $3.40.
H855—No. 2 Medio Basin Cocks, Pair, $4.20.
H856—No. 2A Medio Basin Cocks, Pair, $5.25.
No. H870—No. 5 Dunlo Basin Cocks, Pair, $5.85.
H871—No. 5A Dunlo Basin Cocks, Pair, $5.95.

QUICKO BASIN COCKS—H901—No. 1½, $3.35.
H902—No. 2 Quicko Basin Cocks, $4.00.
H903—No. 3 Quicko Basin Cocks, $7.50.
H908—No. 5 Quicko Basin Cocks, $7.50.
"Allwite" Quick Comp. Basin Cocks, $10.95.

FULLER BASIN COCKS—H925—No. 0 Fuller Basin Cocks, $5.25.
H926—No. 0 Fuller Basin Cocks with Union, $6.90.

SELF CLOSING BASIN COCKS—H950—"Standard" Ball Bearing, Cross Handle, pair, $8.40.
H951—"Standard" Ball Bearing, China Level, pair, $10.05.
H970—"Standard" Boston, pair, $10.05.
Junior Size Ball Bearing 4 Arm Indexed Self Closing, pair, $7.90.

DOUBLE BASIN COCKS—H980—Quicko Double Basin Cocks, each, $12.35. (For China Soap Cup, see U11359.)
Glauber "Winton," Nu-Rapid—Double Basin Cock with Gooseneck and China Index Lever Handles, 12-in. C to C of Cock Holes, $19.35.

PANTRY COCKS—
H1000—No. 1 Compression, pair 7.32
H1010—No. 1 Quicko, pair 8.65
H1015—Quicko, Double, each 10.85
H1030—No. 1 Fuller, pair 8.80

SLOP SINK COCKS—
H1070—Compression 19.50
H1075—Fuller 19.50

DOUBLE BATH COCKS—
H1100—No. 3 Compression 5.20
H1105—No. 3A Compression 5.55
H1142—No. 1½ Quicko 5.60
H1150—No. 2½ L Quicko 7.50
H1152—No. 2½ Quicko 7.90
H1160—No. 10 Quicko 13.50
H1170—No. 5½ L Fuller 6.40
H1172—No. 5½ Fuller 6.75
H1175—No. 4½ L Fuller 6.40
H1177—No. 4½ Fuller 6.75

CHICAGO FAUCET COMPANY'S BRASS GOODS—
A100—"Classic" N. P. Quaturn Swing Spout Mixing Faucet with Index Lever Handles, $10.70 each. Extra Washers for same, $2.35 per hundred.
A500—N. P. Quaturn Plain Bibbs SOT, Detachable Tapered Shank, ½-in., $3.00.
A900—N. P. Quaturn Plain Bibbs with Detachable Shank, Adjustable Screw Flange, ½-in., $3.35.
A1600—N. P. Quaturn Single Pantry Cock with China Lever Handle, $5.90.
A1700 N. P. Quaturn Double Pantry Cock with China Indexed Lever Handle, $17.40.
A1900—N. P. Quaturn Basin Cock with Top China Indexed Lever Handle, $3.50.
A2000—N. P. Quaturn Basin Cock with Side China Indexed Lever Handle, $4.90.
A2100—N. P. Quaturn Double Basin Cock with China Indexed Lever Handle, $14.70.
A4500—No. 102 Amazon Basin Cocks, N. P. with China Index Top, $5.50.
Phosphor Bronze Removable Sleeve Seats for all "Quaturn" Bibbs, Basin Cocks, Bath Cocks, Pantry Cocks, Ball Cocks, etc., Hot or Cold, 40c each.

N. P. BRASS ANNEALED TUBING—½-in. O. D. N. P. Brass Annealed Tubing, $27.00 per hundred ft.
O. D. N. P. Brazed Brass Tubing—Per 100 ft.—⅝-in., $43.15; ¾-in., $45.15; ⅞-in., $55.20; 1-in., $38.65; 1¼-in., $42.55; 1¼-in., $47.65; 1¾-in., $52.50; 1½-in., $56.25; 2-in., 75.00.

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BUSINESS OPPORTUNITIES

SALESMAN

Salesman calling on hardware and general trade in western states to handle high-grade Ski and Toboggans as side line. Northland Ski Mfg. Co., 2306 Hampden Ave., St. Paul, Minnesota.

WANTED

Salesmen to handle an established line of Auto Accessories to the dealer on good commission. Well-known item that every dealer sells with profit. State other lines carried. Address X. Y. Z., c|o HARDWARE WORLD.

FOR SALE

Prosperous Hardware business in well settled irrigated district in Sacramento Valley. Stock will invoice at $25,000. For cash only; no trades considered. Address C. & H., care HARDWARE WORLD.

WANTED

Salesman calling on Hardware and Furniture dealers to sell polish and mops for following territory: San Francisco, Fresno, Arizona. Address Box 1217, care HARDWARE WORLD.

FOR SALE

Champion Account System Register. Holds 340 accounts. New—in original package. Will make good price f. o. b. your town. Write for price. Lodi Hardware Co., Lodi, California.

WANTED

Position in Hardware and Furniture Store. Have twelve years' experience in the business, five years as a buyer and manager. Have been located in the Middle West, but wish to get first hand acquaintance with Pacific Coast conditions with a view of permanently locating here. Address, N. Dak., Care HARDWARE WORLD.

POSITION WANTED

Have been manager of a hardware store for several years, but desire to make a change where there is opportunity for advancement. Best of references and bonds furnished. Am married, of good habits and will do my level best to fill a place full. Address Box 2,000, care HARDWARE WORLD.

FOR SALE

A new clean stock of Hardware, consisting of Household Utensils, Stoves and Ranges, Paints, Oils and Glass, Tools, Auto Accessories, Sporting Goods and Shelf Hardware. Stock and fixtures will amount to about $24,000. Located in the very best agricultural section of central California, devoted to Orchards, Vineyards and Dairying. In a city of over 6,000 population. A good opportunity for anyone to get into the Hardware game, as this stock is absolutely new and in good condition. Reason for selling: Owner is taking up other work. Address H. H. H., care HARDWARE WORLD.

PARTNER WANTED

In good Implement and Furniture business in thriving Southeastern Idaho town. $5000.00 needed. Terms. Present partner desires to go to college. Address Partner, care HARDWARE WORLD.

FOR SALE

Reinforced concrete garage building, 50 front by 154; corner, now bringing $150 mo. rent (14%); price $12,000. Also reinforced concrete building, 54 front by 60, now bringing $75 mo. rent (10%); price $8,500. Garage clean stock, invoiced Jan. 1, $11,000, including fixtures. Business last year $40,000 (No shop included). Also stock of groceries, hay and grain, invoiced Jan. 1, $3600, with no boss. Want to sell all or any part. I have too much. F. C. Parrish, Deming, New Mexico.

REPRESENTATION WANTED

A reliable, well-established firm manufacturing a line of Gas Ranges, Gas Cookers, Hot Plates, Oil Cooking and Heating Stoves and Portable Ovens desires representation for Pacific Coast and Western territory. Applicant should have selling experience with display room and some knowledge of the merchandise. A good opportunity for an ambitious, progressive firm or individual with an organized selling force. Give full record of your services, references and territory traveled. Your reply will be treated in confidence and no investigation made without first consulting you. Address Box 925, care HARDWARE WORLD.

The Bluffton Hardware Company at Bluffton, Ind., are the successors to the Bluffton Hardware & Implement Company.

C. E. Cook and O. C. House, successors to Ira Griffith, Lewiston, Ohio, are adding new lines of housefurnishings and accessories.

The Bolen Hardware Co. plan to occupy their new building at Hobart, Oklahoma, very soon.

Borg Brothers of Richfield, Utah, have been established for a number of years, handling a full line of hardware, automobile accessories, sporting goods, housefurnishings, and have recently been incorporated.

There are Big Profits

FOR THE

"LIFETIME" DEALER

The Pacific Coast dealer selling "Lifetime" Aluminum Cooking Utensils realizes more profit than he would otherwise be apt to make.

He has all the advantages of buying a Pacific Coast product plus that of handling a well known, quality line at a popular price.

Write to our Service Department for details of our special deals.

"Lifetime" Aluminum Ware is guaranteed for a Lifetime.

LIFETIME WARE
PURE ALUMINUM

Aluminum Products Co.
Of the Pacific Coast
OAKLAND, CALIFORNIA

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Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—Metallic

Blank Rim Fire—	Semi-Smkls	Box Smkls
22 Short	.20	...
32 Short	.40	...
Blank, Center Fire—		
32 S & W	.65	...
38 S & W	.85	...
38 Long Colt	1.35	...
44 W C F	1.80	...
Shot, Rim Fire—		
22 Long	.60	.70
32 Long	1.20	...
Shot, Center Fire—		
32 S & W	1.10	...
32 W C F	1.55	...
38 S & W	1.30	...
38 W C F	1.80	...
44 W C F	1.80	2.15
44 X L	1.90	2.35
44 Game Getter	1.80	2.15
Rim Fire, Ball—	...	...
BB Caps	...	.40
CB Caps	...	.50
22 Short	.30	.35
22 Short H P	.35	.40
22 Long	.35	.40
22 Long H P	.40	.45
22 Long Rifle	.40	.45
22 Long Rifle H P	.45	.50
22 W R F	.60	.65
22 W R F, H P	.65	.70
22 Win Auto	...	.65
22 Win Auto, H P	...	.70
25 Short Stevens	.70	...
25 Stevens	1.00	...
32 Short	.70	...
32 Long	.80	...
38 Short	1.15	...
38 Long	1.25	...
41 Short	1.05	...
Center Fire Pistol—		
22 Win SS	1.60	1.80
25 Colts Auto	...	1.60
25-20 Single Shot	1.70	2.00
25-20 Win	1.55	1.90
25-20 Win HV	...	2.20
7.63 MM-Mauser	...	2.75
7.65 MM-Mauser	...	2.75
9 MM-Luger	...	2.80
32 Colts Auto	...	1.75
32 Colt's Short	1.05	1.15
32 Colts Long	1.15	1.30
32 Colts Police Positive	1.15	1.30
32 S & W	1.05	1.15
32 S & W Leng	1.15	1.30
32-20 Marlin	1.55	1.90
32 Winchester	1.55	1.90
32-20 Win HV	...	2.20
35 S & W Auto	...	1.90
38 Colts Auto	...	2.50
38 Colts Short	1.30	1.50
38 Colts Long	1.40	1.60
38 Colts Police Positive	1.40	1.60
38 S & W	1.40	1.60
38 S & W Special	1.60	1.80
38 Winchester	1.85	2.30
41 Colts Short DA	1.60	1.80
41 Colts Long DA	1.85	2.10
44 Bull Dog	1.55	...
44 S & W Amer	2.00	2.30
44 S & W Rus	2.10	2.30
44 S & W Special	2.15	2.35
44 Webley	1.75	...
44 Winchester	1.85	2.30
45 Colts	2.35	2.60
45 Colts Auto	...	2.85
Center Fire Military and Sporting—		
22 Savage	...	1.60
250-3000 Savage	...	1.75
25-35 Winchester	...	1.40
25-35 Short Range	...	1.40
25-36 Marlin	...	1.50
25 Remington Rimless	...	1.40
6 MM U S N	...	2.30
7 MM Spanish Mauser	...	2.30
7.65 MM Bel Mauser	...	2.30
8 MM Mauser	...	2.30
9 MM Mauser	...	2.50
30-30 Winchester	...	1.60
30 Remington Rimless	...	1.60
30 Government Rimless	...	2.30
303 Savage	...	1.60
32 Remington Rimless	...	1.60
32-40 Winchester	1.15	1.35
32-40 Winchester HV	...	1.75
32 Winchester Slf Ldg	...	3.10
32 Winchester Special	...	1.60
38 Winchester	...	2.30
35 Winchester Rimless	...	1.75
35 Winchester	...	2.50
35 Winchester Slf Ldg	...	3.15
351 Winchester Slf Ldg	...	3.35
38-55 Winchester Lead	1.50	1.70
38-55 Winchester HV	...	2.00
38-56 Winchester	1.60	1.80
40-60 Marlin	1.60	...
40-60 Winchester	1.50	...
40-65 Winchester	1.60	1.80
40-70 Winchester	1.65	...
40-72 Winchester	1.60	1.95
40-82 Winchester	1.65	1.95
401 Winchester Auto	...	1.80
405 Winchester	...	2.75
45-60 Winchester	1.60	...
45-70-405 Government	1.60	1.85
45-75 Winchester	1.60	...
45-90 Winchester	1.65	1.95

SHELLS, LOADED—

MEDIUM GRADE.

BULK—SMOKELESS.

12 8 drs. x 1 oz., 24 grs. x 1 oz., drop shot	$1.80
8 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot	1.25
8¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., drop shot	1.25
8¼ drs. x 1⅛ oz., BB shot, drop shot	1.35
8¼ drs. x Buck shot, drop shot	1.35
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot	1.15
2¾ drs. x ⅞ oz., BB shot, drop shot	1.25
20 2¼ drs. x ¾ oz., 18 grs., x ¾ oz., drop shot	1.15

HIGH GRADE SMOKELESS

12 8¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot	1.40
8½ drs. x 1⅛ oz., 28 grs. x 1⅛ oz., chilled shot	1.45
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot	1.30
20 2¼ drs. x ¾ oz., chilled shot	1.25
2½ drs. x ⅞ oz., chilled shot.	1.35
Trap Loads—	
12 8 drs. x 1¼ oz., 7½ chilled	1.35
8½ drs. x 1¼ oz., 7½ chilled	1.40
Black Powder—Loads—	
12 8¼ drs. x 1⅛ oz., drop shot	1.05
Caps and Primers—	
Percussion .20	....
Musket Caps .25	....
Primers, 100 in box .35	....
Primers, 250 in box .80	....
Empty Paper Shells—Black pow.—	
12, 16, 20 Ga., per 100	1.50
10 Ga., per 100	1.65

MEDIUM GRADE SMOKELESS—

12, 16, 20, 28 Ga. per 100	1.80
10 Ga. per 100	2.10

HIGH GRADE SMOKELESS—

12, 16, 20, 28 Ga.	2.30
10 Ga. per 100	2.40
Empty Brass Shells—	
Best Qual. 12, 16, 20 28, Box 25	2.75
2nd Qual. 12, 16, 20 28, box 25	2.10
Wads—	
Cardboard, box 250	.20
Black Edge, Reg., box 250	.50
Black Edge, ¼ in., 125 in box	.40
Black Edge, ⅛ in., 250 in box	.30

ADZES—All makes of Lipped Ship Adzes, 4 to 6, $5.50; larger, $6.00.
Lippincotts—House, $3.50; Ship, $4.60.
Whites or Bartons—House, $5.00.
Ship Axes and Slicks—All makes Ship Axes, $5.50; all makes Slicks, 3 to 3½, $5.00; Standard Slicks, $4.75.

ALUMINUM WARE, CAST—

Griddles—	
Size 7	3.35
Size 8	3.75
Size 9	4.25
Size 10	4.00
Size 12	4.75
Kettles, Berlin—	
2½ qts.	5.75
4 qts.	6.65
5 qts.	8.00
6 qts.	8.75
Kettles, Maslin—	
4 qts.	5.10
6 qts.	5.75
8 qts.	7.50
12 qts.	10.50
Kettles, Tea—	
Size 6	6.85
Size 7	6.50
Size 8	7.00
Pans, Lipped Sauce—	
2 qts.	4.75
3 qts.	5.25
4 qts.	5.75
Skillets—	
Size 6	3.50
Size 7	3.50
Size 8	4.00
Size 9	4.50
Spoons, Basting—	
15-inch	.30
Spoons, Mixing—	
13-inch	.30
Waffle Moulds—	
Size 7, Low	4.75
Size 8, Low	5.15
Size 7, Deep	5.15
Size 8, Deep	7.90

ALUMINUM WARE, PRESSED—

Boilers, Rice—	
1½ quart	2.00
3 quart	3.00
Cups—	
Collapsible	.15
Measuring	.25
Covers, Pot—	
7¾ inch	.25
8½ inch	.25
9½ inch	.35
10⅛ inch	.40
11½ inch	.50
Kettles, Convex—	
2 quart	1.25
4 quart	1.75
6 quart	2.25
8 quart	2.75
10 quart	3.25
Kettles, Preserving—	
3 quart	1.25
6 quart	2.00
10 quart	2.50
14 quart	4.00
Kettles, Tea—	
5 quart	4.00
6 quart	5.25
8 quart	6.00
Ladles—	
½ pint	.25
Moulds, Jelly—	
2841 to 2848	.10
Pans, Biscuit—	
11⅝x7½x1½ inch	.65
Pans, Bread—	
9¾x5⅝x2¾ inch	.65
Pans, Cake—	
Round, Plain, 8⅞ in.	.35
Round, Plain, 9⅝ in.	.40
Rd., Loose Bot., 8⅞ in.	.45
Rd., Loose Bot., 9⅝ in.	.50
Square, Plain, 9½ in.	1.25
Tube, Plain, 9 inch	.90
Tube, Plain, 9⅝ inch	1.25
Mountain, 9¾ inch	.45
Pans, Corn Cake—	
6-cup	.90
12-cup	1.75
Pans, Dish—	
10 quart	3.00
17 quart	4.25
Pans, Fry—	
9⅞ inch	2.65

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RETAIL SELLING PRICES—Continued.

L. & G.—ROYAL ENAMEL WARE

Biggins, Coffee
0 ..... 1.00
00 ..... 1.25
020 ..... 1.50
030 ..... 1.70

Boilers, Coffee
60 ..... 1.35
80 ..... 1.85
100 ..... 3.15

Boilers, Rice
14 ..... 1.15
18 ..... 1.45
22 ..... 1.85
26 ..... 2.50

Bowls, Wash
26 ..... .50
30 ..... .60
34 ..... .80

Buckets, Covered
21 ..... .50
23 ..... .75
26 ..... 1.05
28 ..... 1.35
32 ..... 1.85
150 ..... .65
350 ..... .85
450 ..... 1.00
650 ..... 1.25
850 ..... 1.65
1050 ..... 1.85
1250 ..... 2.15

Buckets, Dinner
110 ..... 2.00
112 ..... 2.35
118 ..... 2.75
502 ..... 1.65
508 ..... 1.85

Chambers
1 ..... .65
2 ..... .95
3 ..... 1.00

Chamber Covers
10 ..... .30
20 ..... .40
30 ..... .50

Colanders
1 ..... .65
3 ..... .95
104 ..... .65
306 ..... .90

Cups
3 Mug) .... .35
6 ..... .35
8 ..... .20
9, 10, 11, 25.. .25
40 ..... .35

Cups and Saucers
300 ..... .45
300S ..... .25

Cuspidors
10 ..... .60
30 ..... .85
300 ..... 1.40

Dippers, Cup
10 ..... .35

Dippers, Windsor
110 ..... .45

Dippers, Suds
4 ..... .70

Dishes, Soap
50, 60 ..... .40

Fillers, Fruit Jar
20 ..... .35

Flasks, Coffee
10 ..... .75

Funnels, Pieced
01 ..... .35
03 ..... .50
05 ..... .70
06 ..... .85

Kettles, Convex
03 ..... .80
05 ..... 1.00
08 ..... 1.40
010 ..... 1.75
014 ..... 2.25
020 ..... 3.15

Kettles, Lipped Preserving
14 ..... .45
18 ..... .55
22 ..... .70
26 ..... .85
30 ..... 1.15
36 ..... 1.65
40 ..... 2.50
50 ..... 3.75

Kettles, Milk
71 ..... .70
78 ..... 1.00
74 ..... 1.20

Kettles, Tea
30 ..... 1.00
50 ..... 1.25
70 ..... 1.60
90 ..... 2.15
100 ..... 2.60
160 ..... 1.60
180 ..... 2.10
190 ..... 2.50

Ladles, Deep
100 ..... .35
120 ..... .40
111 ..... .40

Measures
02 ..... .40
04 ..... .65
06 ..... 1.25
11 Graduated. .65

Pails, Chamber
2 ..... 1.85
40 ..... 2.60

Pails, Water
110 ..... 1.50
114 ..... 2.00

Pans, Bed
1 ..... 3.65

Pans, Douche
2 ..... 2.40

Pans, Bread
11 ..... .50
18 ..... .70

Pans, Cake
9 ..... .35
10, 69, 70.... .40
200 ..... .45

Pans, Corn Cake
706 ..... .75
709 ..... .90
712 ..... 1.10

Pans, Muffin
406 ..... .60
412 ..... 1.00

Pans, Deep Pudding
50 ..... .30
150 ..... .40
300 ..... .50
500 ..... .60
800 ..... .80
1000 ..... .90

Pans, Dish
15 ..... 1.85
80 ..... 1.10
140 ..... 1.50
210 ..... 2.00
300 ..... 2.90
400 ..... 4.40

Pans, Rinsing
08 ..... 1.05
014 ..... 1.35
017 ..... 1.60

Pans, Lipped Fry
30 ..... .40
32 ..... .55
34 ..... .70
36 ..... .85

Pans, Milk
0 ..... .25
11 ..... .30
20 ..... .40
40 ..... .50
60 ..... .70
100 ..... .90
120 ..... 1.00

Pans, Convex Sauce
02 ..... .70
04 ..... .95
06 ..... 1.15
010 ..... 1.65
012 ..... 2.00

Pans, Combination Sauce
1D 1.85
10T 2.85

Pans, Lipped Sauce
10 ..... .35
14 ..... .45
18 ..... .55
24 ..... .75
28 ..... 1.00

Pans, Straight Sauce
250 ..... .80
450 ..... 1.05
650 ..... 1.30
850 ..... 1.40

Pans, Stew
3 ..... .40
5 ..... .50
6 ..... .65

Pans, Oblong Stove
04 ..... .45
100 ..... .60
300 ..... .85
350 ..... 1.05
450 ..... 1.35
550 ..... 1.80

Pans, Square Stove
110 ..... .80
112 ..... .95
114 ..... 1.25
116 ..... 1.60
120 ..... 1.85

Pitchers, Molasses
601 ..... .75

Pitchers, Water
2 ..... 1.20
4 ..... 1.55
5 ..... 1.20
10 ..... 1.35

Plates, Deep Pie
39 ..... .35
40 ..... .40

Plates, Shallow Pie
27 ..... .25
30 ..... .40

Plates, Dinner
20 ..... .40

Pots, Fireless Cooker
1450 ..... 1.90
1850 ..... 2.75

Pots, Coffee
2½ ..... .60
5 ..... .75
25 ..... .95
45 ..... 1.15

Pots, Tea
00 ..... .65
0 ..... .80
20 ..... 1.00
011 ..... .80
101 ..... 1.00
102 ..... 1.10

Pots, Straight Sauce
018 ..... .95
022 ..... 1.25
026 ..... 1.85
030 ..... 2.85

Pots, Soup Stock
318 ..... 9.75
336 ..... 13.75
218 ..... 7.50
236 ..... 11.25

Roasters
150 ..... 2.90
180 ..... 3.50

Skimmers, Flat
12 ..... .35

Spoons, Basting
10 ..... .20
14 ..... .25
18 ..... .35

Steamers
7 ..... 1.50
8 ..... 1.75

Steepers, Tea
3 ..... .70

Tubs, Oval Foot
0 ..... 1.50
2 ..... 2.00
4 ..... 3.25

Turners, Cake
14 ..... .25

ALUMINUM WARE, PRESSED—Continued.

10¾ inch 3.25

Pans, Milk—
6 quart 1.65

Pans, Pie—
9¾ inch ..... .40

Pans, Pudding—
1 quart ..... .50
2 quart ..... .75
4 quart 1.25

Pans, Convex Sauce—
1 quart ..... .75
3 quart 1.65
6 quart 2.25

Pots, Fireless Cooker—
4 quart 1.50
6 quart 1.85
8 quart 2.25

ANCHORS—Screws per 100, 8-16, $4.15; ¼, $6.25. Sebco, 3-16x½ in. -¾ in. -1 in., $5.00 per hundred list; ¼x½ in. -¾ in. -1 in., $5.60 per hundred net.

ANVILS—Vulcan No. 2, 20-lb., $7.50; No. 3, 30-lb., $9.00; No. 4, 40-lb., $10.00; No. 5, 50-lb., $11.50; No. 6, 60-lb., $18.00; No. 7, 70-lb., $14.50; No. 8, 80-lb., $10.50.
Columbian—80 to 425 lbs., 32c per lb.; 70 to 79 lbs., 32½c lb.; 60 to 69 lbs., 33c lb.; 50 to 59 lbs., 34c lb. With Clip Horn, 2c per lb. extra.

ANTIMONY—Slab, 25c lb.

APRONS—Carpenters—California Leg, $2.25; No. 12 Long Brown, $1.75; No. 2 Short Brown, 75c.

AUGURS—Greenlee Carpenters' Nut No. 57—

Size	½	⅝	¾	⅞	1	1¼

AUGURS—Snell's Carpenters' Nut—

Size	½	⅝	¾	⅞	1	1¼
Each	$1.15	$1.15	$1.30	$1.50	$1.75	$2.25
Size		1½	1¾	2	2½	3
Each		$3.00	$3.40	$3.85	$6.75	$11.75
16ths	8-10	11-12	13	14	15	16
With Screw	$1.50	$1.60	$1.75	$1.75	$2.00	$2.00
No Screw	1.80	1.95	2.10	2.10	2.35	2.35
16ths	17	18	19	20	21	22
With Screw	$2.10	$2.10	$2.40	$2.40	$2.70	$2.70
No Screw	2.60	2.60	2.85	2.85	3.25	3.25
16ths	23	24	25	26	27	28
With Screw	$2.45	$2.45	$4.00	$4.00	$4.85	$4.85
No Screw	4.15	4.15	4.85	4.85	5.75	5.75
16ths	29	30	31	32		
With Screw	$5.75	$5.75	$6.75	$6.75		
No Screw	6.85	6.85	8.10	8.10		

ASBESTOS—
Mill board, 30c lb.; cut, 35c lb.
Paper, 30c lb.; cut, 35c lb.
Wicking, ½-lb. balls, 40c each.
Wicking, 1-lb. lots, 75c.
Cement, per sack, $9.00; per lb., 12½c.

AXES—Plumbs' Hunter's handled, 12 oz., $1.65; 1 lb., $1.75; 1½ lb., $1.75.
Boy Scout—Handled with sheath, $2.25; without sheath, $2.00; sheaths, 85c.
Double Bit—Handled, $3.75; unhandled, $2.75.
Single Bit—Handled warranted, $3.25; second grade, $3.00; unhandled, $2.25.

BAGS—WATER—

Closed Top		Sanitary Top—	
1-gal.	1.25	1-gal.	1.40
2-gal.	1.75	2-gal.	1.85
3½-gal.	2.65	3½-gal.	2.85
5-gal.	3.50	5-gal.	3.75

BABBITT—Frictionless, 45c lb.; Magnolia, 50c lb.; No. 4, 11½c lb.; No. 3, 15c lb.; No. B, 22c lb.; No. A (genuine), 75c lb., XXXX Nickeled, 90c lb.

BARS, CROW—Pinch Point, Wedge or Lining, 20c lb. Claw, 25-lb., 25c lb.; 30-lb., 24c lb. Ripping or Wrecking, ½x12-in., 40c each; ⅝x20-in., 60c; ⅝x24-in., 65c; ¾x24-in., 70c; ¾x30-in., 85c.

BATTERIES—Dry Cell—Columbia, Ever Ready, Red Seal, Red Devil or Red Label, etc., Nos. 6 and 6S, 50c each. Hotshot Multiple, 4 cell, $2.75; 5 cell, $3.00; 6 cell, $3.50. See also Sparkers.

BEDS—AUTO—B-1 Red Seal Auto Bed, $28.45; C-5 Red Seal Bed, Tent and Dust Bags, $50.00.

BELLS—Alarm—House, 85c each. Call, steel, iron base, 30c each; Call, bell metal, bronze base, $1.40; Gong, gold bronzed steel, 90c; Gong, polished bell metal, 5-inch, $1.50 each; 6-inch, $2.10; 7-inch, $2.85; 8-inch, $4.25; 10-inch, $7.10.

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RETAIL SELLING PRICES—Continued.

BELLS—Continued—
12-inch, $11.25. Rotary Door, bronze, 85c each; steel, 85c; iron, 85c; copper, 85c; wrought steel, 3-inch, $1.65.

BELLS—Farm—(100 lb.), $16.00.

BELLS—Cow—No. 0, $1.50 each; 1, $1.25; 2, $1.00; 3, 75c; 4, 65c; 5, 55c; 6, 45c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 90c each; 3-in. Nonpareil, $1.00.

BELL STRAPS—
Cow—1¼ lb., $1.00; 1½ lb., $1.25; 1¾ lb., $1.85.

BEVELS—Sliding T—No. 18, 6-in., $1.10; 8-in., $1.25; 10-in., $1.35. No. 25: 6-in., 70c; 8-in., 75c; 10-in., 80c; 12-in., 90c. No. 1—Odd Jobs, $1.10.

BIBBS—Compression—	½-in.	⅝-in.	¾-in.	1-in.
Plain—Rough brass	.95	1.25	1.65	....
Finished brass	1.25	1.75	2.10	3.75
Nickel plated	1.45	1.80	2.35	4.15
Hose—Rough brass	1.10	1.35	1.80	3.75
Finished brass	1.45	1.75	2.25	2.70
Nickel plated	1.65	1.95	2.50	....

BITS—Auger—

16ths	R. J.	Irwin	Irwin Car	Common
3	.85	.55	1.25	.30
4	.70	.50	1.25	.30
5	.70	.50	1.25	.30
6	.70	.50	1.25	.35
7	.70	.55	1.25	.35
8	.70	.60	1.25	.35
9	.85	.65	1.35	.40
10	.85	.70	1.50	.40
11	1.00	.80	1.60	.45
12	1.00	.80	1.65	.45
13	1.15	.95	1.75	.55
14	1.15	.95	1.85	.55
15	1.35	1.05	2.10	.65
16	1.35	1.05	2.20	.70
17	1.70	1.20	....	.75
18	1.70	1.40	....	.80
20	1.95	1.55	....	.85
22	2.20	1.75	....	.95
24	2.40	....	....	1.10

Bits in Sets—Common, 6 bits, $4.00; 8 bits, $5.00; 13 bits, $7.50. R. J., 13 bits, $12.50. Irwin, 13 bits, $10.25; 8 bits, $6.00.

Ship Auger Car Bits same prices as Ship Augers.

Expansive—Clarks' small, $2.00; large, $3.00; Steers, small, $3.50; large, $4.25.

Expansive Bit Cutters—Clark's No. 1, 35c; No. 2. 45c; No. 3, 65c; No. 4, 75c. Steers, No. 1, 75c; No. 2, 75c; No. 3, 80c; No. 4, 85c; No. 5, $1.25.

BIT HOLDERS—Extension—

Millers Falls, No. 3—			
12	2.00	18	1.90
15	2.15	21	2.00
18	2.25	24	2.35
21	2.35	Stanley, No. 1—	
24	2.50	12	2.00
Millers Falls, No. 5—		16	2.15
12	1.75	18	2.25
15	1.75	24	2.35

BLOCKS—Tackle—

Wood—	3-in.	4-in.	5-in.	6-in.	8-in.	10-in.
Single, Plain Bushed	.75	.90	1.00	1.20	2.00	3.30
Double, Plain Bushed	1.35	1.65	1.85	2.15	3.50	5.50
Single Roller Bushed	1.20	1.25	1.35	1.60	2.75	4.25
Double Roller Bushed	2.15	2.40	2.55	3.10	5.10	7.50
Triple Roller Bushed	...	3.50	3.75	4.75	7.50	10.50
Snatch Roller Bushed	...	...	...	4.75	6.75	10.00
Steel—	3-in.	4-in.	5-in.	6-in.	8-in.	10-in.
Single, Plain Bushed	.70	.85	.90	1.15	1.80	3.00
Double, Plain Bushed	1.35	1.65	1.80	2.00	3.15	5.00
Triple, Plain Bushed	1.80	2.15	2.25	3.00	4.65	6.90
Single Roller Bushed	...	1.65	...	2.25	5.50	8.75
Double Roller Bushed	...	3.30	...	4.10	10.00	15.00
Triple Roller Bushed	...	4.65	...	5.75	14.25	20.00
Snatch, Plain Bushed	...	...	...	4.10	6.00	8.75
Snatch, Roller Bushed	...	...	...	7.00	9.75	15.25

BLOWERS—
No. 400 Champion, without Tyere Irons, $40.00; No. 400 Champion, complete, $42.50.
No. 40 Lancaster, complete, $31.50.
Royal H, without Tyere Irons, $46.00; complete $48.50.
No. 200 Buffalo, Complete—12-in., $44.00; 14-in., $50.00.
No. 700 Climax—12-in. complete, $28.00.

BOARDS, IRONING—
With Table—No. 2, Plain, $2.50 each; No. 10 Springer, 60x15 in., no sleeve board, $5.25; No. 20 Springer, 54x13 in., no sleeve board $5.25; No. 40 Springer, 50x12 in., no sleeve board, $4.50.

Without Table (skirt boards—4-foot, $1.00 each; 5-foot, $1.50; 5½-foot, $1.75; 6-foot $2.00.

BOARDS, WASH—Brass, 95c each; Toy, zinc, 25c; Single Zinc, 70c; Double Zinc, 90c; Glass, $1.00; Blue Enamel, $1.10; Single Zinc, 75c.

BOLTS—Common Carriage—

	3-16 & ¼"		5-16"		⅜"		7-16"		½"	
	10	100	10	100	10	100	10	100	10	100
1½	.15	1.05	.20	1.50	.25	2.00	.30	2.50	.35	3.05
2	.15	1.15	.20	1.60	.25	2.15	.35	2.70	.40	3.35
2½	.15	1.25	.20	1.70	.30	2.35	.35	2.95	.45	3.65
3	.15	1.35	.25	1.85	.30	2.50	.40	3.15	.50	3.95
3½	.20	1.50	.25	2.00	.35	2.65	.40	3.40	.55	4.30
4	.20	1.60	.25	2.10	.35	2.85	.45	3.60	.55	4.60
4½	.20	1.70	.30	2.20	.35	3.00	.45	3.85	.60	4.90
5	.25	1.80	.30	2.35	.40	3.15	.50	4.05	.65	5.20
5½	.25	1.90	.30	2.45	.40	3.35	.50	4.30	.70	5.55
6	.25	2.00	.35	2.60	.45	3.50	.55	4.50	.70	5.85
6½	.30	2.25	.35	2.95	.50	3.95	.60	4.75	.75	6.20
7	.30	2.35	.35	3.05	.50	4.10	.60	4.95	.80	6.50
8	.35	2.60	.40	3.30	.55	4.50	.65	5.40	.85	7.10
9	...	....	.45	3.60	.60	4.85	.70	5.85	.95	7.75
10	...	....	.50	3.85	.65	5.20	.75	6.30	1.00	8.40
11	...	....	...	....	.70	5.55	.80	6.75	1.10	9.00
12	...	....	...	....	.75	5.90	.85	7.20	1.15	9.60
14	...	....	...	....	...	....	...	....	1.35	10.90
16	...	....	...	....	...	....	...	....	1.45	12.15
18	...	....	...	....	...	....	...	....	1.60	13.40
20	...	....	...	....	...	....	...	....	1.75	14.70

BOLTS—Expansion—(See SHIELDS).

BOLTS—Stove —

	⅛, 5-32"		3-16"		¼"		5-16"		⅜"	
⅜	.10	.50	.10	.50	...	...	...	...	...	...
½	.10	.50	.10	.50	.10	.75	...	...	...	...
⅝	.10	.50	.10	.50	.10	.75	...	...	...	...
¾	.10	.50	.10	.50	.10	.75	...	...	...	...
⅞	.10	.55	.10	.55	.10	.80	...	...	...	...
1	.10	.55	.10	.55	.10	.85	.15	1.10	.20	1.65
1¼	.10	.60	.10	.60	.10	.85	.15	1.15	.20	1.75
1½	.10	.65	.10	.65	.15	.90	.15	1.20	.25	1.85
1¾	.10	.70	.10	.70	.15	.95	.20	1.30	.25	1.95
2	.10	.75	.10	.75	.15	1.00	.20	1.40	.25	2.05
2¼	...	...	.10	.75	.15	1.05	.25	1.50	.30	2.15
2½	...	...	.10	.80	.15	1.10	.25	1.55	.30	2.30
3	...	...	.15	.90	.15	1.20	.25	1.65	.35	2.50
3½	...	...	.15	1.05	.20	1.30	.25	1.80	.40	2.75
4	...	...	.15	1.20	.20	1.45	.25	2.00	.45	3.00

BOLTS—Machine, Square Head and Nut—

	¼"		5-16"		⅜"		7-16"	
1-1½	.15	1.40	.20	1.65	.25	2.00	.35	2.80
2	.20	1.50	.20	1.75	.25	2.10	.35	3.00
2½	.20	1.55	.25	1.85	.30	2.25	.40	3.20
3	.20	1.60	.25	1.95	.30	2.40	.40	3.40
3½	.20	1.65	.25	2.05	.30	2.50	.45	3.60
4	.20	1.75	.25	2.15	.35	2.65	.45	3.80
4½	.25	2.20	.35	2.75	.40	3.35	.50	4.00
5	.25	2.25	.35	2.85	.45	3.55	.50	4.20
5½	.30	2.35	.35	2.95	.45	3.70	.55	4.40
6	.30	2.45	.40	3.10	.45	3.85	.55	4.60
6½	.30	2.50	.40	3.20	.50	4.00	.60	4.80
7	.35	2.60	.40	3.35	.50	4.15	.60	5.00
8	.35	2.75	.45	3.55	.55	4.50	.65	5.40
9	.35	2.90	.45	3.80	.60	4.80	.70	5.80
10	.40	3.05	.50	4.05	.65	5.15	.75	6.20
11	.40	3.25	.55	4.30	.65	5.45	.80	6.60
12	.40	3.40	.55	4.55	.70	5.75	.85	7.00
	½"		⅝"		¾"		⅞"	
1-1½	.45	3.60	.65	5.20	.95	7.70	1.25	10.50
2	.45	3.85	.70	5.60	1.00	8.25.	1.35	11.20
2½	.50	4.15	.75	5.95	1.05	8.80	1.45	11.90
3	.55	4.40	.75	6.35	1.10	9.35	1.50	12.60
3½	.55	4.65	.80	6.75	1.20	9.90	1.60	13.30
4	.60	4.90	.85	7.10	1.25	10.45	1.70	14.00
4½	.60	5.15	.90	7.50	1.35	11.00	1.75	14.70
5	.65	5.45	.95	7.85	1.40	11.55	1.85	15.40
5½	.70	5.70	1.00	8.25	1.45	12.10	1.95	16.10
6	.75	5.95	1.05	8.65	1.55	12.65	2.00	16.80
6½	.75	6.20	1.10	9.00	1.60	13.20	2.10	17.50
7	.80	6.45	1.15	9.40	1.65	13.75	2.20	18.20
8	.85	7.00	1.20	10.15	1.80	14.85	2.35	19.60
9	.90	7.50	1.35	10.90	1.95	15.95	2.55	21.00
10	.95	8.05	1.40	11.65	2.05	17.05	2.70	22.00
11	1.00	8.55	1.50	12.45	2.20	18.15	2.85	23.80
12	1.10	9.05	1.60	13.20	2.30	19.25	3.05	25.20
13	1.15	9.60	1.70	13.95	2.45	20.35	3.20	26.60
14	1.20	10.10	1.75	14.70	2.60	21.45	3.35	28.00
15	1.30	10.65	1.85	15.45	2.70	22.55	3.55	29.40
16	1.35	11.15	1.95	16.25	2.85	23.65	3.70	30.80
17	1.40	11.65	2.05	17.00	3.00	24.75	3.85	32.20
18	1.45	12.20	2.15	17.75	3.10	25.85	4.00	33.60
19	1.55	12.70	2.25	18.50	3.25	26.95	4.20	35.00
20	1.60	13.25	2.30	19.25	3.35	28.05	4.35	36.40
21	1.65	13.75	2.40	20.00	3.50	29.15	4.55	37.80
22	1.70	14.25	2.50	20.80	3.60	30.25	4.70	39.20
23	1.80	14.80	2.60	21.55	3.75	31.35	4.90	40.60
24	1.85	15.30	2.70	22.30	3.90	32.45	5.05	42.00
25	1.90	15.85	2.75	23.05	4.05	33.55	5.20	43.40
26	1.95	16.35	2.85	23.85	4.20	34.65	5.40	44.80
27	2.05	16.85	2.95	24.60	4.30	35.75	5.55	46.20
28	2.10	17.40	3.05	25.35	4.45	36.85	5.70	47.60
29	2.15	17.90	3.15	26.10	4.55	37.95	5.90	49.00
30	2.20	18.45	3.25	26.85	4.70	39.05	6.05	50.40

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RETAIL SELLING PRICES—Continued.

BOLTS—Barrel—

Extra Heavy Wrought Steel, Japanned—	
4-inch	.15
5-inch	.20
6-inch	.25
8-inch	.45
Cast Iron, Japanned—	
2½-inch	.15
3-inch	.15
4-inch	.20
5-inch	.25
6-inch	.30

CHAIN—

Cast Iron Japanned—	
6-inch	.50
8-inch	.60
10-inch	.85
Cast Iron, Amber or Bronzed—	
4-inch	.45
6-inch	.60
8-inch	.75
Cast Iron, Ant. Copper or Dull Brass—	
4-inch	.75
6-inch	1.00
8-inch	1.10
CUPBOARD, Japanned—	
3-inch	.75
6-inch	.75
10-inch	1.75
Cupboard, Other Finishes—	
3-inch	.75
6-inch	1.00

FLUSH, Angle—All Finishes, Cast Bronze—

2-inch	.40
3-inch	.50
4-inch	.55
6-inch	.70

LEVER—Cast Bronze, All Finishes—

3½-inch	1.10
5-inch	1.25

T-HEAD—Wrought Bronze, All Finishes—

3-inch	.35
4-inch	.40
5-inch	.45
6-inch	.50
Cast Bronze, All Finishes—	
3-inch	.45
4-inch	.40
5-inch	.50

FOOT—

Cast Iron, Japanned—	
6-inch	.45
8-inch	.55
10-inch	.85
Amber or Bronzed—	
6-inch	.55
8-inch	.75
Other Finishes—	
4-inch	.75
6-inch	.95
8-inch	1.10
Foot Wrought Steel—Cupboard, Japanned—	
3-inch	.60
6-inch	.90
10-inch	2.25

BOLTS—Toggle—(See Toggle Bolts).

BOTTLES—Vacuum—

Thermos—	
6	4.50
6Q	6.25
11	2.75
11Q	4.25
14	3.25
14Q	4.75
14½	2.75
15	4.00
15Q	5.75
15½	3.50
Universal—	
21	2.75
22	4.25
61	2.25
62	3.25
71	3.25
72	4.75
81	4.50
82	6.25
91	4.00
92	5.75
592	6.75
Ferrostat—	
504R	11.00
505R 2-qt.	16.00
505N	16.50

FILLERS—Thermos and Universal—

½ Pint	1.50
1 Pint	1.75
1 Quart	2.50

LUNCH KITS—

Thermos—	
392 and 396	4.50
398 and 397	5.00
394 and 398	5.75
Universal—	
310	4.75
330	5.25
410	5.00
510	5.50
4070	6.25
3070	4.25

Thermos—Food Jars.		Fillers
600	4.00	2.00
601	5.00	2.25
602	6.75	3.00

Thermos— Jugs.		Fillers
556	9.50	4.00
557	10.00	4.75

Thermos—Cases—	
104	6.25
104Q	9.25
114	9.75
114Q	14.75
180	9.75
180Q	14.75
73	21.50
74	26.00
75	24.00
New Langdon Imp.—	
72	21.50
73	23.00
74	26.25
75	31.25
Stearn's Perfection—	
20	5.00

BOXES—Mitre—

Goodell—	
1285 26x4	24.00
1305 25x5	25.00
1306 30x5	27.00
Stanley—	
50½	13.25
246	24.50
358	28.75
460	35.00
Acme—	
72	22.50

BRACES—

P. S. & W., No. 7008, $5.00 each; No. 7010, $5.25; 7012, $5.50; 8010B, $6.50; 8012B, $6.75; 8014B, $7.00.

Stanley, No. 921, 8-inch, $5.25 each; 10-inch, $5.50; 12-inch, $5.75; 14-inch, $6.00.

BRACKETS—Shelf—

Japanned—	Pair	Copper, Brass, Nickel—Pair
3x 4	.20	.60
4x 5	.25	.65
5x 7	.30	.75
6x 8	.35	.90
7x 9	.40	.95
8x10	.45	1.00
10x12	.70	1.25
12x14	.90	...

BRADS—Wire—

	Bulk per lb.	½-lb. pkgs.	¼-lb. pkgs.
½ and ⅝-inch	.30	.20	.15
¾ to 1½-inch	.25	.15	.10
1¼ to 2-inch	.20	.15	.10

BRASS—Sheet—Soft, per lb., 75c; Half Hard, 80c; Sign, 80c; Spring, $1.05.

BREAD AND CAKE MAKERS—Universal—No. 2, $3.00 each. No. 4, $3.75 each; No. 8, $4.75 each; No. 44, $3.50 each.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROOMS—House or Parlor—

Finest selected, 16-15 in., $1.50 each; second grade, 14½ in., $1.35; third grade, 14 in., $1.10; common, 85c; Warehouse, $1.25; Railroad or Smelter, $1.25; Switch, small, 65c, large, 90c; Toy or Hearth, 1 sew, 30c; 2 sew, 40c.

Push or Street

Bassine, 14-in.	1.60	Rattan, 6 rows, 12-in.	1.35
Bassine, 16-in.	1.75	Rattan, 6 Rows, 14 in.	1.60
Steel Wire, 12-in.	1.00	Rattan, 6 rows, 16 in.	1.75
Steel Wire, 18-in.	1.60	Rattain, 8 rows, 14 in.	1.25

BRUSHES—

CASTING—	
Round	.80
Oblong	.60
Counter—	
Dusting, com.	.90
Extra quality	1.20
White bristles	1.75
FLOOR—	
Fibre, 12-inch	1.50
Fibre, 16-inch	1.90
Hair, 12-inch	2.10
Hair, 16-inch	2.65
Mixed, 12-inch	1.75
Mixed, 16-inch	2.00
Bristles, 14-inch	5.00
Bristles, 18-inch	6.25
Garage—	
Fibre, 16-inch	2.00
Fibre, 18-inch	2.25
Fibre, 20-inch	2.50
Fibre, 24-inch	3.25
Gear—	
Handles	.65
Hand or Nail	.10
Horse—	
Rice Root, 12½ lb.	.75
Rice Root, 13 lb.	1.25
Palmyra Fibre, 12½ lb.	.55
Palmyra Fibre, 13 lb.	.95
Mixed Fibre, 13 lb.	.90
Ox Fibre, 3½x9 in.	.75
Ox Fibre, 4¼x11½ in.	85
Kalsomine —	
7-in., single	2.40
8x7½ in. blocks	6.75
Marking—(Round)—White Bristles—	
⅝-⅞ in.	.10
1-1¼ in.	.15

Paint—(Chinese bristles)—

Grade.	1	2	3	4	5
2½-inch	.30	...	.65	...	...
3-inch	.40	.55	.85	1.60	...
3½-inch	.55	.75	1.05	2.25	2.75
4-inch	.70	1.00	1.55	2.75	3.50
4½-inch	...	1.50	....	3.50	4.00

Roofing—Knotted—		**Sink—**	
3 knots, 14-lb.	2.00	Ox Fibre	.15
4 knots, 18-lb.	2.50	Split Bamboo	.05
Sash—Chisel Point—		**Shaving—Rubber Set—**	
½x1½-in.	.20	Ebonized handle	.55
¾x1¾-in.	.25	Boxwood, small	1.00
⅞x2-in.	.30	Boxwood, medium	1.10
1x2½-in.	.40	Boxwood, large	1.25
Scrub—		White Bone, small	1.00
Gray Tampico, 10"	.40	White Bone, medium	1.25
Gray Tampico, 12"	.50	Octagon Bone	2.00
Ox Fibre, 7"	.40	Octag. Bone, polished	4.00
Ox Fibre, 10"	.50	**Stencil—**	
Ox Fibre, 12"	.55	1½-in., 2½-lb.	.25
White Tampico, 8"	.35	1¾-in., 3¾-lb.	.35
White Tampico, 11"	.50	1½-in., 5-lb.	.45
White Tampico, 12"	.70	1¾-in., 6-lb.	.55
Shoe—		**Window—**	
Dauber, wood	.20	Gray fibre	.75
Dauber, iron	.30	Black horsehair	.90
Brush only, ⅞-in.	.35	Pope's Eye	1.15
Brush only 1¼-in.	.75	Squeegee, 10-in.	.30
Combination	.35	Squeegee, 12-in.	.35
Extra bristles	.50	Squeegee, 14-in.	.40
Best 1¼-in. bristles	.85	Squeegee, 16-in.	.50

BUCKETS—(See Galv. Ware)—

BURNERS—Lamp—⅝-inch wick, 15c each; 1-inch, 20c; 1½-inch, 35c.

Lantern—For Cold Blast, ⅝-inch wick, 20c each; 1-inch, 30c; for Kerosene, ⅝-inch, 20c; 1-inch, 30c; Lard, Sperm and Sig. Oil, ⅝-inch, 15c; 1-inch, 20c.

Rubbish—No. 1, 20-inch Steel, $9.00 each; No. 2, 30-inch Steel, $15.00.

BUTTS—(See Hinges)—

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RETAIL SELLING PRICES—Continued.

CANTEENS—BEAR BRAND AND BOYCO—Covered—No. 2, $1.25; No. 3, $1.40; No. 4, $1.65; No. 6, $1.85; No. 8, $2.20. Government, $1.45; American, $1.50; Army, 3-pt., $1.40; Army, 5-pt., $1.60; De Luxe, 3-pt., $1.75; De Luxe, 5-pt., $2.10.

RUNNING BOARD OUTFITS—
Boyco Service Units—No. 5, $5.75; No. 22, $6.65; No. 112, $8.00; No. 212, $8.40; No. 312, $8.60.
Bear Brand—Lincoln—No. 100, $2.00; No. 200, $2.50; No. 300, $2.85.
Auto Cans—Covered, No. 1, $1.95; No. 2, $2.80; No. 3, $2.70; No. 5, $3.35. Plain, No. 1, $1.45; No. 2, $1.70; No. 3, $2.00; No. 5, $2.50.

CANT HOOKS—	Maple Hdl.	Hickory Hdl.
2¼x4½	3.25	4.25
2½x4½	3.50	4.35

CAPS—Roofing. Per lb., 22c.

CARBORUNDUM—Grain, per lb., bulk, 65c.

CARRIERS—Timber—No. 425, 4-ft. maple, $4.25.

CARRIERS—Hay—Using Manila rope for steel, wood, cable track, $14.50 each; using wire cable or manila rope for steel, wood, cable track, $18.50; Sling, $25.00; Steel Hay Carrier Track, 45c foot; Steel Hay Carrier Hanging Hooks, 30c each; Rafter Brackets, 15c.

CATCHERS—GRASS—RRI, $1.00 each; Eureka, 85c; 16G, $2.25; G5, $2.50; 10G, $2.75; 12G, $3.25; 9, all duck, $2.65; 11, all duck, $2.75.

CEDAR SWEEP CLEANING COMPOUND—
Cedar Sweep—1½-lb. carton, 20c; 4¼-lb. carton, $60c; 33-lb. box, $2.00; 100-lb. drum, $3.75; 250-lb. barrel, $8.50.
Kleen-A-Pipe—1-lb. can, 75c; 10-lb. can, $3.00.
Shineoleum—1 quart, $1.00; 1 gal., $3.50; 5 gals., $12.50.
Cedar Mist—1 gal., $3.50; 5 gals., $12.50.
Sweeping Compound—No. 2, Green, 3c lb.; No. 3, Brown, 2¾c lb.; No. 4, Black, 2½c lb.

CHAINS—Tire.

Size	Pair	Size	Pair
Tire—Weeds		4½x33	7.35
3 x30	4.50	4½x34	7.50
3½x30	5.00	4½x35	8.00
3½x32	5.50	4½x36	8.00
4 x31	6.00	4½x37	8.75
4 x32	6.00	5 x35	9.00
4 x33	6.50	5 x36	9.00
4 x34	7.00	5 x37	9.75
4 x35	7.50	5½x36	12.00
4 x36	7.50	5½x37	13.00
4½x32	7.00	5½x38	14.00

Dozen pair lots, 10% off.

CHAIN—New German Straight Link (Coil)—
6-0, 15c ft.; 5-0, 14c; 4-0, 13c; 3-0, 11c; 2-0, 11c; 0, 10c; 1, 8c; 2, 8c.
Norway Straight Link (coil)—⅛, 35c lb.; ⅜, 35c lb.; ⅝, 30c lb.
Passing Link (coil)—4-0, 14c ft.; 3-0, 12c ft.; 2-0, 11c ft.
Proof Straight Link (coil)—3-16 black, 20c lb.; ¼, 25c lb.; 5-16, 20c lb.; ⅜, 20c lb.; 7-16, 20c lb.; ½, 20c lb.; ⅝, 20c lb.; ¾, 20c lb.
Proof Twisted Link (coil)—3-15 black, 30c lb.; ¼, 25c lb.; 5-16, 25c lb.; ⅜, 20c lb.
B. B. Proof Straight Link (coil)—5-16, 25c lb.; ⅜, 25c lb.; ½, 20c lb.; ⅝, 20c lb.; ¾, 20c lb.
Twisted Machine Coppered (coil)—4-0, 20c ft.; 3-0, 17c ft.; 2-0, 17c ft.; 0, 16c ft.
Jack, Iron—No. 20, 7½c yd.; No. 18, 7½c; No. 16, 10c; No. 14, 10c; No. 12, 10c; No. 10, 10c; No. 8, 15c; No. 6, 25c.
Jack, Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 15c; No. 114, 20c; No. 113, 20c; No. 112, 25c; No. 110, 40c.
Safety Brass and Nickel Plated—00 and N00, 20c yd.; 0-N0, 25c yd.; 1-N1, 30c yd.; 2-N2, 35c yd.; 3, 40c yd.
Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 5c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 3½c ft.; 10 Cable, 30c ft.; 56 Universal, 7c ft.
Sash Chain Fasteners—10, 20c set; 100, 45c set.

CHALK—Carpenters' White, Blue, Red, 30c doz.. Railroad, 30c doz. School, 5c doz. Lumber—Dixon's Black, 75c doz.; All colors, $1.20. Metal Workers'—Solid Soapstone, 25c doz.; Solid Soapstone, Chisel Point, 40c. Oil Checking—5-in. Black, red and blue, 45c doz.; 6-in., 50c.

CHECKS—Door—All makes. Liquid Checks—A-11, $7.00; B-12, $9.50; C-13, $10.75; D-14, $12.75; E-15, $16.85; 6, extra large, $22.50. For hold open arm, add $1.25 each.
Screen Door Check—No. 01, $3.85.

CHOPPERS—Meat and Feed—

Enterprise		Universal	
5	4.00	0	2.00
10	6.25	1	2.50
12	5.75	2	3.00
22	9.75	3	4.00
32	12.75	304	9.75
		Russwin	
501	2.25	0 R	2.50
602	2.75	1 R	3.00
703	3.50	2 R	3.50
		3 R	4.75

CHISELS—

	Socket Firmer Bev. Edge	Whites No. 2	Pocket Bev. Edge	Inside or Outside Bevel
⅛	1.15	1.30	1.30	1.35
¼	1.20	1.35	1.35	1.35
⅜	1.25	1.40	1.50	1.35
½	1.30	1.45	1.55	1.40
⅝	1.35	1.50	1.60	1.50
¾	1.40	1.55	1.65	1.65
⅞	1.50	1.65	1.75	1.75
1	1.65	1.75	1.80	1.85
1¼	1.85	1.90	2.00	2.00
1½	2.00	2.00	2.25	2.25
1¾	2.35	2.15	2.40	2.50
2	2.50	2.30	2.75	2.75

	Bucks No. 4	Blacksmiths' Cold or Hot Eye
1	.90	.75
1⅛	...	.85
1¼	1.45	1.00
1⅜	...	1.25
1½	1.50	1.50
1¾	2.00	2.50
2	2.25	3.00

	Cold Com.	Cold Special	Cape	Round Nose	Diamond Point
⅛	.15	.35	.55	.50	.55
5-16	.20	.35	.60	.50	.60
⅜	.20	.40	.65	.55	.65
½	.25	.45	.75	.65	.75
⅝	.30	.55	.85	.70	.85
¾	.40	.65	.90	.90	1.00
⅞	.60	.90	...	...	1.25
1	.80	1.00	...	...	1.50

CHURNS—Barrel—No. 0, $10.00 each; 1, $11.25; 2, $12.75; 3, $14.25; 4, $16.75; 5, $19.50.
Improved Cylinder—No. 1 $6.35; 2, $7.50; 3, $6.75; 4, $8.75.
Sturges Steel—No. 1, $10.35; 2, $12.65; 3, $14.65.
Glass Family—Universal, No. 15; $2.75; 125, $3.25; 135, $4.00; 145, $4.50. Dazey, No. 10, $2.00; 20, $2.50; 30, $3.25; 40, $4.00. Extra Jars, Dazey, No. 10, 55c; 20, 90c; 30, $1.20; 40, $1.50.
Tin without Dasher—1½ gal., $1.50 each; 2 gal., $1.55; 3 gal., $1.60; 4 gal., $1.75.
Dash—IX Tin—2-gal., $2.25; 4-gal., $2.75; 6-gal., $3.25.
Dash and Handle—25c extra.

CLAMPS—Stearn's Special Joiners'—Opens 1 ft., pair, $6.50; 1½ ft., $7.00; 2 ft., $7.25.
Carriage Makers—Common—2½in., 70c; 3-in., 80c; 4-in., $1.10; 5-in., $1.45; 6-in., $1.85; 8-in., $2.75; 10-in., $3.75; 12-in., $4.75.
Quilt Frame—No. 1, 10c each; 8, 20c; 32, 20c; 33, 20c.

CLEANERS—Window—

Rubber—				Wood Floor—	
10-inch	.45	16-inch	.65	14-inch	.60
12-inch	.50	18-inch	.75	16-inch	.75
14-inch	.60				

CLEVISES—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to ⅜ inc., each, 15c; ½, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1⅛-in., 60c.

CLIPPERS—Bolt—

New Easy—		Extra Cutters—	
No. 0	4.25	No. 0	2.25
No. 1	5.75	No. 1	2.75
No. 2	8.00	No. 2	3.75
No. 3	10.50	No. 3	4.75
O. K.—			
10-inch	2.35	14-inch	3.00

CLOCKS, ALARM—America, $1.85 each; Circle, $3.25; Flash, $3.25; Gale, $4.50; Ideal $3.00; Indian, $1.85; Iron Clad, $3.00; Lookout, $2.25; Peerless, $3.00; Pershing, $3.50; Practical, $3.00; Sleepmeter 2, $2.50; Slumber Stopper, $4.50; Startle, $3.50.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH—Emery, Nos. 00 to 2½, 10c straight; Nos. 1 to 8, 15c. Carborundum or Aloxite—Nos. FF-90, 15c straight.

CLOTH, WIRE—
Hardware Galvanized—

Mesh.	Sq. ft.	Screen	Sq. ft.
1 inch	.18	12 M—Black	.04½
¾ inch	.14	14 M—Black	.05
½ inch	.14	16 M—Black	.06
2 mesh	.10	14 M—Bronze	.16
3 mesh	.10	14 M—Galvanized	.05½
4 mesh	.10	16 M—Galvanized	.06½
6 mesh	.13	14 M—Opal, Galvanoid	.06
8 mesh	.14	16 M—Opal, Galvanoid	.06½

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RETAIL SELLING PRICES—Continued.

COCKS—

No.		Each
Ball—	½-inch...	1.25
	⅝-inch...	1.50
	¾-inch...	1.85
	1-inch...	3.35
Floats—	5-inch...	.55
	6-inch...	.95
	7-inch...	1.35
	8-inch...	2.10

No.		Each
Gas Hose—	⅜-inch...	.35
	½-inch...	.40
	¾-inch...	.55

Service, Standard—Square or Flat Head—

	¼"	⅜"	½"	¾"	1"	1¼"	1½"	2"
Each	.65	.75	.80	.90	1.50	2.25	3.00	5.25

COMPASSES—No. 40-4, 45c each; 6, 55c; 8, 75c.

COOKERS—Fireless—Duplex—No. 25, $20.00 each; No. 30, $33.50; 35, $22.25; 50, $33.75; 55, $36.00; 60, $40.00; 70, $56.00.

Legs—Set, $6.00.

Soapstone Discs—Each, $1.50.

COOLERS—Water—Galvanized Lined—02, $5.00 each; 03, $6.00; 04, $7.00; 06, $8.25; 08, $10.25; 010, $12.25.

COPPER—Sheet, 65c lb.; Bars, round, 70c lb.; Tubing, 75c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.			
8½ inch	3.00	5 pints	2.50
9½ inch	3.25	6 pints	2.75
10½ inch	3.50	Tea Pots.	
Coffee Pots.		2 pints	1.75
3 pints	2.00	3 pints	2.00
4 pints	2.25	4 pints	2.25
		5 pints	2.50

COPPERS, SOLDERING—Family—

1, per set	1.65
2, per set	1.50
Tinners—	
½ pound, per pair	.25
1 pound, per pair	.35
1½ pound, per pair	.50
2 pound, per pair	.60
3 to 14 pounds	.50

CORD—Sash, Common—Per hank: No. 6, $1.00; 7, $1.25; 8, $1.50; 10, $2.50; 12, $3.00.
Silver Lake—Per hank: No. 6, $1.75; 7, $2.70; 8, $2.60; 10, $4.25; 12, $5.75.

CORD, TINNED PICTURE—
No. 00, 15c pkg.; 1, 25c; 2, 30c; 3, 40c; 4, 50c.

CRAYON—Lumber, 10c; Soapstone, 5c.

CULTIVATORS—
Norcross, 1GC-5, each, $1.25; 5N, $1.50; 3N, $1.25; Midget, 60c.
Pull Easy, PEC, each, $2.00; PE5, $1.65; PEW2, $5.00.

CUTTERS—Pipe—Barnes, No. 1, $3.40 each; 2, $4.50; 3, $7.50; 4, $15.00; 5, $20.00; 6, $30.00.
Saunders—No. 1, $2.75 each; 2, $4.00; 3, $9.35; 4, $15.30.
Trimo—No. 11, $3.40 each; 12, $4.50.

DAMPERS—Stove Pipe—No. 3, 20c each; 4, 20c; 5, 25c; 6, 25c; 7, 40c; 8, 80c; 9, $1.15; 10, $1.50.

DIVIDERS—Wing, No. 1, 35 & 50, 6-in., 75c pr.; 7-in., 90c; 8-in., $1.00; 10-in., $1.25. No. 35, 6-inch, 75c pair; 7-inch, 85c; 8-inch, $1.00; 10-inch, $1.25; 12-inch, $1.35; 14-inch, $2.50.

Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.

DOORS—Ash Pit—

8x8	2.00	10x12	2.75
8x10	2.25	12x15	5.50

ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.

DOORS—Screen—
241 Common Varnished, ⅞-in.—2-6x6-6, $3.25; 2-8x6-8, $3.35; 2-10x6-10, $3.50; 3x7, $3.75.
276 Black, 1⅛-in.—2-6x6-6, $3.65; 2-8x6-8, $3.75; 2-10x6-10, $4.00.
311 Black, 1⅛-in.—2-6x6-6, $4.50; 2-8x6-8, $4.75; 2-10x6-10, $5.00; 3x7, $5.25.
391 Galv.—2-8x6-8, $5.50; 2-10x6-10, $5.75; 3x7, $6.00; 3x6-8, $6.25.
525 Black—2-8x6-8, $6.50; 2-10x6-10, $6.75; 3x7, $7.00; 3x6-8, $7.25.

DRILLS—

Goodell-Pratt Bench Drills—

No.	Each	No.	Each
8	7.50	12A	6.50
8½	9.50	87	12.00
9½	14.00	97	13.75
10½	24.00	118	7.50
490½	20.00	Yankee—Millers Falls, Hand—	
1003	13.00	1	3.50
1005	21.50	2	5.25
11	22.00	2B	4.75
Goodell-Pratt Breast Drills—		3A	4.00
6	5.85	5	4.00
07	5.50	98	5.75
245	5.00	105	3.75
279	18.25	306	5.50
Millers Falls (Breast)—		343	4.00
12	7.00	1980	5.75

Drill Presses—Millers Falls

20	11.00	23	7.50
21	15.00	210	15.00
22	5.00		

Hand Drills—

No.	Each	No.	Each
4	3.00	455	9.25
4½	2.80	545	12.00
5½	5.20	550	10.50
5½B	5.20	555	13.75
49	2.80	1430	4.50
53	3.70	1445	8.00
54	4.00	1455	9.25
154	5.00	1530	6.00
259	6.40	1540	10.00
329	3.40	1545	11.50
379	3.50	1550	11.75
385	8.40	1555	13.75
445	3.00		

Chain Drills—Goodell-Pratt

307	4.50	313	7.00
316	4.50	1500	4.50
317	5.50		

Yankee Automatic

41	3.00	44	3.75
42	2.50	50	4.50

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
300	1.15	305	.55
301	1.15		

Yankee Drill Points
Set of 8, $7.10; each, 15c; 2 for 25c.

Bits, Wood (Syracuse Pattern)

Thirtyseconds—	Ea.		Ea.
2	.25	12	.50
3	.25	13	.55
4	.25	14	.60
5	.25	15	.65
6	.30	16	.70
7	.35	17	.75
8	.40	18	.85
9	.45	19	.90
10	.45	20	.95
11	.50	24	1.25

Bit Stock Twist Drills for metal or wood—

1-16	.20	15-32	.80
3-32	.20		.90
⅛	.20	17-32	1.00
5-32	.25	9-16	1.10
3-16	.30	19-32	1.30
7-32	.35	⅝	1.30
¼	.40	11-16	1.40
9-32	.45	¾	1.60
5-16	.50	13-16	1.80
11-32	.60	⅞	2.00
⅜	.65	15-16	2.25
13-32	.70	1	2.50
7-16	.75		

Straight Shank Carbon Steel, Short Set—

1-32	.15	7-32	.25
3-64	.15	15-64	.25
1-16	.15	¼	.30
5-64	.15	9-32	.35
3-32	.15	5-16	.40
7-64	.15	11-32	.45
⅛	.15	⅜	.50
9-64	.15	13-32	.60
5-32	.15	7-16	.70
11-64	.20	15-32	.85
3-16	.20	½	1.00
13-64	.20		

Straight Shank, Wire Gauge Carbon Steel—

1 to 5	.25	36 to 40	.15
6 to 10	.20	41 to 45	.16
11 to 15	.20	46 to 50	.15
16 to 20	.20	51 to 55	.15
21 to 25	.20	56 to 60	.15
26 to 30	.15	61 to 80	.15
31 to 35	.15		

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RETAIL SELLING PRICES—Continued.

DRILLS—Continued.

Sebco "Star"—

1/4	18.00	9-16	36.00
5/16	22.00	5/8	38.00
7-16	26.00	3/4	52.00
1/2	30.00		

ELECTRICAL APPLIANCES—

Universal Goods—

Dishes, Chafing—		E9646	19.00
E940	22.00	E9649	21.00
E9850	20.00	E9676	12.00
Grills—		Ranges, Table—	
E982	18.25	E9841	22.00
E984	14.00	Stoves—	
Heaters, Immersion —		E998	9.50
E970	6.00	E997	9.50
Irons, Curling—		E9960	8.50
E9901	6.75	Toasters—	
E99011	7.50	E945	9.00
Irons, Pressing—		E946	7.50
E901	9.00	Urns, Coffee—	
E902	8.00	E916	19.00
E905	8.00	E919	20.50
E9028	7.25	E9186	16.50
E9035	8.00	E9146	21.50
E9051	9.00	E9149	24.00
Pads, Heating—		E9166	25.00
E9940	12.50	E9169	27.50
Percolators—		E9176	17.50
E9435	15.00	E9179	19.00
E9437	16.50	E9166044	47.75
E9439	18.00	E9169044	50.25
E9635	13.00	Vacuum Cleaners—	
E9637	14.50	E701	39.50
E9639	16.00	Attachments	10.50

Hot Point Goods—

Chafing Dishes—No. 20501, $11.25 each; 20502, $21.00; 20503, $25.00.

Grills—No. 116G1, $13.00 each; 136G1, $14.00; 20101, $12.50.

Heaters, Air—No. 30403, $12.50 each; 30404, $14.50; 30603, $36.00; 30604, $49.00; 116A4 (Hedlite), $12.35.

Heaters, Immersion—No. 113W16 (50201), $5.75 each; 115W16 (50202), $6.75; 115W17 (50203), $8.25.

Irons, Curling—No. 112L1, $7.50 each; 112L2, $6.75.

Irons, Pressing—1113S12 (11103), $8.75 each; 115F22 (11203), 3-lb., $7.25; 115F5 (11205), 5-lb., $8.00; 115F17 (11206), 6-lb., $8.00; 11307, $10.50

Pads, Heating—114Q3 (50142), $10.00; 114Q4 (50151), $11.25.

Percolators—No. 20611, $12.00; 20620, $13.50; 20621, $14.50; 20622, $19.00; 20650, $19.50; 114P18 (20651), $25.50; 114P17 (20652), $27.50.

Stoves—No. 116D1, $11.00; 136D1, $12.50; 20301, $8.00; 20302, $8.50; 40101, $8.50; 40102, $10.25; 40103, $14.00; 40104, $16.05; 40105, $19.50; 40106, $7.25.

Toasters—No. 114T5, $7.50; 115T1, $9.50.

Vacuum Cleaners—No. 112V2, $45.00; Attachments, $11.00.

ELECTRICAL SUNDRIES—

	Each
Attachment Plugs, No. 903, Benjamin	.35
No. 500, Bryant	.20
Bells, 2½-inch Eclipse, Nonpareil, Iron Box	1.00
3-inch Eclipse, Nonpareil, Iron Box	1.00
Buzzers, Nonpareil, Iron Box	1.00
Watch Case	.75
	Pair
Cleats, 2 and 3 wire, unglazed	.06
	Each
Clusters, No. 92, Benjamin, 2-light	1.35
No. 93, Benjamin, 3-light	1.75
No. 94, Benjamin, 4-light	2.35
Porcelain Rings for Clusters	.20
	Foot
Cord, No. 18, Green and Yellow Twisted Lamp	.06
No. 18, Heater, Twisted	.15
	Each
Fuses, 0, 10, 15, 20, 25, 30 amp	.10
Globes, 6x3¼, R. I. Ball	.60
8x3¼ or 4, Ball	1.25
Knobs, No. 5½, solid	.03½
No. 5½, split	.06
Lamp Guards, Style A—16 C. P.	.40
Style H—16 C. P.	.35
Style H—32 C. P.	.45
Loxon, 40 watt (guard only)	.65
Loxon, 60 watt (guard only)	.70
Key for Loxon Guards	.10
	Feet
Loom, 7-32 (250 feet in coil)	.10
¼ (250 feet in coil)	.11
	Each
Receptacles, No. 226, Porcelain Cleat	.30
No. 195, Freeman Key, brass	.70
No. 188, Freeman Key, brass	.80
Rosettes, No. 819, Cleat, Mesco No. 16445	.20
No. 833, Concealed Mesco No. 16447	.30
Switches, No. 400, Common Snap, Mesco 5121	.50
No. 403, Indicating Snap, Mesco No. 5123	.50
No. 459, 3-way Snap, and Mesco No. 5129	.96
No. 4401, Single Pole Push, and Mesco No. 5011	.64
No. 4403, 3-way Push, and Mesco No. 5012	.89
No. 707, Single Pole, 1-way Baby Knife	.40
No. 708, Single Pole, 2-way Baby Knife	.60
No. 709, Double Pole, 1-way Baby Knife	.65
No. 710, Double Pole, 2-way Baby Knife	.85
Sockets, ⅛-inch and Pendant Cap Key BB	.55
Pull Chain	1.00
Shades, 8-inch Tin Cone	.55
10-inch Tin Cone	.60
8-inch Flat Tin	.50
10-inch Flat Tin	.75
Shade Holders, 2¼-inch P. & A., BB	.15
3¼-inch P. & A., BB	.25
Tubes, Porcelain, 5-16x3	.02½
5-16x4	.04½
5-16x5	.06
5-16x6	.07
	Lb.
Tape, Durafix Friction, ½-lb. rolls	.95
Sticktite Friction, ½-lb. rolls	.95
Paraweld Rubber, ½-lb. rolls	.85
	Foot
Wire, No. 10, S. B. Solid R. C	.05½
No. 12, S. B., Solid R. C	.04
No. 14, S. B., Solid R. C	.03
	Lb.
No. 18, Single Bell	1.25
No. 20, Twisted Bell	1.40
	100 Feet
No. 18, Black R. C. Fixture	1.50

EMERY—Per lb., 25c.
Stones—See Stones.
Cloth—See Cloth.
Wheels—See Wheels.

FASTENERS—Casement, common brass plated, 35c; Sash, common brass plated, 20c, two for 25c.

FAUCETS—Cork Lined—
7-inch, each .15 8-inch .20 9-inch .25

FIBRE WARE—Funnels—1-qt., $1.50; 2-qt., $2.25.
Lunch Boxes—25c to 40c.
Measures—1-pint, $2.25; 1-qt., $2.50; ½-gal., $3.00; 1-gal., $3.75.
Pails—12-quart, $1.75.
Spittoons—4x9 in., $2.00; 5x11 in., 2.35.
Tubs, Oval—18-inch, $5.00; 23-inch, $8.00.

FIGURES AND LETTERS (STEEL)—

Figures	Set	Each	Letters	Set	Each
⅛ inch	1.50	.25	⅛ inch	4.50	.25
3-16 inch	2.00	.30	3-16 inch	6.00	.30
¼ inch	2.50	.35	¼ inch	7.50	.35
5-16 inch	3.00	.45	5-16 inch	9.00	.40
⅜ inch	3.50	.65			
½ inch	6.00	.85			

FILES—

Length, inches—	3-3½	4½	5½	6	8	10
Band Saw, Slim	...	...	...	.25	.30	.45
Knife, Bast.	...	...	...	.45	.50	.60
Regular Taper	.15	.15	.20	.25	.35	.55
Slim Taper	.15	.15	.20	.20	.30	.50
Warding, Bast.	...	...	...	.35	.40	...
Length, inches—	3-4	6	10	12	14	16
Flat Bastard	.20	.25	.40	.55	.80	1.05
Half Round Bast.	.30	.35	.55	.70	.90	1.20
Mill Bastard	.20	.20	.35	.45	.65	.85
Round Bastard	.20	.20	.35	.45	.65	.85
Square Bastard	.25	.25	.45	.60	.80	1.10

FIXTURES—Grindstone—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75; Am. Heavy—17, $1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

FLASHLIGHTS — Eveready Daylos — Complete — No. 6961, $1.00 each; 6962, $1.25; 1991, $1.50; 2604, $1.70; 2681, $1.85; 2632, $2.25; 1619, $2.25; 2616, $2.00.
Eveready Batteries—No. 705, 50c each; 790, 35c; 791, 30c; 700, 30c; 750, 30c; 751, 40c.

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RETAIL SELLING PRICES—Continued.

FLASHLIGHTS—Continued—

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Tubular Nos.	5220	5221	5223	5229	5331	6240	6240B
Complete, ea.	$1.35	$1.70	$2.00	$2.00	$2.25	$1.55	$1.70
Case & Bulb, ea.	1.15	1.35	1.50	1.65	1.75	1.25	1.40
Tubular Nos.	6241	6241B	6249	6249B	6343	6343B	6351
Complete, ea.	$1.85	$2.00	$2.35	$2.55	$2.25	$2.45	$2.75
Case & Bulb, e.	1.50	1.65	2.00	2.20	1.75	1.95	2.25
Pocket Nos.	2472	2573	2475	2475B	2577	2577B	2579
Complete, ea.	1.00	1.25	1.25	1.35	1.50	1.65	1.90
Case & Bulb, ea.	.70	.85	.95	1.05	1.10	1.25	1.50
Watch Chain Nos.	6289	6289B	Watch Chain Bat'y No.				1304
Complete, each	$1.00	$1.10	Battery only, each				$ .25
Case and Bulb, each	.75	.85					

Battery only,

Nos.	1202	1203	1206	1207	1271	1301	1308	1309
Each	$0.30	$0.35	$0.30	$0.30	$0.30	$0.50	$0.40	$0.40

FLATTERS—Blacksmith—2-in., $1.25; 2½-in., $1.65; 3-in., $2.00; 3½-in., $3.00.

FORGES—No. 150 Chicago, $16.35; No. 151 Chicago, $17.00. Buffalo—No. 310 Steel Ball Bearing Rivet, $33.00; No. 722, $33.00; No. 742H, $40.00.

FORKS—Hay—Nellis, 94 single harpoon, $6.25; 95 double harpoon, $3.85; 96 double harpoon, $7.75; 97 double harpoon, $4.25; 98 double harpoon, $7.85. Grapple, No. 99 (4 tines), $15.50; No. 100 (6 tines), $18.00. Jackson Patterns, 4 ft., $19.00; 4½ ft., $19.75; 5 ft., $23.00.

FREEZERS—Arctic—

1	4.50		
2	5.25	2	6.45
3	6.35	3	7.65
4	7.75	4	9.45
6	9.75	6	11.85
8	12.65	8	15.40
Toy	4.00	10	20.50
		12	24.50
White Mountain		15	29.25
1	5.55	20	38.00

FROES—Special—Each, 12-in., $2.00; 14-in., $2.25; 16-in., $2.50. Common—Each, 12-in., $1.85; 14-in., $2.00; 16-in., $2.55.

GARBAGE CANS—(See Galvanized Ware).

GATES—Molasses and Oil —

Stebbins—¾-inch, 75c each; 1-inch, 90c; 1¼-inch, $1.00; 1½-inch, $1.25; 2-inch, $1.35.

Perfection—½-inch, 85c each; ¾-inch, $1.00; 1-inch, $1.10; 1¼-inch, $1.30; 1½-inch, $1.50; 2-inch, $2.10.

Enterprise, Self Measuring—No. 61, Faucet, $10.50; 97, Pump, $24.00.

GAUGES—BUTT—Stanley—

No.	Each	No.	Each
93	1.75	77	1.85
94	2.00	71	1.00
95	1.75	90	.75
95½	1.50	91	1.75
Marking—Stanley—		92	2.50
61	.20	97	1.25
64	.35	98	1.85
65	.90		

Altitude Gauges, $5.35.
Steam Gauges, 4½-in. face I. C., $5.35.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

GLASS—Window—

3B Grade—	Large Lots	Small Lots
Single Strength	80%	80%
Double Strength	80%	80%

Extras for Putting in Glass	Per Light
First 3 Brackets	.50
Second 3 Brackets	.75
Third 3 Brackets	1.00
Larger Lights	$1.00 per hour, per man

GLASSES—

Ground Level—		Proved Level—	
1¾	.50	1¾	.15
2	.60	2	.15
2½	.65	2½	.15
3	.70	3	.20
3½	.75	3½	.20

GLASSES, GAUGE—

	Standard			Extra Heavy	
	⅜	½ & ⅝	¾	½ & ⅝	¾
10	.35	.35	.35	.55	.75
12	.35	.35	.50	.60	.90
14	...	.45	.60	.70	1.05
16	...	.55	.65	.85	1.25
18	...	.60	.75	.95	1.35
20	...	.65	.80	...	...
22	...	.70	.90	...	....
24	...	.80	1.00	...	....

GLOBES—Lantern—Cold Blast—Plain, 25c each; Bullseye, 40c; 2 Plain, 25c; 2 Bullseye, 40c; 2 Ruby, 65c.
Railroad—Clear, 30c each; Green or Red, 70c.
Tubular—Clear, 10c each; Plain, 25c; 3-0 Ruby, 60c; 4-0 Bullseye, 35c; 5-0 Wizard, 25c; 6-0, 25c each.

GLUE—Dry—

Common	.35
Cabt.	.40
White	.45

Imperial Liquid—

Size —	1 Oz.	½ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.	1 Gal
List, Doz.	1.06	3.60	2.80	6.00	10.20	18.00	54.00
Sug. Ret. Ea.	.20	.30	.30	.50	.85	1.50	4.50

Le Page's Glue—

Size—	1 Oz.	2 Oz.	½ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt
List, doz.	2.40	1.65	1.80	3.60	6.00	10.20	18.00
Sug. Ret. Ea.	.20	.20	.30	.30	.50	.85	1.50

GOUGES—Buck's, Socket Firmer, Outside Bevel—No. 42—¼-inch, $1.20; ⅜-inch, $1.20; ½-inch, $1.25; ⅝-inch, $1.30; ¾-inch, $1.40; ⅞-inch, $1.55; 1-inch, $1.65; 1¼-inch, $1.85; 1½-inch, $2.10; 1¾-inch, $2.25; 2-inch, $2.50.

Witherby No. 320—¼-inch, $1.25 each, ⅜-inch, $1.25; ½-inch, $1.35; ⅝-inch, $1.40; ¾-inch, $1.50; ⅞-inch, $1.65; 1-inch, $1.75; 1¼-inch, $2.00; 1½-inch, $2.15; 1¾-inch, $2.40; 2-inch, $2.75.

P. S. & W. Firmer—

160—¼ inch	1.50	1 inch	2.10
⅜ inch	1.50	1¼ inch	2.25
½ inch	1.65	1½ inch	2.50
⅝ inch	1.70	1¾ inch	2.75
¾ inch	1.80	2 inch	3.25
⅞ inch	2.00		

GRAPHITE—Flake, per lb., 80c.

GALVANIZED WARE

Boilers, Wash

227	2.50
228	2.75
229	3.00

Bowls, Wash

7	.30
7½	.35

Buckets, Fire

314	.70

Buckets, Well

101 (10 qt.)	.60

Cans, Garbage

Smooth

200	.90
300	1.00
400	1.25
500	1.65
600	2.00
700	2.50

Corrugated

2	.90
3	1.00
4	1.25
5	1.65
6	2.00
70	2.50
80	7.00
90	7.75
100	10.75

Garbage Cans in lots of 3 dozen or more, 5 per cent from above prices.

Cans, Gasoline

65	2.10
501	.65
505	1.75
605	2.00

Cans, Oil

0	.55
02	.85
15	.60
25	2.00
105	1.50
205	2.10

Canteens, see page 195.

Dippers, Laundry

525 (4-qt)	.55

Hods, Coal

615	.75
616	.85
617	.90
618	1.00

Pails, Cement

14	1.50
114	2.25

Pails, Chamber

8-qt.	.85
10-qt.	.90
12-qt	1.00

Pails, Stock

14	.60
16	.70
18	.80
20	.95

Pails, Water

8	.35
10	.40
12	.45
14	.50
16	.55

Pails and Tubs, 6 doz. assorted 5 per cent discount.

Pans, Refrigerator

1	.65
2	.75
3	.95
4	1.35

Pots, Watering

514	1.00
516	1.15
518	1.35
520	1.50
522	1.75
526	2.25

Tubs, Foot

51	.75
52	.85
53	1.00
54	1.25

Tubs, Wash

A	.70
B	.75
0	.95
1	1.00
2	1.25
3	1.50
10 S	1.65
20 S	1.85
30 S	2.10

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RETAIL SELLING PRICES—Continued.

GREASE—AXLE—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb. cans, 65c; 10 lb. pails, $1.25; 25 lb. pails, $2.75.

Cup Grease—5 lb. cans, $1.00 each; 10 lb. cans, $1.75; 25 lb. cans, $3.75.

Transmission—5 lb. cans, 20c each.

GRINDSTONES—

Loose—	Cwt.
15 to 40 lbs.	3.00
40 to 200 lbs.	3.00
Over 200 lbs.	3.50
Fixtures and Axle—	
15 inch	1.25
17 inch	1.40
19 inch	1.50
Mounted—Hand—	
7 inch	3.00
8 inch	3.25
10 inch	4.00
12 inch	4.50

Pedal Mounts—Prices range from $9.75 to $20.25, according to material and quality.

HACKSAW BLADES—

Lenox, Power—							
Lgth.	Wdth.	Lt.	Heavy.	17"	⅝	2.30	....
8"	9-16	.90	....	17"	1	3.25	4.15
10"	⅝	1.15	....	**Hand, Lenox—**			
10"	¾	1.35	1.95	**Length.**		**Each**	**Doz.**
10"	1	....	2.45	8-inch		.10	.75
12"	⅝	1.35	....	9-inch		.10	.85
12"	¾	1.60	2.35	10-inch		.10	1.00
12"	1	2.30	2.95	11-inch		.10	1.10
14"	⅝	1.70	....	12-inch		.15	1.20
14"	¾	1.90	2.75	**Hand, Starrett, Victor, Star—**			
14"	1	2.65	3.50	8-inch		.10	.80
16"	¾	2.15	3.15	9-inch		.10	.90
16"	1	3.05	3.90	10-inch		.15	1.00
				12-inch		.15	1.25

HACK SAW FRAMES—M. F.—4B, 75c; 6, $2.50; 9, $2.25; 15, $3.50; 77, $1.25; 78, $1.35; 1027, $3.50; 69, $3.30; 69B, $3.00; 14, $3.40; 4 Milford Adj., $4.00; 7 Milford Adj., $2.25; 36½ Disston, $1.50; 40 Extension, 75c.

HAMMERS—Vanadium, No. 41½, $2.65 each; Plymouth, No. 11½, $1.90; No. 2 Ball Pein, $2.00.

HAMMERS—Maydole Carpenters'—No. 1, $2.00 each; 1½, $1.75; 2, $1.65; 11, $2.00; 11½, $1.75; 12, $1.65; 12½, $1.50; 13, $1.40; 14, $1.35; 34, $1.25; 611½, $2.75; 710, 2.35; 711, $2.00; 711½, $1.75; 712, $1.65; 713, $1.50.

Maydole Chipping—No. 100, $1.90 each; 101, $1.75; 102, $1.55; 103, $1.40. Maydole Cross Pein—No. 174, $1.50.

Maydole Machinist Ball Pein—No. 770, $2.75 each; 770½, $2.35; 771, $2.00; 772, $1.85; 773, $1.75; 774, $1.35; 775, $1.35; 776, $1.25; 777, $1.25; 78, $1.15.

HAMMERS, CLAW—

Stanley No. 22—	
16 oz.	2.00
20 oz.	2.25
No. 12 and 12B—	
5 oz.	1.65
7 oz.	1.75
10 oz.	1.80
13 oz.	1.85
16 oz.	2.00
20 oz.	2.25
Plumb's Engineers—	
261	1.65
262	1.75
263	1.85
264	2.40
Plumb's Machinist's Ball Pein—	
18	.65
370	1.20
371	1.25
372	1.25
373	1.25
374	1.35
375	1.65
376	1.75
377	1.75
379	2.00
381	2.25
Riveting—	
Plumb's, Stanley No. 147—	
250, 4 oz.	1.10
251, 7 oz.	1.15
252, 9 oz.	1.20
253, 12 oz.	1.25
254, 15 oz.	1.35
255, 18 oz.	1.45
256	1.55
Plumb's Brick—	
461	2.00
462	1.75
3154	1.15
3155	1.35
Plumb's Prospector's Pick	
470	2.75
471	2.85

HANDLES—Axe, extra select, $1.00; second growth, $1.00.

Axe—Single or double bit, Boys' No. 1, 60c; Boys' extra select, 60c; Turned No. 1, 60c; extra select hickory, 85c; second growth, $1.00.

Chisel—Hickory, 10c; Leather Tip, 15c.

Hammer and Hatchet—Second growth hickory, 12 inch, 25c; 14 inch, 25c; 18 inch, 30c.

Peavey Handles—

	Select Maple	Rock Maple	Select Hickory
2¼x4	....	....	2.30
2¼x4½	....	....	2.40
2½x4½	1.25	1.60	2.50
2½x5	1.40	1.75	2.65
2¾x5	1.65	2.00	2.80
2¾x5½	....	....	4.45
3 x5½	....	2.45	....

Pick—36-inch Drift, Select, 75c; Extra Select, $1.00, Railroad No. 1, 50c; No. 2, 60c; Select, 85c; Extra Select, $1.15. Sledge—36-inch, Select, 60c; Second Growth, 75c.

Saw, Hand—Disston, No. 7, 50c; No. D8, 85c; No. 12, $1.25. Crosscut, Disston, No. 112, $1.00; No. 113, $1.25; No. 114, $1.50. Simonds Reversible Guard, per pair, $1.60. Simonds No. 6, 1.60; Atkins No. 24, $1.60. One Man Cross Cut, No. 218, 45c; Supplementary, 30c. Auger M. F. No. 1, $1.00; No. 2, $1.25; No. 3, $1.75; No. 4, $4.75; No. 6 Com., 15c; Pecks Adj., 50c; Pratts Ratchet, $4.75.

HANGERS, BARN DOOR—Richards-Wilcox—

No.	With Brackets	No.	
20½B for 31 track	5.10	135-1 for 31 track	3.50
27½B for 31 track	7.50	38-1 for 61 track	2.10
	Without Brackets	Myers No. 3	3.00
30 for 30 track	2.40	Myers No. 4	2.50
		Lanes No. 25	1.75
		Wilbern, rnd. tr., No. 5	3.00

HANGERS, PARLOR DOOR—Complete with track—

Richards-Wilcox, Double.			
No. 11 with 14 ft. of track	5.00	14	7.15
		15	8.25
Size. No. 221		16	9.40
25	12.00	17	10.50
26	12.00	18	11.60
27	13.15		
28	14.25	Prouty, No. 5S	4.35
29	15.40	Prouty, No. 5D	8.75
210	16.50		
		Lanes, No. 0105	4.35
Richards-Wilcox, Single.		Lanes, No. 0105A	4.65
No. 11, with 7 ft. of track	2.50	Lanes, No. 0105NT	3.75
		Lanes, No. 105A	9.45
Size No. 221		Lanes, No. 105	11.50
18	6.00	Lanes, No. 105NT	7.75

HASPS—Common—

Size 20, 5-in., each, 10c; 6-in., 10c; 7-in., 10c; 8-in., 10c; 10-in., 15c. Size 30, 5-in., 10c; 6-in., 10c; 7-in., 10c; 10-in., 30c. 850, 8-in., each 15c, 10-in., 20c. Size 36, 6-in., each 20c; 8-in., 25c.

Hinge—912, 3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 25c; 10-in., 45c; 12-in., 75c.

S. C. 912—3-in., each, 20c; 4½-in., 20c; 6-in., 25c; 8-in., 35c; 10-in., 55c.

1308¼—3-in., each, 35c; 4½-in., 45c; 6-in., 60c.

Lock—20, Prouty, 75c each; 22, Prouty, 95c.

Safety—915, 3-in., doz., 20c; 4½-in., 25c each; 6-in., 35c. SC915, 3-in., 25c each; 4½-in., 30c; 6-in., 45c. 35c. SC915, 3-in., 25c each; 4½-in., 30c; 6-in., 40c. 45c each; 941J, 65c.

HATCHETS—Underhill Star, No. 10, Chicago Pat., $3.00; No. 5, Boston Pat., $3.00; No. 15 St. Paul Pat., $3.25.

Sayre—Boston, No. 30, $3.00; Chicago, No. 40, $3.25.

Flooring—Plumb, $3.25; White, $4.00.

Broad—1 Plumb, $2.25; 2, $2.50; 3, $2.35; 4, $3.25; 5, $3.75.

Bench—(single or double bevel)—8 White, $3.00; 7, $3.25; 6, $3.35; 5, $3.50; 4, $4.00.

Claw—1 Plumb, $2.35; 2 Plumb, $2.50; 3 Plumb, $2.35.

Shingling—1 Plumb or equal, $1.85; 2, $2.00; 3, $2.50.

Half—1 Plumb or equal, $2.00; 2, $2.10.

Barrel or Fruit Box—Sayre 400, $2.75; Sayre 401, $2.50.

HEADS, MOP—Cotton—No. 9, 30c each; No. 12, 40c. Linen, No. 012, 50c; No. 015, 60c; No. 018, 75c; No. 020, 80c.

HINGES—

Wrought Brass—No. 75, 35c pair; No. 76, 30c pair.

Wrought Steel—No. 1420, 2½-in., 35c pair; No. 1421, ½-in., 30c; 3 in., $1.35.

Screen—No. 5908, ⅞-inch, 65c; No. 5908, 1½-in., 75c; No. 5908, blued, ⅞-in., 70c.

Counter Flap—No. 9001, $1.85.

Light Tee Hinges—No. 904, 3-in., 20c; 6-in., 35c.

Extra Heavy Tee Hinges—No. 908, 4-in., 45c; 6-in., 75c; 8-in., $1.00; 10-in., $1.35; 12-in., $1.85; 14-in., $2.15.

Light Strap Hinges—No. 900, 3-in., 30c; 6-in., 40c; Heavy, No. 902, 4-in., 30c; 6-in., 50c; 8-in., 75c; 10-in., $1.15; 12-in., $1.60; 14-in., $1.85.

Heavy Galv. Strap—No. 1302½, 6-in., $1.00; 10-in., $2.35; 12-in., $3.00.

Gate Hinges—No. 124, 90c; 234-254, $1.10; 274, $1.45.

Gate Latches—No. 7, 35c; 9, 40c; 14, 40c.

Hook and Eye Hinges—½-inch, 35c; ⅝-inch, $1.25; ¾-inch, $1.85.

Wrought Hook and Eye Strap Hinges—No. 10, 95c; 12, $1.10; 14, $1.25.

Chicago Floor Hinges—DB6281, 1½x1½, $6.25; 1½x2, $8.50; 1¾x2¾, $12.50.

BUTTS—

Ball Bearing Butts—BB241F, 3½x3½, $1.75; 4x4, $1.65; 5x5, $2.25; BB241SF2, $1.75; $2.00; $2.25; BB241H, $1.75; $2.00; $2.25.

Chicago Butts, Single Acting—2002 Jap., 3-in., $2.00; 4-in., $2.40; 5-in., $2.75; 6-in., $3.45. 2282DDB and 2172AC, 3-in., $2.60; 4-in., $3.25; 5-in., $3.75; 6-in., $4.75. 2112NP, 3-in., $3.50; 4-in., $4.10; 5-in., $5.00.

Double Acting—2001J, $3.30; $3.85; $4.50; $5.60; $7.15; $10.30; $14.25. 2171AC and 2281AB, $4.30; $5.10; $6.00; $7.60; $10.00; $14.00; $19.25.

Galvanized Butts—No. 1334, 2½-in., 60c.; 3-in., 80c; 4-in., $1.40; 5-in., $2.45.

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RETAIL SELLING PRICES—Continued.

BUTTS—Continued—
Light Loose Pin Butts—289D2&F, 2x2, 40c; 3x3, 60c; 289SF2, 45c; 60c; 289N, 55c; 70c.
Plain Bevel Edge Surface Butts—165D2-F, 2½-in., 50c; 3-in., 65c; 4-in., 80c. 165SF2, 2½-in., 55c; 3-in., 65c; 4-in., 85c.
Plain Steel Butts—No. 808, 2½x2½-in., 20c; 3-in., 25c; 4-in., 45c.
Sherradized Butts—SC804Z&ZZ, 2½-in., 50c; 3-in., 60c; 4-in., $1.10; 5-in., $1.80.
Wrought Steel Butts—241D2-F, 2x2, 45c; 3x3, 55c; 4x4, 70c; 5x5, $1.40. 241SF2, 2x2, 50c; 3x3, 55c; 4x4, 70c; 5x5, $1.85; 241H, 2x2, 55c; 3x3, 60c; 4x4, 85c; 5x5, $1.85; 241N, 3x3, 65c; 4x4, 90c. 781½, 2x2, 45c; 3x3, 50c; 4x4, 70c; 5x5, $1.30. 783, 3x3, 55c; 4x4, 75c; 5x5, $1.40.
Wrought Steel Plated Butts—286D2&F, 2-in., 30c; 2½-in. 35c; 3-in., 40c. 286H, 35c; 40c; 45c. 286N, 40c; 45c; 50c.
Wrought Steel Butts—No. 804, 3x3, 35c; 4x4, 60c; 5x5, 70c.
Wrought Steel Butts—No. 838, 1¼-in., 15c; 2-in., 20c.; 3-in., 25c. No. 840, 15c; 20c; 30c.
Wrought Plated Butts—291D2&F, 2½-in., 40c; 3-in., 45c; 3½-in., 60c. 291SF2&H, 2½-in., 45c; 3-in., 50c; 3½-in., 60c. 291N, 2½-in., 50c; 3-in., 60c; 3½-in., 70c.

HOLLOW WARE—STEEL—Bailed Griddles, Cooking surface 12 inches, $1.90 each; 18 inches, $2.25; 14 inches, $2.50.
Handled Griddles—Cooking surface 9 inches, $1.30; 10 inches, $1.50; 11 inches, $1.65.
Spiders—Diameter, bottom, 8 inches, $1.10; 9 inches, $1.20; 10 inches, $1.50; 11 inches, $1.75; 12 inches, $2.00.

HOLLOW WARE—CAST—Dutch Ovens—No. 3, $4.25 each.; 9, $4.85; 10, $6.00; 11, $7.10; 3, $2.35; 2, $2.75; 1, $3.35; 0, $4.85; 00, $6.35.
Gem Pans—No. 1, $1.25 each; 3, $1.25; 6, $1.25; 10, $1.50; 11, $1.25.
Griddles—No. 7, $1.25 each; 8, $1.30; 9, $1.60; 10, $1.95; 12, $2.25; 14, $2.85; 16, $3.45.
Kettles, Stove—No. 7, Round, $3.15 each; 8, $3.65; 9, $4.50. No. 7, Flat, $3.15 each; 8, $3.65; 9, $4.50.
Skillets or Spiders—No. 4, $1.15 each; 5, $1.25; 6, $1.30; 7, $1.35; 8, $1.50; 9, $1.85; 10, $2.15; 11, $2.85; 12, $3.30.
Scotch Bowls—No. 2, $2.00 each; 3, $2.40; 4, $2.70.
Waffle Irons—No. 7, $2.35 each; 8, $2.65; 9, $3.10; 7-D, $2.85; 8-D, $3.25; 11, $3.35; 12, $5.50.

HOLLOW WARE—STEEL—Fry Pans, Acme—No. 00, 20c each; 0, 25c; 1, 30c; 2, 35c; 3, 35c; 4, 40c; 5, 50c; 6, 60c; 7, 75c.
Griddles—No. 8, $1.00 each; 9, $1.25; 10, $1.40; 12, $1.80; 14, $2.00; 16, $2.85.
Skillets or Spiders—No. 7, $1.20 each; 8, $1.35; 9, $1.45; 10, $2.00; 12, $2.85; 07, 40c; 08, 45c; 09, 60c; 1010, 70c; 012, 85c.

HOOKS AND EYES—(Price per dozen)—

	Screw Hooks Steel	Screw Hooks Brass	Screw Eyes Steel	Screw Eyes Brass
0	.60	...	.45	...
1	.50	...	.40	...
2	.45	...	.35	...
3	.40	...	.30	...
4 or 104	.30	...	.25	...
5 or 105	.25	...	.20	.75
6 or 106	.15	.75	.15	.60
7 or 107	.15	.60	.15	.45
8 or 108	.15	.45	.10	.40
9 or 109	.10	.35	.10	.35
10 or 110	.10	.30	.10	.30
11 or 111	.10	.25	.10	.25
12 or 112	.10	.20	.05	.20
18 or 113	.10	.15	.05	.15
14 or 114	.10	.10	.05	.10

Gate Hooks and Eyes—

Size	1½	2	2½	3	3½	4	6
No. 40, steel	.20	.25	.30	.40	.45	.50	.90
No. 1040, brass	.60	.75	.90	1.10	1.50	1.75	2.00

Gross lots, 35% off list.

Ceiling —	Ea.
2½-inch cast iron	.60
2¾-inch cast iron	1.35
2¾-inch, other finishes	1.50
Cast, coppered	.65
Wire, coppered	.35
Wire, Japanned	.40
Wire, tinned	.40
Wire, nickel plated	.55
Wire, brass plated	.55
Coat and Hat—	
Double, cast, heavy	.75
Single, cast	.50
Medium, cast	.90
Heavy, cast	1.00
Cast, nickel plated	.95
Cast, copper finish	1.00
Cast, brass finish	1.15
Cast, bronze, all fin	4.50
Porcelain, solid	.15
Wire, Japanned	.25
Wire, tinned	.30
Wire, nickel plated	.40
Clothes Line—	**Ea.**
Malleable iron, Jap	.10
Malleable iron, Galv	.15
Grass—	**Each**
14-in., 16-in., 18-in	.50
Bronzed	.65
12-in., enameled, green	.60
12-in., enameled, black	.75
Finest quality steel	.90
Forged tool steel	.60
Hammock—	
To screw	.15
With plate	.15
Hay Fork—	
⅝-inch pl. wr'ght steel	.30
¾-inch pl. wr'ght steel	.45
¼-inch galvanized	.15
⅜-inch galvanized	.15
7-16-inch galvanized	.20
½-inch galvanized	.25

HOSE FIXTURES—Hose Washers—¾-inch, doz., 5c; bulk, 45c lb.
Hose Couplings—Cast Brass, Common—½-inch, 30c each; ¾-inch, 30c; 1-inch, 45c.. Heavy Brass, Clincher, ½-inch, 35c; ¾-inch, 35c.
Brass Hose Clamps—½-inch, 5c each: ¾-inch, 5c; 1-inch, 15c; 1¼-inch, 20c; 1½-inch, 30c; 2-inch, 35c.
Galvanized Steel Hose Clamps—½-inch, 5c each; ¾-inch, 5c; 1-inch, 5c; 1¼-inch, 15c; 1½-inch, 20c; 2-inch, 25c.
Hose Menders—Clincher, ½-inch, 10c each; ¾-inch, 10c. Sherman Seamless Brass, ½-inch, 15c; ¾-inch, 15c. Wood, ½-inch, 25c; ¾-inch, 30c. Caldwell Hose Straps, ½-inch, 2½c; ¾-inch, 3c. Caldwell Hose Strap Pliers, No. 1 for ½ or ¾-inch Hose Bands, 20c each.
Hose Nozzles—Boston, ¾-inch, 95c each. Magic, ¾-inch, 75c. Oakland Pattern, ¾-inch, 65c.

HOSE, GARDEN—Coupled in 50-ft. lengths—Cotton, ½-inch, 20c; ¾-inch, 23c; 4-ply, black, ½-inch, 15½c; ¾-inch, 19½c; 5-ply, black, ½-inch, 16½c; ¾-inch, 20c; 5-ply, red, ½-inch, 17c; ¾-inch, 24c.
Reels, not coupled, per ft.—Electric, corrugated, ½-inch, 25c; ¾-inch, 28c; 1-inch, 40c; Electric smooth, ½-inch, 24c; ¾-inch, 27c; 1-inch, 36c; Second Grade, ½-inch, 22½c; ¾-inch, 25½c; Third Grade, ½-inch, 21c; ¾-inch, 24c; Fourth Grade, ½-inch, 19c; ¾-inch, 22c.

IRON SHEETS—

Galvanized—	Cut Sheets	Full Sheets
10 to 20	.14	.11
20 to 30	...	.13
Black Sheets—		
10 to 16	.12	.09½
18 to 24	.12	.09½
26 to 30	.13	10½
Corrugated Sheets, Galvanized—		
26 Ga.		9.00
28 Ga.		8.50
Rockface Siding		9.00
Brickface Siding 28 Ga.		8.25

IRONS—

Plane, Stanley or Bailey—		2⅝-inch Single	1.10
1⅝-inch, Block	.75	1¾-inch Double	1.25
1¾-inch Single	.80	2-inch Double	1.35
2-inch Single	.85	2½-inch Double	1.45
2½-inch Single	.95	2⅝-inch Double	1.70
2¾-inch Single	1.05	2⅞-inch Double	1.85

IRONS—Sad. Common, 18c lb.
Mrs. Potts—No. 50, $3.50 per set.
70, $4.25; G. Pressing, 25c lb.; T Tailors' Goose, 25c lb.; N Gasoline, $5.25 each. Handles, 35c; Asbestos No. 60, $3.50 set.

KNIVES—Hay—
Lightning, $2.25; Iwan Sickle, $3.25; Iwan Serrated, $3.25; Heaths Upright, $2.75.

KNOBS—Maple base, each, 5c; doz., 35c.

LACING—Belt—

Rawhide, Cut			
Size, ¼, per ft	.02½	2, coil	.70
Size 5-16, per ft	.03	3, coil	.80
Size ⅜, per ft	.04	0M, 1M, 2M, 3M spl.	.80
Size 7-16, per ft	.05	**Hooks**	**Doz.**
Size ½, per ft	.06	10	.05
Size ⅝, per ft	.07	8, 9	.05
Size ¾, per ft	.08	6, 7	.10
Wire			
0 and 1	.05		

LADDERS—Extension, No. 1, $1.00 foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LAMPS—Coleman Quick-Lite, Gasoline—CQ329, Eastern and Central States, $9.00; Rocky Mt. and Pac. Coast States, $9.50.

LAMPS, ELECTRIC—Hygrade, Save, B First, Whitelite, Marvel, Brite-Lite and other makes.

Type B Lamps—	Clear	Frosted
10 to 50 watts	.40	.45
60 watts	.45	.50
100 watts	1.00	1.10
Type C Lamps—	Clear	Frosted
50 watts	.65	...
75 watts	.75	.80
100 watts	1.10	1.20
150 watts	1.55	1.65
200 watts	2.10	2.25

LANTERNS—Coleman Quick-Lite, Gasoline, LQ327—East and Central States, $7.50; Rocky Mt. and Pac. Coast States, 8.00.
Note—General rise in lantern prices will be itemized next month. Ask your jobber.

LANTERNS—Dietz Tubular—

HOT BLAST
Little Star Tin Lanterns 1.50
Hi-Lo Tin Lanterns 2.00
Victor Tin Lanterns 1.35
Monarch Tin Lanterns 1.35
O. K. Tin Lanterns 1.50
No. 2 Royal Tin Lants 1.75

COLD BLAST
Junior Tin Lanterns 1.50
Junior Brass Lanterns 2.50
Junior Brass Nickel-plated Lanterns 2.50
No. 2 Crescent Tin Lanterns 2.10
No. 2 Blizzard Tin Lanterns 2.10
No. 2 Large Fount Blizzard Lanterns 2.00
Little Wizard Tin Lanterns 1.45
D-Lite Tin Lanterns 1.65
No. 2 Large Fount Wizard Lanterns 2.10

DASH AND WAGON
Buckeye Dash Lant'ns 2.25
Junior Wagon Lant'n 2.35
Roadster Wagon Lanterns 2.35

DRIVING
Eureka Driving, plain lens 2.50
Same with optical lens 2.65

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RETAIL SELLING PRICES—Continued.

Octo Driving, pl'n lens..4.50
Same, optical lens 5.10
Union Driving, plain lens 5.10
Same with optical lens..5.50

MILL

Watchman's Mill Lanterns, enamel fin.....2.50
Underwriter's Mill Lanterns 2.75
No. 2 Blizzard Mill Lanterns 3.75

FIRE DEPT.

King Fire Dept. Tin, enamel finish 5.10
Same, Nickel-plated on Tin 5.65
Same, all Brass .....
Same, Nickel-plated on Brass 6.50

WALL

No. 15 Wall Lanterns...3.00
No. 25 Wall Lanterns...3.15
No. 30 Beacon Wall Lanterns 3.15
No. 60 Beacon Wall Lanterns 9.00

STREET AND HANGING

Pioneer Street Lanterns, Tin 7.50
Same, Brass Founts 9.50
Same, all Brass 12.50
Pioneer Hanging Lanterns, Tin 8.10
Same, Brass Founts....11.00

PLATFORM

Imperial Platform Lanterns 13.00
No. 1 Climax Platform Lanterns 5.50
No. 2 Climax Platform Lanterns 5.65
Nos. 1 and 2 Climax Nested 11.00

UNCLASSIFIED

Police Flash Lanterns...2.00
Traffic Signal Lanterns.4.35
No. 12 Display Stand and Assortment 25.00

LEAD—Bar, 18c lb.; Calking (100 lbs.), 17c lb.; Pig (100 lbs.), 16c lb.; Sheet (full), 26c lb.; Wool, 35c lb.

LEVELS—No. 36, 12-inch, $3.35;18-inch, $4.00; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, 6.25.

Marx Aluminum—12-inch, $8.75; 18-inch, $4.50; 24-inch, $5.50; 28, $6.25.

No. 95, 24-inch, $8.00; 26-inch, $8.25; 28-inch, $8.50; 30-inch, $9.00. No. 96, 24-inch, $10.00; 28-inch, $10.50; 30-inch, $11.00.

Special Nos.—No. 0, $2.00; 15, 24 and 26-inch, $4.75; 15, 28 and 30-inch, $5.00; 25, $5.50. 34, $1.85; 4524, $5.00; 4424, $6.50; 45½, $5.25; 90, $8.75; 93, $5.00; 103, $1.00.

LIFTERS—Hot Pan—20c each. Stove Cover, wire circular handle, 15c; straight wire handle, 10c.

Transom, Coppered—¼x8-in., 55c each; ¼x4, 60c; 5-16 x4, 90c; 5-16x5, $1.05.

LINES, CLOTHES—Cotton, Braided—40-foot, 20c each; 60-foot, 25c; 50-foot, 25c; 50-foot, 35c.

Wire, Twisted—50-foot, 20 gauge, 45c each; 75-foot, 20 gauge, 60c; 100-foot, 20 gague, 70c; 50-foot, 18 gauge, 70c; 75-foot, 18 gauge, 80c; 100-foot, 18 gauge, 95c.

Wire, Solid—100-foot, 10 gauge, 95c each.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

LUGGAGE CARRIERS—BOYCO—No. 4, 46-inch, open, $3.75; No. 40, 46-inch, with end, $4.25; No. 5, 66-inch, open, $4.65; No. 50, 65-inch, with end, $5.00.

MANILA ROPE—3-16 inch to ¼-inch, 50c per lb.; ⅜-inch and larger, 45c.

MATS, DOOR—Cocoa Fibre, Fine, 14x24, $2.00; 16x27, $2.50; 18x30, $2.75.

Cocoa Fibre, Medium—16x27, $3.25; 18x30, $4.25; 20x38, $5.00; 22x36, $6.25.

Steel—15½x23½, $2.75 each; 17½x30, $3.75; 21½x36, $5.50.

Steel Matting in Rolls—Per sq. ft., $1.00.

MATTOCKS—	Each.
Short Cutter, Standard, 5½ lbs.	1.50
Long Cutter, Standard, 6 lbs.	1.65
Pick, Standard, 6 lb.	1.65
Handled, D E 8	1.00
Handled, C E 3½	1.65
Handled S Q 3½	1.25

MAULS—Post—10-lb., $1.65 each; 18-lb., $2.25; 16-lb., $2.75; 18-lb., $3.10; 20-lb., $3.45.
Ship or Top—22c lb.
Wood Choppers'—Adze or Round Eye, 30c lb.

MILLS—Cider—

Junior	42.00	Senior	65.00
Medium	48.00	Force Feed	80.00

MOPS—Dish, Handled, No. 1, 10c each; 2, 10c; 4, 10c.
O-Cedar, Handled—No. 4, small triangle, $1.00 each; No. 3, large triangle, $1.50; No. 10B, polish, $1.50.
Self-Wringing—No. 10, $1.10 each.

MOP STICKS—No. 2, 25c each; No. 7, 40c each; No. 13, 40c each; No. 70, $1.15; Janitor's, 75c each.

MOWERS—Lawn

Great American—

15-inch	24.00
17-inch	26.00
19-inch	29.00
21-inch	32.00

Common—

14-inch	10.50
16-inch	10.75

Pennsylvania—

17-inch	36.00
19-inch	40.00
21-inch	44.00

NAILS—New Base, $5.50.

NETTING, POULTRY—Hexagon, Galvanized after Weaving—
2-inch, 20-gauge—List roll, 12 in., $2.14; 18 in., $3.08; 24 in., $3.92; 30 in., $4.68; 36 in., $5.35; 48 in., $7.13; 60 in., $8.91; 72 in., $10.69.

Sell Full Roll—12 in., $2.25; 18 in., $3.35; 24 in., $4.10; 30 in., $4.90; 36 in., $5.65; 48 in., $7.50; 60 in., $9.35; 72 in., $11.25.

Sell Cut (lin. ft.)—12 in., 1¾c; 18 in., 2½c; 24 in., 3¼c; 30 in., 4c; 36 in., 4½c; 48 in., 6c; 60 in., 7½c; 72 in., 9c.

1½-inch, 20-gauge—List Roll, 12 in., $3.15; 18 in., $4.53; 24 in., $5.78; 30 in., $6.90; 36 in., $7.88; 48 in., $10.50; 60 in., $13.13; 72 in., $15.75.

Sell Full Roll—12 in., $3.55; 18 in., $5.10; 24 in., $6.50; 30 in., $7.75; 36 in., $8.85; 48 in., $11.80; 60 in., $14.75; 72 in., $16.75.

Sell Cut (lin. ft.)—12 in., 3c; 18 in., 4½c; 24 in., 6c; 30 in., 7c; 36 in., 8c; 48 in., 10½c; 60 in., 13c; 72 in., 16c.

1-inch, 20-gauge—List Roll, 12 in., $4.95; 18 in., $7.13; 24 in., $9.08; 30 in., $10.83; 36 in., $12.38; 48 in., $16.50; 60 in., $20.64; 72 in., $24.75.

Sell Full Roll—12 in., $5.55; 18 in., $8.00; 24 in., $10.20; 30 in., $12.20; 36 in., $13.90; 48 in., $18.55; 60 in., $23.25; 72 in., $27.85.

Sell Cut (lin. ft.)—12 in., 5c; 18 in., 7c; 24 in., 9c; 30 in., 11c; 36 in., 13c; 48 in., 16½c; 60 in., 21c; 72 in., 25c.

⅝-inch, 20-gauge—List Roll,12 in., $6.55, 18 in., $12.30; 24 in., $15.68; 30 in., $18.71; 36 in., $21.38; 48 in., $28.50; 60 in., $35.63; 72 in., $42.75.

Sell Full Roll—12 in., $9.60; 18 in., $13.85; 24 in., $17.65; 30 in., $21.05; 36 in., $24.00; 48 in., $32.00; 60 in., $40.10; 72 in., $48.10.

Sell Cut (lin. ft.)—12 in., 8½c; 18 in., 12½c; 24 in., 16c; 30 in., 19c; 36 in., 21c; 48 in., 29c; 60 in., 38c; 72 in., 48c.

NIPPERS, CUTTING—

Kraeuter's—

5-inch	1.35
6-inch	1.50
7-inch	1.85
8-inch	2.15

Bernard's—

5-inch	2.25
6-inch	2.65
7-inch	3.25

Nettleton's—

6-inch	2.00
8-inch	2.40
10-inch	2.90
12-inch	3.10
14-inch	3.75

Utica—

5-inch	1.35
6-inch	1.50
7-inch	1.85
4-inch	1.65
4½-inch	1.80
5-inch	2.00

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 5 for 5c; 5-16, 3 for 5c; ⅜, 3 for 5c; 7-16, 2 for 5c; ½, 2 for 5c; 9-16, each 5c; ⅝, each 5c; ¾, 2 for 15c; ⅞ each 10c; 1 inch, each 15c. In quantity sell at cost, plus 50 per cent.
Hot Pressed U. S. S. Square, Tapped—Size ¼, Sug. retail, 10 for 5c; 5-16, 6 for 5c; ⅜, 5 for 5c; 7-16, 3 for 5c; ½, 3 for 5c; ⅝, 2 for 5c; ¾, each 5c; ⅞, each 10c; 1-in., 2 for 25c. In quantity sell at cost, plus 50 per cent.
Wing, Tapped, U. S. S.—8-16, 25c doz.; ¼, 30c; 5-16, 35c; ⅜, 50c; 7-16, 60c; ½, 85c; ⅝, $1.75.

OAKUM—Plumbers, 20c lb.; Navy, 30c lb.; Best Unspun, 35c lb.

OIL—3-in-1, 1-oz. bottle, 20c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 35c. Household Lubricant, 4-oz. can, 25c each; 8-oz. can, 35c.

OILERS—

Copperized Steel—

13	.40
14	.45
14B	.55
15A	.60
16	.65

Cannon Pump—Brass—

11	2.75
12	3.00
13	3.50

Cannon Pump—Tin—

1	1.75
2	2.00
2½	2.25
3	2.25

Feiloe—

3	1.75
4	1.85
5	2.00
6	2.15

Zinc, Chase's—

00	.15
0	.15
1	.15
2	.20
3	.25
4	.30
5	.40
6	.50

OPENERS (Can)—

No.	Each.
4	.10
16	.15
100	.30
140	.15
340	.30

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RETAIL SELLING PRICES—Continued.

OVENS, PORTABLE—Boss—

No.	Each.
012	5.25
055	5.75
0200	5.25
450	5.50
Perfection—	
121 G	6.25
122 G	7.50
Pinney & Boyle—	
11	3.00
18	3.75
550	5.50
700	5.50
750	6.50
755	6.75
111	3.75
118	4.50
120	6.75
218	4.00
220	7.35
318	4.50

PACKING—Sheet Rubber—Standard I. C., 50c lb.; Rainbow, 65c.
Italian Hemp—Common, 45c lb.
Square Flax, braided, 65c.
Piston Spiral—Steam, high pressure, $1.50; steam or water, low pressure, $1.

PADS—Sweat—No. 68 N12, Red Edge, 24-in., $1.00; No. 146 A 12, Blue and White Striped, $1.50.

PADLOCKS—Corbin—

No.	Each.
958	.85
2802 ¼	.30
2822 ¼	.40
2869	.75
2879	2.00
2880	2.25
2881	2.75
2883	4.00
Miller—	
1	1.35
016	.25
18	.30
18 D	.40
19	.30
21	.35
75	.40
76	.35
78	1.00
96	.55
960	.75
121	.45
5441	.85
Slaymaker—	
1902	.55
1903	.60
9902	.70
9902 N C	.65
21090	.80
Yale—	
223	.85
225	1.00
453 J	.30
453 X	.30
563	1.75
565	2.10
585	1.50
635	1.50
645 J	.65
803	2.25
805	2.25
805 ½	2.50
813	2.25
815	2.35
823	2.40
833	3.00
843	3.25
853	3.50
8454	2.75

PAINT SUNDRIES—

Alcohol—(Denatured)—
1 gallon 1.80
5 gallons 1.50

Alum—
Pwd., less than 100 lbs., lb. ..... .14

Benzine—
New cans, cased., gal. .60
Old cans, uncsd, gal. .40

Coal Tar—
5-gal. .....Gal. .40
1-gal. .....Gal. .55

Creosote—
Gal. ..... .70

Distillate—
Light, gal. ..... .40

Glue—
No. 2 Gelatine .... .50
Chicago White ... .50

Kalsomine, White—
Bbls., 280 lbs.... .08
Kegs, 100 lbs..... .08½
4 25-lb. pkgs., bulk .09
25 lbs., bulk..... .09
Less 25 lbs..... .09¼
100 lbs. 5-lb. pkgs. .09
Less 100 lbs. pkgs. .09¼

Lamp Black—Bear Brand—
1-S, lb. pkg..... .45
½-S ..... .30
¼-S ..... .20

Linseed Oil, Boiled—
5's .....Gal. 1.11
1's .....Gal. 1.40
½'s .....½-Gal. 80
¼'s .....Qt. .45
⅛'s .....Pt. .80

Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.

Oil— Gal.
Floor ..... .75
Gloss 1.50
Lard, No. 1..... 1.80
Lin-O-Oil ..... .90
Neatsfoot No. 1... 2.40
Neutral ..... .60
Paraffine ..... .85

Paint, Dry Colors—
Umber ..... .12
Chrome Green, Med .20
Graphite ..... .06
Princess Metallic.. .06
Sienna ..... .11
Venetian Red .... .08
Yellow Ochre .... .05

Painters' Petroleum—
I-Gal. .....Gal. .40

Paints, Ready Mixed—1st grade, white —
Gals. .....Gal. 4.40
½-gals. ....½-Gal. 2.80
Quarts .....Qt. 1.25
Pints .....Pt. .70
½-pints ....½-Pt. .40

1st Grade, Colors—
Gals. .....Gal. 4.25
½-gals. ...½-Gal. 2.25
Quarts .....Qt. 1.20
Pints .....Pt. .65
½-pints ....½-Pt. .35

2d Grade, White or Colors—
Gals. .....Gal. 2.90
½-gals. ...½-Gal. 1.60
Quarts .....Qt. .95

Inside Floor—
Gals. .....Gal. 2.90
½-gals. ...½-Gal. 1.60
Quarts .....Qt. .95

Porch—
Gals. .....Gal. 4.25
½-gals. ...½-Gal. 2.25
Quarts .....Qt. 1.20

Plaster Paris—
Less sack, lb..... .03

Putty, Bladder—
Less than 100 lbs. .07½

Putty, Bulk— Lb.
1-lb. cans ..... .15
2-lb. Cans ..... .12½
2-lb. Cans ..... .09½
5-lb. Cans ..... .09
10-lb. Cans ..... .08½
25-lb. Cans ..... .08
85 lb. Cans ..... .06½

Rosin—
Lb. ..... .14

Tints, Kalsomine—
Barrels, 280 lbs... .09
Kegs, 100 lbs..... .09½
100-lb. bulk..... .10
25-lb. bulk..... .10
Less 25 lbs..... .10½
100 lbs., 5-lb. pkgs. .09½
Less 100 lbs. 5-lb. pkgs. .10

Turpentine—
5's .....Gal. 1.10
1's .....Gal. 1.25
½'s .....½-Gal. .75
¼'s .....Qt. 45
⅛'s .....Pt. 25

Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.

PANS—Acme Frying—

No. 00, each	.20	No. 4, each	.55
No. 0, each	.35	No. 5, each	.60
No. 1, each	.40	No. 6, each	.80
No. 2, each	.45	No. 7, each	.90
No. 3, each	.50		

PAPER—ASBESTOS—1-16 and under, full roll, per lb., 20c; cut, per lb., 20c; over 1-16 full roll, per lb., 20c; cut, per lb., 20c; Asbestos Millboard, 20c per lb.

BUILDING—	P & B	Imitation P & B
No. 1-500	4.25	3.75
No. 1-1000	8.25	7.25
No. 2-500	6.25	5.25
No. 2-1000	12.00	9.75
No. 3-500	9.00	7.85
No. 3-1000	17.50	14.75

Red Resin—17-lb., $1.30; 20-lb., $1.50; 25-lb., $1.80; 30-lb., $2.25.

Black Glazed—No. 1, 500 sq. ft. roll, $1.75; 1000 sq. ft. roll $3.00; No. 2, 500 sq. ft. roll, $2.50; 1000 sq. ft. roll, $4.50; No. 3, 500 sq. ft. roll, $3.25; 1000 sq. ft. roll, $6.00

FELT—Asphalt saturated, per roll, $2.75; Deadening, per lb., 06½c.

INSULATING—No. 8, per roll, $1.75; No. 10, per roll, $2.75.

ROOFING—
Standard or Cronolite—
1 ply square 2.25
2 ply square 2.85
3 ply square 3.50
Malthoid or Rubberoid Roofing—
1 ply 3.25
2 ply 4.00
3 ply 4.75
Malthoid Junior..... 4.25
Roofing Cement—Preservative
Bbls., per gal. ..... .90
5 Gal., per gal. 1.25
1 Gal., per gal..... 1.35
Pint ..... .30

SAND AND EMERY—Per quire of sheets—

	0	½	1	1½	2	2½	3
Carborundum ...	.80	.95	1.10	1.30	1.50	1.75	....
B. & A.	.45	.50	.55	.60	.75	.85	.95
Aztec	.40	.45	.50	.60	.70	.75	.90
Aloxite	.80	.85	.90	1.00	1.10	1.20	1.45

SHEATHING—Red or gray 20-lb., $1.25 per roll; 25-lb., $1.50; 30-lb., $1.75.

SEAVIES—

	Socket. Maple.	Hickory.		Socket. Maple.	Hickory.
2¼x4	4.35	5.25	2¾x4½	5.25	5.75
2¼x4½	4.50	5.50	5	5.35	6.00
2½x4½	4.65	5.75	3x5	6.00	6.75
2½x5	4.85	5.85			

PERCOLATORS, COFFEE—Universal—

46	5.50	74	6.75
48	6.00	76	7.00
52	5.25	79	7.75
54	5.50	714	8.50
56	6.00	464	6.75
58	6.75	466	7.25
64	6.00	469	8.00
66	6.50	474	7.25
69	7.25	476	7.75
614	8.00	479	8.50

Percolator Tops, 15c each.

PICKS—Railroad, 5-lb., $1.25 each; 6-lb., $1.85; 7-lb., $1.50; 8-lb., $1.75; 9-lb., $2.00.
Drifting—No 1, $1.10 each; 2, $1.25; 3, $1.35; 4, $1.50.

PINS—Clothes—C—Common, 10c doz.; US—Spring, 20c; H—Hoyt's Spring, 15c.

PIPE—

	Standard Black Cut Length Pr. Ft.	Full Length Pr. 100	Galvanized Cut Length Pr. Ft.	Full Length Pr. 100	Cutting and Threading Cuts Each	Threads Each
⅛-inch	.05	4.25	.07	6.45	.04	.08
¼-inch	.05½	4.75	.08	6.95	.04	.08
⅜-inch	.05½	4.75	.08	6.95	.04	.08
½-inch	.07½	6.25	.09	7.45	.04	.08
¾-inch	.09½	7.75	.11½	9.55	.04	.08
1 -inch	.14	11.25	.18	14.10	.04½	.09
1¼-inch	.19	15.25	.23½	18.85	.05½	.11
1½-inch	.22½	18.00	.28	22.50	.06	.12
2 -inch	.31	24.50	.38	30.30	.07½	.15
2½-inch	.48	40.00	.61	49.65	.11½	.23
3 -inch	.61	52.50	.78	64.90	.15	.30
3½-inch	.84	68.00	1.17	83.50	.19	.38
4 -inch	.99	81.00	1.39	99.00	.26½	.53

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RETAIL SELLING PRICES—Continued.

PIPE—Gas and Water—Black—⅛-inch, 6c foot; ¼-inch, 6½c; ⅜-inch, 6½c; ½-inch, 8c; ¾-inch, 10½c; 1-inch, 16c; 1¼-inch, 21c; 1½-inch, 25c; 2-inch, 33c.
Galvanized—½-inch, 8½c per ft.; ¼-inch, 9½c; ⅜-inch, 9½c; ½-inch, 10c; ¾-inch, 12½c; 1-inch, 19c; 1¼-inch, 25c; 1½-inch, 30c; 2-inch, 41c.

PIPE, STOVE—Nested, Full Joints—3-inch, 25c joint; 4-inch, 25c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c.
4-inch, Japan, 40c; 5-inch, Galvanized, 35c; 4-inch, Galvanized, 40c; 5-inch, Galvanized, 50c; 6-inch, Galvanized, 60c.
Half Joints—5-inch, 20c joint; 6-inch, 20c.
Taper Joints—6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c.

PIPE FITTINGS—Price each—Black.

	⅛	¼	⅜	½	¾	1	1¼	1½	2
Bushings		.10	.10	.10	.10	.10	.10	.10	.15
Caps	.10	.10	.10	.10	.10	.10	.15	.20	.30
Couplings	.10	.10	.10	.10	.15	.20	.25	.30	.40
Crosses		.10	.10	.15	.20	.35	.35	.45	.70
Elbows, 90 dg.	.10	.10	.10	.10	.10	.15	.20	.25	.35
Elbows, 45 dg.		.10	.10	.10	.10	.15	.30	.35	.45
Elbows, red.		.10	.10	.10	.15	.15	.20	.25	.45
Elbows, S. O.			.10	.15	.20	.30	.40	.50	.90
Elbows, Street	.15	.10	.10	.10	.15	.15	.20	.25	.45
Floor Flanges.		.20	.20	.25	.25	.30	.35	.45	.65
Lock Nuts.	.10	.10	.10	.10	.10	.10	.15	.15	.20
Plugs	.10	.10	.10	.10	.10	.10	.10	.10	.10
*Reducers		.10	.10	.10	.10	.15	.15	.20	.35
Ret. Bends, Cl.			.15	.15	.20	.35	.45	.55	.80
Tees	.15	.10	.10	.10	.15	.20	.30	.50	
Tees, 4-way			.10	.15	.20	.30	.50	.70	1.15
*Tees, Red.		.15	.15	.15	.20	.35	.35	.45	.75
Unions	.15	.15	.20	.20	.25	.30	.40	.50	.65
Galvanized—									
Bushings		.10	.10	.10	.10	.15	.15	.20	.30
Caps	.10	.10	.10	.10	.10	.15	.25	.30	.45
Couplings	.10	.10	.10	.15	.20	.25	.35	.45	.55
Crosses		.15	.15	.25	.35	.50	.60	.80	1.25
Elbows, 90 dg.	.15	.10	.10	.10	.15	.20	.30	.35	.60
Elbows, 45 dg.		.10	.10	.10	.15	.25	.45	.50	.70
Elbows, Red.		.10	.10	.15	.20	.25	.35	.45	.80
Elbows, S. O.			.10	.15	.25	.40	.60	.75	1.30
Elbows, Street	.20	.10	.10	.15	.20	.25	.35	.40	.80
Floor Flanges.		.40	.45	.50	.55	.60	.75	.90	1.30
Lock Nuts	.10	.10	.10	.10	.10	.15	.20	.20	.30
Plugs	.10	.10	.10	.10	.10	.10	.10	.15	.20
*Reducers		.10	.10	.10	.15	.20	.25	.30	.50
Ret. Bends Cl.			.20	.25	.30	.50	.75	.90	1.45
Tees	.15	.10	.15	.15	.15	.20	.35	.50	.85
Tees, 4-way			.15	.20	.25	.45	.70	1.00	1.70
*Tees, Red.			.20	.20	.25	.30	.45	.55	.70	1.20
Unions	.25	.25	.25	.30	.35	.45	.60	.75	.95

NIPPLES—Black—

Close	.10	.10	.10	.10	.10	.10	.10	.10	.15
Long	.10	.10	.10	.10	.10	.10	.15	.15	.15
4-inch Long	.10	.10	.10	.10	.10	.15	.15	.15	.20
5-inch Long	.10	.10	.10	.10	.10	.15	.20	.20	.25
6-inch Long	.10	.10	.10	.10	.15	.15	.20	.25	.30
Galvanized—									
Close	.10	.10	.10	.10	.10	.10	.15	.20	.25
Long	.10	.10	.10	.10	.10	.15	.15	.20	.25
4-inch Long	.15	.15	.15	.15	.10	.15	.20	.25	.30
5-inch Long	.15	.15	.15	.15	.15	.20	.25	.30	.35
6-inch Long	.15	.15	.15	.15	.15	.25	.30	.35	.40

Bushings	.25	.30	.40	.50
Caps	.45	.65	.80	1.05
Couplings	.55	.80	1.10	1.35
Crosses	1.30	2.15	2.35	4.10
Elbows, 90 degree	.70	1.10	1.45	2.30
Elbows, 45 degree	.75	1.05	1.45	2.10
Plugs	.20	.25	.40	.45
*Reducers	.60	.85	1.15	1.45
Tees	.85	1.30	1.75	2.75
Unions	1.30	1.80	3.10	3.75
8-inch long	.75	.95	1.20	1.35

NIPPLES—

Close	.30	.35	.50	.60
5-inch long	.40	.50	.80	.95
6-inch long	.50	.60	.80	.95
10-inch long	.95	1.20	1.35	1.60

*Reducers and Reducing Tees 1-inch and larger reducing to ½-inch and smaller advance 50 per cent over prices shown.

PIPE FITTINGS (STOVE)—Caps, No. C 15, 60c each; C-16, 60c each.
Dampers—No. 3, 4, 20c each; 5, 6, 25c; 7, 40c.
Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c; 7, 45c. No. 3 Adj. 4 Pc., 35c; 4, 40c, 5, 40c; 6, 45c. 3-inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. No. 3 Corg. Jap., 40c; 4, 45c.
In lots of 12 dozen, 5 per cent discount from above.
Flue Stops, Nos. 1 and 36, 20c each; 3, 20c each; 30, 20c 3, 3½ (in kegs), 35c lb.; 4, 5, 35c; 6, 7, 8, 35c; 10, 35c. Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS—Automatic—Colts' .25 Cal., $20.50 each; 25 Cal. nickel, $27.00; .32 Cal. $25.00; .38 Cal., pocket, $45.00; .45 Cal., military, $42.00.
Smith & Wesson—.35 Cal., $31.50; Savage, .32 Cal., $24.00; .380, $25.00

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., $1.25; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $13.50.

PLANES—Block-Bailey—No. 185, $2.75 each; 195, $3.00; 210, $3.15; 240, $3.60; 18, $3.50; 19, $3.60.
Block, Stanley—No. 60, $3.15 each; 60½, $3.00; 61, $2.75; 65, $3.75; 101, 55c; 102, $1.05; 103, $1.40; 110, $1.40; 120, $2.00; 130, $1.95; 131, $3.25; 203, $1.75; 220, $2.65.
Iron, Bailey—No. 2, $4.65 each; 3, $5.00; 4, $5.40; 4½, $6.15; 5, $6.15; 5½, $7.00; 6, $8.00; 7, $9.00; 8, $10.75; 3C, $5.00; 4C, $5.75; 4½C, $6.50; 5C, $6.50; 5½C, $7.25; 6C, $8.25; 7C, $9.50; 8C, $11.25.
Iron, Stanley—No. 603, $5.50 each; 604, $6.00; 605, $7.00; 606, $9.00; 607, $10.50; 608, $12.25; 604C, $6.25; 605C, $7.25; 606C, $9.25; 607C, $10.75; 608C, $10.00.
Wood Bottom, Bailey—No. 22, $3.75 each; 24, $4.00; 26, $4.00; 27, $4.75; 28, $5.25; 29, $5.25; 30, $5.50; 31, $5.50; 32, $6.25; 35, $4.75; 36, $5.25.
Rabbet—No. 10, $8.25 each; 10½, $7.00; 75, $1.00; 78, $4.25; 90, $5.00; 92, $5.00; 98, $2.50; 99, $2.50; 140, $3.75; 190, $8.75; 191, $3.50; 192, $3.25.

PLATES—GAS, HOT—No. 501, $3.75 each; 502, $6.00; 503, $9.25; 702, $8.75; 703, $12.75; 722, $9.75; 723, $13.75; 1001, $2.65; 1002, $4.35.

PLIERS—Klein's No. 201—6-inch, $3.90 each; 7-inch, $4.50; 8-inch, $4.75; 9-inch, $6.00. Bernard's No. 102—4½-inch, $1.50; 5½-inch, $1.85; 6½-inch, $2.25; 8-inch, $3.25.

PLUGS—Spark—$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, $2.25 each; 9-inch, $2.75; 12-inch, $3.25; 18-inch, $3.75; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, $6.25. 37G, 12-inch, $4.25; 18-inch, $6.25. 34V, 4-inch, $1.80; 6-inch, $2.25; 8-inch, $3.00; 10-inch, $3.35.
Wood, Stanley or Disston—No. 00, $1.50 each; 0, $1.75; 2, $2.50; 3, $3.00; 8, $3.85; 13, 26-in., $3.50; 28-in., $3.75; 30-in., $3.75. No. 15, 26-in., $4.25; 28-in., $4.50; 30-in., $4.50. No. 30, $3.75; 35, $3.25; 45½, $5.25. No. 93, 26-in., $5.00; 28-in., $5.25; 30-in., $5.50. No. 95, $8.25; 96, $10.00; 102, 80c; 104, $1.15.
Pocket, Stanley—No. 31, 2½-inch, 55c each; 3-inch, 65c; 3½-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, $2.25.
Extra Level Glasses—No. 1, 1¼ to 2-inch, 15c each; 2½-inch, 15c; 3½-inch, 20c. No. 361, 40c. No. 362, 75c. No. 371, $1.65.

POKERS, STOVE—
No. 120, Straight, 20-inch, 15c each; 126, Straight, 26-inch, 20c; 200, Bent, 20-inch, 15c; 250, Bent, 26-inch, 20c.

POINTS AND CHUCKS—

For 30 and 31	$ .75	8-inch	.95
For 35	.50	10-inch	1.10
Nos. 11 and 15, 2-in.	.55	No. 75	3.25
3-inch	.60	No. 50	1.00
4-inch	.65	No. 80	.85
5-inch	.75	No. 81	.95
6-inch	.85		

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., $1.00.

POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., $1.00.
Calol, ½ pt. 30c each; 1 pint, 45c; 1 quart, 65c; ⅛ gallon, $1.15; 1 gallon, $2.00; 5 gallons, $7.50.
Liquid Veneer, 4 ounce, 30c each; 12 ounce, 60c; 1 quart, $1.25.
O-Cedar—4 ounce, 25c each; 12 ounce, 50c; quart, $1.00; ½ gallon, $2.00; gallon, $3.00.
Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c; 2 pounds, $1.70; 5 pounds, $3.00.

METAL—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart, $1.25.

SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P, Satinola, 15c.

STOVE—Liquid, No 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 25c; 10 E, Enameline, 15c.
Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 25c; 20, Black Silk, $1.75; 01, Black Eagle, 45c; 95 Black Eagle, $2.00; 4 E, Enameline, 15c; 6 E, Enameline, 15c; 75 Black Jack, 25c; 1, Rising Sun, 10c.

POTS—Fire.

Gasoline, C & L.			
21	13.05	8 Quart	1.35
71	16.75	10 Quart	1.55
72	15.25	12 Quart	1.75
5	15.25	16 Quart	2.25
1	16.75	Tin	
Watering Galvanized		4 Quart	.70
4 Quart	.95	6 Quart	.90
6 Quart	1.15	8 Quart	1.15
		10 Quart	1.40

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RETAIL SELLING PRICES—Continued.

PULLERS—Nail—Rex, $1.65 each; Rex, Jr., $1.50; Red Devil, $2.50; Morrill's, $4.25; Little Giant, $2.25.

PULLEYS—Brass Screw, No. 350, ½-inch, 15c each; ⅝, 20c; ¾, 25c; 1, 30c; 1¼, 35c; 1½, 40c. No. 370, ⅝-inch, 35c each; 1, 40c.
Brass Side—No. 1150, ½ inch, 25c each; ⅝, 30c. No. 1170, ½ inch, 40c each; ⅝, 45c.
Brass Upright—No. 500, 35c each.
Clothes Line—No. 610, 2 inch, 20c each; 2½, 25c. No. 660, 20c; 670, 20c; 1610, 2 inch, 25c; 2½, 35c; 1660, 25c; 1670, 30c; 6350G, 35c; 6500G, 55c.
Hay Fork, No 1267, 60c each; 692, 60c; 796, 75c; 46, $1; 1651, for wire rope, $3.50.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, $1.00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, $5.00; 2, $5.40; 3, $6.10; 4, $7.00.

PUTTY—Per lb., 15c.

RAKES—GARDEN—Malleable, 12-tooth, 70c each; 14-tooth, 80c. Steel Straight, 12-tooth, $1.10; 14-tooth, $1.25. Steel Row, 11 and 12-tooth, $1.35; 13 and 14-tooth, $1.45; 15 and 16-tooth, $1.60. Lawn, 85c.

RASPS—Plain Horse Rasps—14-in., each $1.00; 16-in., $1.25; 18-in., $1.60.
Flanged Horse Rasps—14-in., each $1.25; 16-in., $1.50; 18-in., $2.00.
Half Round Cabinet—10-in., each $1.25; 12-in., $1.50; 14-in., $2.00; 16-in., $2.50; 18-in., $3.00.
Half Round Wood—10-in., each $1.00; 12-in., $1.25; 14-in., $1.65; 16-in., $2.25; 18-in., $2.90.
Flat Wood—10-in., each 95c; 12-in., $1.25; 14-in., $1.50; 16-in., $2.00; 18-in., $2.60.

RAZORS (SAFETY)—

No.		No.	
Eveready			
700, each	1.00	706 B, Blades, Pkg.	.40
2, each	3.00		
Gem			
800, each	1.00	800 B, Blades, Pkg.	.50
Enders			
900, each	1.00	900 B, Blades, Pkg.	.35
Durham Domino			
1000, each	1.00	1000 B, Blades, Pkg.	.50
Gillette			
00, each	7.50	480, each	5.00
460, each	5.00	500, each	5.00
460 B, each	5.00	500 B, each	6.00
470, each	5.00	501, each	5.00
501 B, each	6.00	6 X B, Blades, pkg.	.50
12 X B, Blades, pkg	1.00		
AutoStrop			
1, set	5.00	2541, set	5.00
15, set	6.50	600 B, Blades, pkg.	1.00
25, set	8.50	600½ B Blades, pkg.	.50
251, set	5.00		

REELS—Hose—No. 1 Wire, $1.65 each; No. 1, Wood, $3.25.

REVOLVERS—

Colts, Model	Each
Pocket Positive	30.00
Police Positive Special	32.50
Police Positive Target	35.25
Army Special	34.00
New Service	38.00
Single Action	36.75
Harrington & Richardson	
203, 223	11.50
203 B, 223 B	12.00
204, 224	12.00
204 B, 224 B	12.50
263, 273	12.50
263 B, 273 B	12.75
264, 274	12.75
264 B, 274 B	13.00
Iver Johnson—	
300, 303, 323	16.50
300 B, 303 B	16.75
304	16.75

	Each.
324 B	17.25
343, 353	17.75
343 B, 353 B	18.00
344, 354	18.00
344 B, 354 B	18.50
364 B	19.25
365 B	19.50
Smith & Wesson—	
1905 Military, Police	34.50
Regulation Police	32.50
1903 Hand Ejector	30.50
38 S. & W. Perfected	30.50
1908 Military	35.00
1911 Target	35.00
New Departure 38	30.50
Marlin—	
20 TD—Octagon Brl.	18.50
27 TD—Round Brl.	21.80
TD—Octagon Barrel	24.55
29 TD—Round Brl.	15.60
1897 TD—Round Brl	22.75
TD—Octagon Barrel	24.80
Remington—	
4 TD—Octagon Brl.	15.54
6 TD—Round Brl.	10.46
8 A TD—Round Brl.	78.27
12 TD—Round Brl.	28.48
TD—Octagon Brl.	31.95
14 A TD—Standard	58.36
TD—Carbine	57.25
16 A TD—Standard	44.61
Savage —	
1899 250-3000	60.00
1899 TD, Feath'wt	55.00
189 SF	48.00
1904 TD, Single shot	9.75
1914 TD, Hammerless	28.50
Stevens—	
Little Scout	7.50
Crack Shot	9.50
Marksman	11.00
Favorite	18.00
70 TD, .22	19.00
1919, .22	26.75
Winchester—	
1886 SF—Round Brl.	49.00
TD—Round Brl.	64.80
1890 TD—Oct. Fancy	57.50
TD—Oct. Plain	31.50
1892 SF—Round Brl.	37.50
SF—Oct. Brl.	39.40
TD—Oct. Brl.	45.75
SW—Carbine	33.55
1894 SF—Round Brl.	40.85
SF—Oct. Brl.	42.60
SF—Carbine	36.85
TD—Oct. Brl.	54.50
1895 SF	53.15
1895—Govt. Model	53.15
1895 TD	67.10
1902 TD—22	10.50
1903 TD—Plain	44.80
1903 TD—Fancy	69.00
1904 TD .22	12.60
1906 TD	28.55
1907 TD	61.50

RIFLES—No. and Model—

Daisy Air—	Each
25	5.25
40	5.25
3	3.00
30	2.85
11	2.35
12	2.00
King Air—	
4	2.95
5	3.15
21	2.00
22	2.35
304 B	17.25
323 B	17.00
324	17.00

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 98, 10c box.
Copper—With Burrs—

Size.	½ Lbs.	Lbs.	Size.	½ Lbs.	Lbs.
7—St'r Lgths.	.30	.55	7—Asst.	.30	.55
8 "	.30	.55	8 "	.30	.55
9 "	.30	.55	9 "	.30	.55
10 "	.30	.55	10 "	.30	.55
12 "	.30	.55	12 "	.30	.55

Copper Iron, with Burrs—08 Asst., 20c, ½-lb. box; 010, 25c.

RIVETS—Tinners—Black, all sizes (in kegs), 20c lb. Tinned, 3, 3½ (in kegs), 30c lb.; 4, 5, 30c; 6, 7, 8, 25c; 10, 25c.

RODS, CURTAIN—No. 2, ⅜-in., Steel, Brass Covered, 15c ft.; 3, ⅜-inch, Steel, Brass Plated, 10c; 30, 1-in., Wood, Brass Covered, 30c; 1½-in., Wood, Brass Covered, 35c.

ROOFING—(See Paper).

ROPE—Cotton, Thread—3-16, 40c; ¼ to 5-16, 55c lb.; ⅜ to ¾, 55c; ⅞ to 1, 45c.
Manila—Base, 24c lb.
Sisal—Base, 25c lb.

RULES—Boxwood—Lufkin, Stanley—No. 171 (36), 65c each; 372 (36½), 90c; 386 (32), 95c; 388 (32½), $1.35; 465 (69), 25c; 651 (68), 35c; 702 (18), 50c; 751 (61), 40c; 761 (63), 50c; 762B (7), $1.35; 771 (84), 85c; 780 (62½), $1.00; 781 (62), $1.00; 861A (53½), $1.00; 862C (83½), $1.50; 871 (52), 90c; 881 (54), $1.10; 3851 (66½), 75c; 3861 (66¼), 85c; 3881 (66¾), $1.85.
Rules, Steel—No. 17, Blacksmiths, 90c each; 041, Pocket, 25c; 1181, 1141, Zig-Zag, 25c; 1182, 1142, Zig-Zag, $1.35; 1148, Zig-Zag, $2.00.

RULES, ZIG-ZAG—Lufkin, Stanley—No. 804F, 40c each; No. 806F, 60c; 8513 (03), 30c; 8514 (04), 40c; 8515 (05), 50c; 8516 (06), 65c; 8518 (08), 80c; 8523 (403F), 30c; 8524 (404F), 40c; 8525 (405F), 50c; 8526 (406F), 65c; 8613 (103), 35c; 8614 (104), 45c; 8615 (105), 55c; 8616 (106), 65c; 8624 (854F), 45c; 8626 (856F), 65c.

SAWS—One Man—Cross-cut—

	Disston	Chinook	Royal Chinook
3½ ft.	4.75	5 ft. 8.25	.....
4 ft.	5.25	5½ ft. 8.50	.....
4½ ft.	6.00	6 ft. 9.25	11.50
5 ft.	6.75	6½ ft. 10.50	13.00
5½ ft.	7.00	7 ft. 11.50	14.00
		7½ ft. 12.50	15.25

Atkins Crosscut Nos. 51, 52, 545, and Simonds Falling, same price as Royal Chinook.

SAWS—Hand—

5 Simonds, 12 Disston or 69 Atkins		No. 10 Simonds or 7 Disston	
18 inch	3.70	18 inch	2.65
20 inch	4.00	20 inch	2.85
22 inch	4.35	22 inch	3.10
24 inch	4.70	24 inch	3.40
26 inch	5.10	26 inch	3.60
28 inch	5.50	28 inch	4.00
No. 8 Simonds, D8 Disston or 51 Atkins		**No. 120 Disston or 4 Simonds**	
18 inch	2.90	26 inch	6.20
20 inch	3.25	28 inch	6.60
22 inch	3.65	**No. 112 Disston**	
24 inch	3.75	26 inch	5.25
26 inch	3.95	28 inch	5.60
28 inch	4.45	**No. D 100 or No. D 20 Disston**	
		26 inch	4.35
		28 inch	4.85

SAWS—Miscellaneous—

Back Saws		Compass No. 2	
12 inch	3.00	12-inch	.85
14 inch	3.25	14-inch	.90
16 inch	3.50	16-inch	.95
22-inch	4.00	**Kitchen No. 2**	
24-inch	4.25	12-inch	.55
26-inch	4.75	14-inch	.65
28-inch	5.50	16-inch	.75
Butcher No. 10		**Mitre**	
16-inch	1.90	24-inch	5.25
18-inch	2.00	26-inch	5.75
20-inch	2.15	28-inch	6.50
22-inch	2.25		

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RETAIL SELLING PRICES—Continued.

SAWS—MISCELLANEOUS—Continued—

Nest, Complete

No. 3..... 2.50

Pruning

No. 50 California, 12 in. 1.35

Buck—

Com Sgl Brace V tooth..... 1.75
Com Dbl Brace Tuttle tooth..... 2.50
Com Dbl Brace V tooth..... 2.75
No. 150 Special 1.95

No. 50 California, 14-in. 1.40
No. 51 California, 12-in. 1.80
No. 51 California, 14-in. 1.90
Disston, No. 9, 14-inch 3.00
Disston, No. 10, 14-inch 3.25

SAW CLAMPS—No. 3, $2.50; 0, $1.35. Perfection, No. 1W, $2.50; No. 2W, $3.25; No. 2W, $3.50; No. 11, with Guide, $3.25; Bishop's No. 750, 85c; Stearns' No. 105, $2.75; No. 200, $1.75; N33, $2.25; No. 3, Disston, $4.50.

SAW SETS—

201 G & P..... 1.50
Spec. Morrill 2.00
105 Morrill ..... .60
1 Morrill 2.00
10 ..... 1.20
77 ..... 1.00

X CUT—

Morrill No. 3..... 1.30
Baker No. 3..... 2.35
Colonial 1.40
7 Taintor 2.00
28 Triumph 1.65
Hammer ..... .85
Lever ..... .25
Morin No. 2..... 4.75
Morin No. 2½..... 6.00
Morin No. 3..... 2.00

SAW TOOLS—

Clipper Outfit ..... .75

Morrill's Raker Gauge—

No. 1..... 1.50
No. 6..... 2.25
No. 9..... 2.50

Atkins Raker Swage.. .45
5-M Tooth Gauge..... .25
Jointers Pikes Perf... .75
Jointers No. 7 Sterns. .70

Setting Tool Disston—

No. 100..... .80

No. 4 Setting Blocks—

No. 4 Blocks, Morin.. 1.85
Swages No. 0 Disst... 4.75
Swages, Whitings.... 1.00
Atkins, Rex 1.00
Atkins, Excelsior..... .85

SCALES—Family, testing without scoop, $3.75; with scoop, $4.50; Peddlers' glass sash, $6.00; glass sash with chains, $6.50; brass dial, $7.25; brass dial with chains, $7.50.

Spring Balance, No. 50, 25c each; 51, 50c; family, $6.50; No. 202, $6.50.

SCISSORS—Cast—No. 10, 60c each; No. 44, 7½ inch, 60c; 8½ inch, 65c; 240, 4 inch, 25c; 4½ inch, 30c; 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; 220, 35c; 350, 75c.

Wire—No. 14 B H, $1.45 each; 54½, 95c; 55, $1.00; 55½, $1.05; 56, $1.10; 56½, $1.15; 57, $1.20; 154½, $1.15; 155, $1.20; 155½, $1.25; 156, $1.30; 156½, $1.35; 157, $1.45; 364, $1.20; 364½, $1.25; 365, $1.30; 366, $1.45; 463, $1.05; 463½, $1.10; 464, $1.15; 573, $1.45; 573¾, 1.60; 574¼, $1.70; 663, $1.45; 663½, $1.60; 664, $1.70; 763, $1.05; 763½, $1.10; 764, $1.15; 764½, $1.20; 765, $1.25; 765½, $1.30; 766, $1.35; 773, $1.15; 773½, $1.20; 774, $1.25; 814, $1.25; 814½, $1.30; 815, $1.35; 815½, $1.40; 816, $1.50.

SCOOPS—Common Hollow Back—Black—No. 2, $2.15 each; 3, $2.25; 4, $2.35; 5, $2.45; 6, $2.55; 7, $2.65; 8, $2.75; 9, $2.85; 10, $3.00.

SCREENS—Adjustable—Window—Wabash, Wood Frame, 15x33, 80c; 18x33, 90c; 24x33, $1.15; 30x33, $1.45; 24x37, $1.25; 28x37, $1.50.

Sherwood, Steel Frame—18x33, $1.20; 24x33, $1.35; 24x37, $1.50; 30x37, $1.75.

SCREWS—Cap and Set—

Machine, Brass, Flat or Round Head—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Size.	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.20	.25	.30	.35	...
4	.25	.30	.35	.40	.45
6	.30	.35	.40	.45	.55
8	.50	.55	.60	.70	.80
10	.70	.75	.90	1.00	1.25
12	.90	1.00	1.15	1.25	1.50
14	1.15	1.30	1.50	1.70	2.00
16	1.75	1.95	2.10	2.30	2.65
18	2.20	2.50	2.75	2.95	3.45
20	2.75	3.00	3.30	3.60	4.20

Size.	1¼-in.	1½-in.	1¾-in.	2-in.
4	.50	.70	....	....
6	.75	.90	1.15	1.40
8	.95	1.15	1.40	1.65
10	1.40	1.60	1.85	2.10
12	1.75	1.95	2.25	2.55
14	2.25	2.50	2.80	3.10
16	3.00	3.30	3.75	4.20
18	3.80	4.15	4.65	5.15
20	4.80	5.40	6.00	6.60

Iron Flat or Round Head—

Size.	⅜ in	½ in	⅝ in	¾ in	1 in
2	.20	.20	.20	.20	...
4	.20	.20	.20	.20	.25
6	.20	.20	.25	.25	.30
8	.25	.25	.30	.30	.35
10	.35	.35	.40	.45	.50
12	.40	.45	.45	.50	.55
14	.50	.50	.55	.55	.65
16	...	.65	.65	.70	.80
18	...	...	.90	.95	1.05
20	...	...	...	1.15	1.25

Size.	1⅛-in.	1⅓-in.	1¾-in.	2-in.
4	.30	.35	...	...
6	.35	.40	.50	.60
8	.40	.45	.55	.65
10	.60	.70	.80	.90
12	.65	.75	.85	.95
14	.75	.85	.95	1.15
16	.90	1.10	1.30	1.55
18	1.25	1.50	1.70	1.90
20	1.50	1.70	1.90	2.10

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

U. S. S. Thread, Iron—

Length	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.30	.30	.35	.40	.50
⅞	.30	.30	.35	.45	.50
1	.30	.30	.35	.45	.55
1¼	.30	.35	.40	.50	.60
1½	.35	.35	.40	.50	.65
1¾	.35	.40	.45	.55	.70
2	.40	.45	.50	.60	.75
2¼	.45	.50	.50	.65	.80
2½	.50	.55	.55	.70	.80
3	.55	.60	.65	.75	.95
3½	...	...	...	.90	1.10
4	...	...	...	1.00	1.25

Length	⅝-in.	¾-in.	⅞-in.	1
1	.85	1.15	1.65	....
1¼	.85	1.15	1.65	....
1½	.90	1.25	1.65	....
1¾	.95	1.30	1.80	2.05
2	1.05	1.40	1.90	2.25
2¼	1.15	1.50	2.00	2.50
2½	1.25	1.60	2.15	2.65
3	1.40	1.85	2.35	3.05
3½	1.55	2.15	2.70	3.50
4	1.80	2.45	3.00	3.90

S. A. E. Thread, Steel—

Length	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.30	.35	.45	...	...
⅞	.35	.40	.45	.60	.65
1	.35	.40	.45	.65	.65
1¼	.35	.45	.50	.65	.75
1½	.40	.45	.50	.75	.80
1¾	.45	.50	.55	.80	.85
2	.45	.55	.60	.85	.95
2¼	.55	.60	.65	.90	1.00
2½	.60	.65	.70	1.00	1.10
2¾	.65	.70	.75	1.05	1.15
3	.70	.75	.80	1.10	1.20
3½	.80	.90	.95	1.25	1.40
4	.90	1.00	1.10	1.40	1.55

Length	9-16-in.	⅝-in.	¾-in.
1	1.10	....	....
1¼	1.10	....	....
1½	1.15	1.30	1.55
1¾	1.20	1.45	1.65
2	1.30	1.55	1.75
2¼	1.40	1.65	1.85
2½	1.55	1.75	2.00
2¾	1.65	1.90	2.15
3	1.70	2.00	2.35
3½	1.95	2.30	2.70
4	2.25	2.65	3.00

Square Head, V or U. S. S. Thread—

Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.

Length	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
½	.20	.20	.25	.30	.30
¾	.20	.20	.25	.30	.30
—	.20	.25	.25	.30	.30
1	.20	.25	.20	.30	.30
1¼	.25	.25	.25	.35	.35
1½	.25	.25	.25	.30	.35
1¾	.25	.25	.30	.30	.45
2	.25	.30	.30	.40	.50
2¼	.30	.30	.35	.50	.60
2½	.35	.35	.40	.55	.65
3	.45	.45	.50	.65	.70
3½	...	...	...	.70	.85
4	...	...	...	.75	1.00

Length	⅝-in.	¾-in.	⅞-in.	1-in.
¾	.40	...	...	...
⅞	.45	...	...	...
1	.50	.80	...	...
1¼	.55	.90	1.25	...
1½	.65	1.00	1.35	1.80
1¾	.70	1.05	1.45	1.95
2	.75	1.10	1.55	2.10
2¼	.80	1.15	1.60	2.25
2½	.85	1.25	1.85	2.45
3	1.00	1.45	2.00	2.75
3½	1.10	1.60	2.30	3.00
4	1.20	1.80	2.55	3.40

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full packages price shown.

Wood—Brass, Flat or Round Head—

	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0	.50	.50	.55	...	...	...	...
1	.50	.50	.55	.55	...	...	...
2	.50	.55	.55	.60	.65	.80	...

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RETAIL SELLING PRICES—Continued.

WOOD SCREWS—Continued—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
3	.55	.55	.60	.65	.70	.85	.95
4	.55	.60	.65	.70	.75	.90	1.00
5	.60	.65	.70	.75	.80	.95	1.05
6	...	.70	.75	.80	.85	1.00	1.10
7	...	.75	.80	.90	.95	1.05	1.20
8	...	.85	.95	1.05	1.15	1.25	1.40
9	...	...	1.05	1.20	1.30	1.40	1.60
10	...	...	1.20	1.35	1.50	1.65	1.75
11	...	...	...	1.50	1.70	1.90	2.05
12	...	...	...	1.70	1.90	2.10	2.30
13	...	...	...	1.90	2.10	2.80	2.55
14	...	...	...	2.10	2.30	2.55	2.85
15	...	...	...	2.30	2.55	2.85	3.15
16	...	...	...	2.55	2.85	3.15	3.75

Size	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3	1.20	....	....	....	....	....	....
4	1.25	1.65	....	....	....	....	....
5	1.30	1.70	....	....	....	....	....
6	1.35	1.75	....	....	....	....	....
7	1.40	1.80	2.25	2.95	....	....	....
8	1.60	1.85	2.30	3.00	....	....	....
9	1.80	2.05	2.85	3.05	....	5.30	....
10	1.95	2.40	2.65	3.10	3.95	5.35	....
11	2.30	2.60	3.00	3.45	4.10	5.40	7.85
12	2.60	3.00	3.40	3.85	4.45	5.45	7.90
13	3.00	3.35	3.75	4.25	4.95	5.55	7.95
14	3.30	3.75	4.15	4.75	5.50	6.05	8.00
15	3.70	4.30	4.85	5.50	6.05	6.70	8.20
16	4.05	4.70	5.35	5.85	6.75	....	....
17	....	5.15	5.90	6.40	7.30	....	....
18	....	6.10	7.00	7.80	8.65	....	....

Flat Head, Bright—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0 to 2	.30	.30	...	...	...	...	...
3	.30	.30	.30	.30	.30	.30	.35
4	.30	.30	.30	.30	.30	.30	.35
5	...	.30	.30	.30	.35	.35	.35
6	...	.30	.35	.35	.35	.35	.40
7	...	.35	.35	.35	.35	.40	.40
8	...	.35	.35	.40	.40	.40	.45
9	...	.40	.40	.40	.40	.45	.45
10	...	...	.45	.45	.45	.45	.50
11	...	...	.45	.50	.45	.50	.55
12	...	...	.50	.50	.50	.55	.60
13	...	...	...	.55	.55	.60	.65
14	...	...	...	.55	.60	.65	.70
15	...	...	...	...	.65	.70	.80
16	...	...	...	...	.75	.80	1.00
17	...	...	...	...	...	...	1.10
18	...	...	...	...	...	...	1.15
20	...	...	...	...	...	...	1.40

Size	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3	.35	.40	...	...	...	...	...
4	.40	.40	...	...	...	...	...
5	.40	.45	.50	.60	.65	.75	...
6	.45	.45	.55	.60	.65	.80	1.15
7	.45	.50	.60	.60	.70	.85	1.20
8	.45	.55	.60	.65	.70	.90	1.25
9	.50	.55	.65	.65	.75	.95	1.25
10	.55	.55	.65	.70	.80	.95	1.30
11	.55	.60	.70	.75	.85	1.00	1.30
12	.60	.65	.75	.80	.90	1.05	1.35
13	.70	.75	.80	.90	.95	1.10	1.35
14	.75	.80	.90	1.00	1.05	1.15	1.40
15	.85	.95	1.05	1.10	1.25	1.35	1.55
16	1.00	1.15	1.15	1.25	1.40	1.45	1.70
17	1.10	1.30	1.40	1.50	1.55	1.70	1.95
18	1.35	1.55	1.60	1.70	1.85	1.90	2.20
20	1.60	1.75	1.80	1.95	2.15	2.35	2.60

Round Head, Blued—Sell at 10 per cent ad ance over prices shown for Flat Head, Bright.

SAFETY SET—(Bristo)—
¼-inch, 10c each; 5-16, 10c; ⅜, 10c; 7-16, 10c; ½, 12½c; ⅝, 15c; ¾, 20c; ⅞, 25c; 1-inch, 35c.

SCREWS—Lag—Gimlet Point, Square Head—30% below.

	¼, 5-16-in.		⅜-in.		½-in.		⅝-in.		¾-in.	
	10	100	10	100	10	100	10	100	10	100
1	.25	1.90	....	....	....	....	....	....	....	....
1¼	.25	1.90	....	....	....	....	....	....	....	....
1½	.25	1.90	.30	2.30	....	....	....	....	....	....
1¾	.25	2.10	.30	2.50	....	....	....	....	....	....
2	.25	2.10	.30	2.55	.45	3.50	.60	5.00	....	....
2½	.25	2.25	.35	2.75	.45	3.80	.65	5.50	....	....
3	.30	2.40	.35	3.00	.50	4.10	.70	5.95	1.00	8.40
3½	.30	2.60	.40	3.20	.55	4.45	.75	6.40	1.10	9.00
4	.35	2.75	.40	3.40	.55	4.75	.80	6.80	1.15	9.60
4½	.35	2.95	.45	3.65	.60	5.00	.85	7.25	1.25	10.20
5	.40	3.10	.45	3.85	.65	5.35	.90	7.65	1.30	10.80
5½	.40	3.25	.50	4.05	.70	5.65	1.00	8.10	1.40	11.40
6	.40	3.45	.50	4.30	.75	5.95	1.05	8.50	1.45	12.00
6½	....	....	.55	4.50	.75	6.25	1.10	8.95	1.55	12.60
7	....	....	.55	4.70	.80	6.55	1.15	9.35	1.60	13.20
7½	....	....	.60	4.95	.80	1.65	1.20	9.80	1.65	13.80
8	....	....	.65	5.20	.85	7.20	1.25	10.20	1.70	14.35
9	....	....	....	....	.95	7.80	1.35	11.05	1.85	15.55
10	....	....	....	....	1.00	8.40	1.45	11.90	2.00	16.75
12	....	....	....	....	1.15	9.60	1.65	13.60	2.30	19.15

SCREW DRIVERS—Machinists', No. 51, 50c each; 51½, 85c; 52, 85c; 52½, $1.25; 53, $1.15; 53½, $1.65; 54, $2.65; gauge, 15c; 10c full sheet.

Yankee Ratchet—No. 11, 2-inch, 75c each; 3, 95c; 4, $1.00; 5, $1.15; 6, $1.25; 8, $1.50; 10, $1.75; 12, $1.15; 15, 2-inch, 85c; 3, 90c; 4, 95c; 5, $1.00. No. 30, $3.50; 31, $4.75; 35, $2.65; 60, $1.15; 130, $4.00.

SCREW DRIVERS—G & P.—1¾, 40c; 3, 40c; 4, 50c.

SCYTHES—Bush—

No.	Each.
400	2.50
450	2.35

Weed—

300	2.50
350	2.35

Grass—

No.	Each.
200	2.50
250	2.35
100	2.50
150	2.35

SHEETS—IRON—Galvanized—10 to 16, 11½c; 18 to 24, 12c; 26 to 27, 12½c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., $3.25; Galv., 26, $12.00; 28, $10.50. Rockface Siding, $11.50.

SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 15c; 10c full sheet.
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 16c; 12c full sheet.

SHIELDS—Lag Screw — Expansion — SEBOO—Per hundred list.

3-16 inch	13.00	⅜	38.00
¼	15.00	⅝	45.00
5-16	18.00	½	65.00
⅜	25.00	⅞	95.00
7-16	32.00	1	110.00

SHINGLES—Tin, 5x7, $3.00; 7x10, $6.00.

SHOT—Air Rifle, bulk, 20c lb.; 4 and 5-oz. tubes, 10c tube. Balls, Nos. 0, 00, 000, 20c lb. Buck Nos. 1, 2, 3, 20c lb. Drop, Nos. 1 to 12, B, BB, BBB, 20c lb. Chilled, 2 to 9, 20c.

SHOVELS—D or Long Handle, Round or Square Point—Plain Back Black—4th Grade, $2.00 each; Carter's, $2.50; Ames, $2.75.
Plain Black Polished—4th Grade, $2.10 each; Carter's, $2.65; Ames, $3.00.
Riveted Strap Back Black—Ames, $2.65 each.
Riveted Strap Back Polished—4th Grade, $2.60 each; Ames, $2.75.
Solid Socket—Maynard—Black, $2.75 each; Polished, $3.00.
Fire, Sheet Steel—Jumbo, 35c each; 54, Japanned, 20c; 56, Japanned, 25c; 280, Galvanized, 20c.
Special—Northwest—Pacific, $2.00 each; Occident, $2.35; Maynard Patr., $2.60; Genuine Mayn, $2.75 Chester, $2.00.

SLEDS—Hand and Coaster—

Flexible Flyer—	
No. 1	4.25
No. 2	5.00
No. 3	6.50
No. 4	7.00
No. 5	9.50
Jr. Racer	5.50
Racer	6.75
Fire Fly—	
No. 9	2.75
No. 10	3.25
No. 11	4.00
No. 12	4.50
Racer	4.75

SMOOTH-ON—75c lb.

SOLDER—½ and ½, 45c lb.; No. 1, 90-100, 45c; Wiping, 40-60, 50c; Wire, 50-50, 50c; Electrical Wire, 40-60, 55c.

SPARKERS—Red Seal—No. A141, $3.00; A152, $3.65; A162, $4.35.

SPORTING GOODS—

	Each
Official Baseballs	2.50
Second Grade Baseb'ls	2.00
Playground B. B., Out or Plain Seam—	
14-inch	3.00
12-inch	2.75
Baseball Bats, league	1.75
Baseball Masks,	10.00
Chest Protectors	8.50
Official—	
Rugby Footballs	10.00
Soccer Footballs	12.00
Basketballs	15.00
Volley Balls	8.00
Handballs	.35
Boxing Gloves, 8-oz.	13.50
Striking Bags	9.00
Championship Tennis Balls	.55
Best Grade Rackets, Sutton	12.00
Cotton Gym Shirts	.75
White Running Pants	1.00
Bike Jockey Strap	.75
Rubber Soled Tennis Gym Shoes	1.95
Rubber Soled Tennis or Gym High	2.25
Basketball Shoes	5.00

SPRAYERS—Myers' Bucket Pump, 8 lbs., $12.50 each; 6 lbs., $7.50. Hand—Faultless, 70c each; Misty, 85c. Knapsack—Kant Klog, $7.50; Perfection, $9.00; Utility, $7.25.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, $8.00; Barnes, 276, $12.30; Little Giant, 827½, $7.25; Acme Pressure 345, $9.00; Defiance, No. 824, $10.00.

SPRINGS, DOOR—Coiled 16-inch, Japanned Spring, ¼-inch, 15c; 9-32, 15c; 11-32, 15c; 13-32, 15c; ⅜, 20c. **Faultless, Tight No. 12 Steel Wire, 16-inch, 45c each. Victor, Adjustable Tension, 9-inch; 20c each; 10-inch, 25c; 11-inch, 35c; 12-inch, 50c. Reliance, Extra Heavy Ratchet Tension, 10 inch, 60c each. Warner's Coppered Steel Wire for screen doors, each 25c. Torrey Screen Door, 39 in. steel rod, 40c.**

SPRINKLERS, LAWN—
Perforated Tube, Dew Drop, 7 feet long, brass, $3.25 each; 8 feet, $3.65; 8 feet, galvanized, $2.85.
Pluvius—Revolving Brass Spoon, $1.15 each; Revolving Arms, 6-inch, $1.35; Revolving Arms, 11-inch, $2.50.
Ring—5¼-inch diameter, 75c each; 8¼-inch, $1.25.
Rose—3-inch perforated oblong plate spray, $1.00 each.

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RETAIL SELLING PRICES—Continued.

SPRINKLERS, LAWN—Continued—

Ross—Perforated oblong plate spray, $1.00 each.
Thompson's—Twin, 40c each; Fountain, 50c; Fan, 25c; Simplex Circle, 40c; Shower, 50c; Peerless, 55c.
Will's Galvanized Pipe—6 feet, $2.50 each; 7 feet, $3.00, 8 feet, $3.25.

STAPLES—Fence Wire—Polished, 10c lb.; galvanized, 10c. Poultry Wire, ¾-inch, 15c lb.

STEEL—Mild—See Iron. Tool, 22c; Drill, Co., 20c.

STONES—Corborundum—No. 76, 50c; 107, $2.00; 108, $2.25; 109, $1.75; 110, $2.00; 111 $1.85; 112, $1.00; 113, $1.00; 115, $1.75; 116, $1.75; 117, $1.75; 118, $1.50; 119, $1.50; 120, $1.50; 21, $1.25; 122, $1.25; 123, $1.25; 124, $1.00; 130, 75c; 131, 75c; 142, 75c; 143, 75c; 144, 75c; 45, 50c; 146, 50c; 147, 50c.

Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, $1.00; 25, 15c; 37, 25c; 40, 25c; 42, 35c; 48, 50c; 51, $1.00; 52, $1.25; 53, $1.50; 54, $1.00; 55, $1.25; 56, $1.50; 59, 15c; 60, $1.75; 62, $2.25; 66, $2.75; 68, 3.75; 78, 50c; 80, 60c; 86, 75c; 88, $1.00; 92, 50c; 94 60c.

Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

STOVES—Oil Heating, Perfection—No. 520, $8.50 each; 560, $11.00; 660B, Blue, $13.50; 660W, White, $15.00.

Boyle (Airtight)—No. 16, $3.00 each; 20, $4.00; 22, $7.25; 122, $8.65; 418, $9.50; 518, $12.75; 818, $16.00; 918, $18.50; 1018, $5.25; 1818, $7.50; 1518, $14.25; 1618, $20.25; 1718, $22.50; 1818, $26.25.

STRIP—Weather—Rubber, ⅛-inch, 5c ft.; ¾-inch, 7c ft. Felt, ⅛-inch, 5c ft.; ¾ inch, 10c.

SWEEPERS, CARPET—Bissell's American Queen, $6.75; Club, $12.00; Elite, $7.50; Gold Medal, $6.25; Grand Rapids (Nic.), $6.00; Grand Rapids (Jap.), $5.50; Grand (Jap.), $7.50; Parlor Queen, $7.00; Princess, $6.25; Prize, $6.25; Universal (Nic.), $5.75; Universal (Jap.), $5.25.

Vacuum—Superba, $13.00; Grand Rapids, $11.00; Household, $9.00.

On account of the freight, retail prices 50 cents higher will prevail in the following Western and Southern States: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Tex., Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.

SWEEPERS, TOY—Little Daisy, 25c (30c in west and south); Little Queen, 50c.

TACKS—Bill Posters'—No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c. Carpet—Cut, ¼-lb. papers—No. 4, 10c; 6. 10c; 8, 10c; 10, 10c; 12, 10c. Wire, ½-lb. papers—No. 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10 10c; 12, 10c. Wire in bulk—No. 3, 30c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c.

Gimp—⅛ lb. box, 2½, 10c; 3, 5c; 4, 10c. ¼ lb., 6, 10c; 8. 10c.

Upholsterers—Cut, ½ lb. papers—No. 1½, 10c box; 2, 10c: 3, 10c; 4, 10c. ¼-lb., 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. Cut, in bulk, No. 3, 35c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c; 12, 30c.

Double Pointed—Blued, ½ lb. papers. No. 9, 5c box; 10, 5c; 11, 5c; 12, 5c. Blued in bulk, No. 9, 35c lb.; 10, 30c; 12, 30c.

TAPES—MEASURING—(Lufkin)—(Starrett)—

Asses' Skin	Each
710	.60
713	.75
715	1.10
716	1.35
730	.75
733	1.25
735	1.50
736	1.85
Metallic	
500	3.25
503	4.50
505	5.65
506	7.25
Pocket	
143	.80
145	1.00
165	.25
3143	.55

Steel	
100	5.65
103	8.50
200	6.25
203	10.00
205	14.50
206	17.50
240	4.75
243	5.75
245	7.75
246	10.00
260	5.25
263	6.35
265	8.50
266	11.00
550	5.00
553	6.00
555	8.00
556	10.00
1240	4.75
1243C	5.65
1260	5.00
1263	6.25

Asses' Skin Case—25, 65c; 50, 85c; 75, $1.15; 100, $1.35.

TAPE—Friction—⅛ lb., 50c; 2 oz., 15c; 1 oz., 10c.

TENTS—Single Filling—

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
7x7	14.80	17.30	16x18	57.25	67.35
7x9	17.55	20.45	16x20	68.10	78.65
9x9	20.25	28.70	16x24	71.85	83.60
9½x12	28.85	27.85	16x30	86.95	101.30
12x14	32.00	37.35	A or Wedge—		
12x18	39.50	46.15	5x7	9.25	10.75
14x16	42.00	49.30	7x7	11.65	13.60
14x20	52.15	60.60	7x9	13.95	16.35

Flys Half Price of Tents.

Wagon Covers—Single Filling —

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
10x14	8.85	11.10	12x16	12.90	15.90
10x16	10.15	12.70	12x18	14.35	17.90

Stockmen's Bed Sheets—Single Filling —

Size	8-oz.	10-oz.	12-oz.
6x12	5.00	6.50	7.50
6x14	5.85	7.50	8.75
7x14	8.35	10.35	12.25
7x16	9.85	12.50	14.10

THERMOS—See Bottles.

THIMBLES—Steel—5x4-in., 25c; Red Clay, 20c; Terra Cotta, 45c.

TIN—
Bar and Pig, $1.20 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 17c; 20, 25c.
Painted 1 side, 1c foot extra; two sides, 2c.
Flashing IC, 1x1, $3.00 per 100 feet; ¾x1, $3.00.
Shingles—5x7, 40c dozen.
Valley—14-inch, 15c per foot, $14.00 per roll; 20-inch, 22c per foot, $21.00 per roll.

TOGGLE BOLTS—Seboo No. 1—Per hundred list.

Length	—Diameter— ⅛-in.	3-16-in.	¼-in.
3-inch	6.00	8.00	12.50
3½-inch	6.25	8.00	9.00
4	6.75	8.50	12.50
5	7.50	9.25	14.50
6-inch	8.00	10.00	15.00

Seboo No. 5—With either round or flat head machine screws—

Length	—Diameter— ⅛-in.	3-16-in.	¼-in.
3-inch	2.63	3.15	3.50
4-inch	2.97	3.50	3.85
5-inch	3.32	3.85	4.20
6-inch	3.67	4.20	4.55

TORCHES—Clayton & Lambert—No. 28, Alcohol, $5.75 each. Gasoline—No. 31, $9.50 each; 37, $8.35; 38, $9.15; 47, $10.85; 48, $11.35; 108, $9.50; 112, $8.90.

TRAPS—Fly—Paragon, 35c each; Balloon, 30c; Avis 2, $2.50; $2.00; Edgewood 2, $2.00; Avis 1, $2.75; Avis 2, $2.50; Avis 3, $2.25; Perfect, $1.45.

Game—No. 0 Newhouse, 60c each; 1 Newhouse, 70c; 1½ Newhouse, $1.10; 2 Newhouse, $1.40; 3 Newhouse, $2.15; 4 Newhouse, $2.50; 5 Newhouse, $19.50. No. 1 Oneida Jump, 35c; 1½ Oneida Jump, 55c; 2 Oneida Jump, 85c; 3 Oneida Jump, $1.20. No. 0 Victor, 25c; 1 Victor, 30c; 1½ Victor, 40c; 2 Victor, 55c; 3 Victor, 95c; 4 Victor, $1.15.

Gopher—Western, 25c each; Noxall, 25c; Maccabbee, 25c; Easy Set, 25c; Newhouse, 35c; California Pocket, 35c.
Mole—Reddick, $1.50 each; Out-O-Sight, $1.75.

Mouse—Sure Catch, 5c each; Security, 10c; Choker-Wood, 20c; Choker-Tin, 15c; Delusion, 30c; Holdem, 90c; Cage, 30c. Cage, 25c.

Rat—Sure Catch, 20c each; Security, 25c; Holdem, small, $1.35; Holdem, large, $1.65.

TROWELS—Rose Brick, Wood Handle, $2.25; Rose Brick, Leather Handle, $2.50; Marshalltown Plasterer's, $3.00; Finishing, $2.75.

TWINE—Cotton—Wrapping, 50c lb. Budding, 50c.
Flax—18 BB, 45c lb.; 24 BB, 45c; 18 BC, 60c; 24 BC, 60c; 36 BC, 55c.
30 Sacking, 70c; 40 Sacking, 70c; 33 Sacking, 85c; 44 Sacking, 85c.

VALVES—

Standard Globe and		Standard Gate Valves—	
¼	1.05	¼	.60
¾	1.05	⅜	.65
½	1.20	½	.80
¾	1.50	¾	1.05
1	2.00	1	1.45
1¼	2.75	1¼	2.00
1½	3.75	1½	2.85
2	5.35	2	4.25

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RETAIL SELLING PRICES—Continued.

TINWARE

Boilers, Coffee

27	1.25
29	1.65
352	.90
354	1.25
356	1.50

Boilers, Wash Copper Bottom

IC 8	3.50
IC 9	3.75
IX 8	3.75
IX 9	4.00
IXX 8	5.25
IXX 9	5.50

Copper Rim

IX 8	4.50
IX 9	4.75

Bowls, Wash

06½	.15
08	.25
6½	.30
8	.40

Buckets, Covered

11	.15
12	.25
14	.35

Buckets, Dinner

1	.80
3	1.00
30	.85
40	.90
600	1.05
650	1.40
675	1.60

Cans, Milk

1	.35
3	.55
4	.70
01	.30
03	.55
04	.75
102	4.85
108	5.25
1020	6.00
1040	7.85

Cans, Oil

30	.35
31	.45

Colanders

10	.30
12	.45
104	.45
306	.60

Cookers, Steam

42	3.25
45	4.00

Covers, Pot

6-9	.10
10-11	.15
13	.25
15	.35

Cups

211, 212	.10
09, 010	.15
9, 10, 214	.20

Dippers

2	.15
4, 01	.20
02, 31, 32	.25
33, 34	.30
48	.50

Fillers, Fruit Jar

25	.15

Forks

419	.10
1197	.20
1198	.25
203	.60
206	.75
10, 15	.10
20	.15
30	.20
35	.25
235	1.35
335	1.65

Graters

02	.10
020, 100	.20
030, 150	.25

Kettles, Lipped Preserving

160	.40
200	.50
240	.70
280	.85

Ladles

010	.25
11	.30

Measures

63	.20
83	.30
85	.55
86	.75
122	.20
124	.25
126	.60

Moulds, All Kinds

1, Melon	1.10
3, Melon	2.00
4, Melon	2.25
10, Jelly	.25
20, Jelly	.35
61½, Cake	.45
63, Cake	.65

Pails, Dairy

IC, 6 qt.	.30
IC, 10-qt.	.40
IX, 10-qt.	.70
IX, 14-qt.	.80
IXX, 10-qt.	.85
IXX, 14-qt.	1.00
IXXX, 12-qt.	1.25
IXXX, 16-qt.	2.00
IXXXX, 18-qt.	2.25
IXXXX, 20-qt.	2.50

Pails, Fruit Picking

14-qt.	.65

Pails, Peddlers

Small	.45
Large	.55

Pails, Strainer

IX, 10-qt.	1.15
IX, 12-qt.	1.25
IXX, 12-qt.	1.40
IXX, 14-qt.	1.50
Gem, 12-qt.	1.50
Gem, 14-qt.	1.65

Pans, Bread

01, 110, 30	.20
140, 200	.30
300	.35

Pans, Corn Cake

06	.30
09	.45
012	.55

Pans, Cake Perfection

Round, 9¼-in.	.15
Round, 10¼-in.	.20
Square, 8½-in.	.20
Square, 9-in.	.30
Mt., 9½-in.	.20
Tube, Rd., 9½	.25
Tube, Sq., 9-in.	.45

Pans, Dish

8, IX Tin	.70
14	1.00
21	1.35

Pans, Milk IC, Plain

200, 201	.10
202, 203	.15
204	.20
205, 206	.25
208	.30
2100	.35

IC, Ret.

301, 302	.20
304	.35
306	.40
308	.45
3100	.55
3120	.75

Pans, Muffin

6	.25
9	.35
12	.45

Pans, Patty

All Nos.	.10

Pans, Pie

6, Shallow	.10
9	.15
Deep	.15

Pans, Pudding IC, Plain

015 to 018	.15
019, 020	.20
021, 022	.25

IC, Ret.

16	.25
18	.35
20	.40
22	.50

Pans, Rinsing IC, Plain

8	.40
14	.50
17	.65

IC, Ret.

8	.55
14	.75
17	1.00

Pans, Lipped Sauce

016	.40
020	.50
024	.70
028	.85

Pots, Coffee

1	.30
2	.40
4	.55

Pots, Tea

240	.25
241	.30
242	.40

Raisers, Bread

114	2.25
117	2.75

Scoops

2	.35
4	.55
12	.15
14	.20
20	.55
40	.80

Sieves, Flour

2, 316	.30
318	.35

Sifters, Flour

0	.40
1	.45
10	.70
Acme	.40
Nesco	.40
Shaker	.45

Skimmers

10	.20
45	.10

Spoons, Basting

110	.10
114	.15
312	.20
316	.30

Spoons, Mixing

15	.20
25	.15

Steamers

70	.75
90	.95

Steepers, Tea

12	.25

Strainers Gravy

2, 3	.15
020	.20
30	.25

Jelly

120	.25
160	.30

Milk

10	.35
121	.45
128	.60

Milk Can

011	.95
33	.55
55	.85
60	2.00

Soup

20	.40

Turners, Cake

1, 2, 71	.10
6, 13	.15

WAGONS—Boys'—

American

No. and Size.	Each.
118— 8x18	2.00
122—10x22	2.50
126—12x26	3.50
130—14x30	4.50
132—15x32	5.00

Samson

326—12x26	4.00
328—13x28	4.25
332—15x32	5.50
336—16x36	7.25

Wagners—

No. 18	10.00
No. 20	11.50
No. 24	13.00

Ceaster—Star—

No. 10	9.50
No. 20	10.50
No. 30	11.50
No. 40	12.50

Mars-Wells—

No. 10	7.50
No. 11	8.00
No. 12	9.50

WASHERS—Cast Iron—Size ⅛ to 2, 10c lb.; Angle, 10c. Malleable—Standard, 25c lb.; Nail Hole, 25c lb.; Angle 35c lb.
Cut—Sizes 8-16, 29c lb.; ¼, 25c; 5-16, 22c; ⅜, 20c; 7-16, 19c; ½, 18c; ⅝ to 1, 17c.

WASTE—Cotton—No. 6X White, 25c lb.; 1 White, 24c; 2 White, 24c; 01 Colored, 21c; 02 Colored, 20c; 10 Wool, 33c.

WAX—Floor, 95c lb.

WEANERS—Calf—Shaw's, No. 1, 75c; No. 2, 85c; Hoosier, No. 11, 85c; No. 12, 90c; Kantsuck, Calf, 55c; Cow, 65c.

WEDGES—Truckee-Alki, lb., 20c; Oregon-Atha, 28c; Cedar-Atha, 20c; Cedar-Alki, 20c; Falling, 27c; Saw, 27c.

WHEELBARROWS—Garden—No. 0, 1¾ cu. ft. capacity, $8.50 each; No. 1, 3¼ cu. ft., $9.75; No. 2, 4½ cu. ft., $12.75.
Railroad—Bolted, $8.50 each; Stave, $7.25.
Steel Tray, Wood Frame—Star, $7.75 each.
Steel Tray and Frame—AX, $12.75 each; 4, $15.00; 5, $16.50; 10, $21.75; 25, Concrete, $15.00.

WICKS—
Oil Cook Stove Wicks—New Perfection with wire carrier, each, 45c; Bon Ami with wire carrier, 45c.
Oil Heating Stove Wicks—New Perfection with wire carrier, each, 45c.
Lamp or Lantern Wicks—Flat—No. 0, width ⅜-in., 2½c each; No. 1, ⅝-inch., 2½c; No. 2, 1-in., 3½c; No. 3, 1½-in., 5c.
Rochester Wicks—Circular—No. 1R, size 4x6 in., each, 10c; 2R, 5x6 in., 10c; 3R, 8x8½ in., 20c.

WIRE—

Per 100 lbs.	Plain Fence. Black.	Galv.	Baling.
3 gauge	6.60	....	....
4	6.60	7.30	....
6-8-9	6.50	7.20	....
10	6.50	7.25	....
11	6.60	7.30	....
12	6.60	7.35	....
13	6.75	7.45	....
14	....	7.55	7.00
15	....	8.00	7.10
16	....	8.10	7.30
17	....	....	7.50
18	....	9.00	....

Barbed Fence—Glidden Pat., $6.50; Glidden Galv., $6.85; Baker Patent, $7.15; Baker Galv., $8.00; Waukeganite Galv., $8.50.

	Hog.	Cattle
Am. Special Galv., 80-rod spools, each	4.75	4.55
Glidden, 80-rod spools, each	6.50	6.40

Broken Coils—Add, 1 to 24 lbs., 3c; 25 to 49 lbs., 2c; 50 to 99 lbs., 1c per lb.
Stove Pipe Wire, 50-ft. coils, 10c each.

WIRE CLOTH—See Cloth.

WOODENWARE—Boards, Pastry—16-inch, 95c each.
Bowls, Chopping—11-inch, 85c each; 15-inch, $1.85; 17-inch, $3.00.
Pins, Rolling, 55c each.
Spoons, 13-inch, 15c each; 15-inch, 20c.

WOOL—Steel—1-lb. rolls—0, $1.25; 1, $1.10; 2 and 3, $1.00 3-oz. packages, 30c each.

WRINGERS—Mop—Vanco 78, $5.50; 88, $4.00; 89, $5.50.
Dana or Eagle, 5, $3.25; 10, $4.50; 20, $5.00.
White's 3, $4.50; 0, $7.50; 8, $5.00.

WRENCHES—

	Agr.	Coes.	Stillson Crescent.	Barcalo Trimo.	Barcalo N	Barcalo Semi-fin
6-inch	.85	1.40	1.00	1.45	1.35	1.25
8-inch	1.00	1.65	1.25	1.60	1.40	1.25
10-inch	1.25	2.15	1.50	1.80	1.75	1.50
12-inch	1.50	2.75	2.10	....	2.65	2.00
15-inch	2.15	3.50	3.05	2.50	4.00	2.75
18-inch	....	4.25	4.50	3.65	....	4.00
21-inch	....	5.50	....	....	....	6.00

ZINC—Full sheets, 25c lb.; less than sheets, 30c lb.

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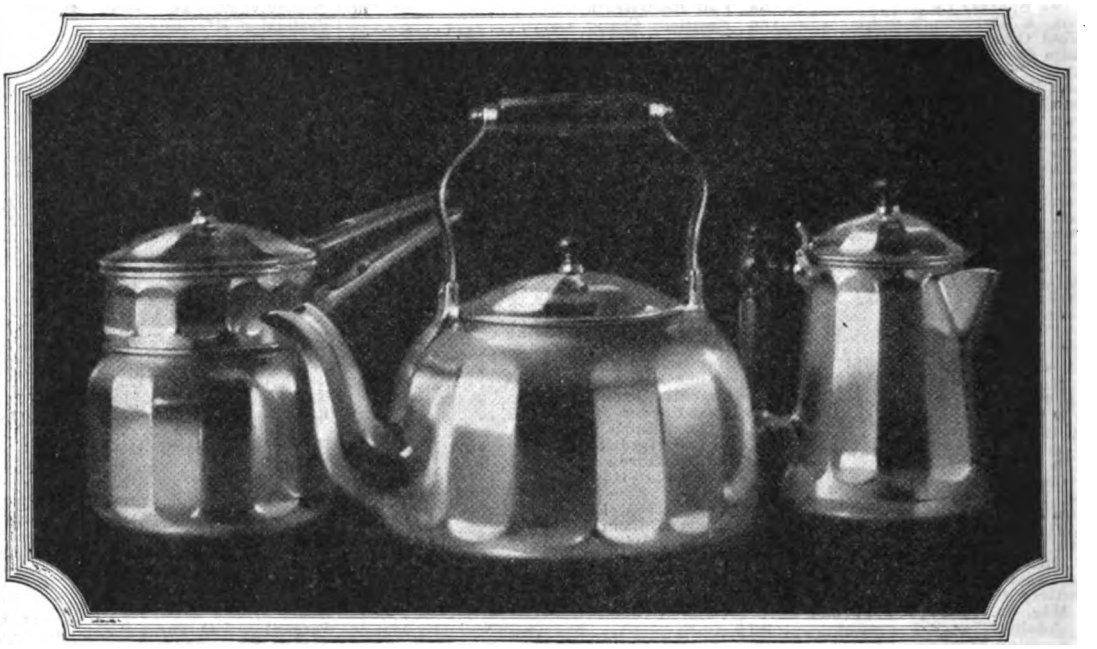
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Mirro Prices Greatly Reduced

These New Low Prices Increase Dealers' Selling Advantages

The new low prices of Mirro Aluminum not only give every Mirro dealer additional selling advantages over competitive lines, but also emphasize the present Mirro leadership.

Mirro Aluminum cooking utensils have always possessed distinct quality advantages over ordinary aluminum ware. The famous Mirro quality, Mirro features of design and Mirro durability have always placed this line at the very peak of value, both to the trade and to the public.

With the new low prices of Mirro ware, effective July 1, Mirro dealers are given an additional emphatic sales advantage. And this is strengthened by Mirro national advertising and Mirro dealer helps.

Every Mirro utensil is made from pure aluminum, rolled again and again under heavy pressure, in Mirro mills, to give the metal the hard, dense grain which endows it with its year-after-year durability.

And back of every article bearing the famous Mirro trade-mark is the guarantee of the world's foremost manufacturer of aluminum utensils, with nearly thirty years' experience in the making of better aluminum ware.

Mirro is a dealers' line through and through. It is sold only through established dealers. If you are not benefiting from the profit possibilities of Mirro, send for our dealer proposition.

Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum



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MIRRO ALUMINUM *Reflects Good Housekeeping*

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Hardware World

PLUMBING AND HEATING

AUGUST 1921



STANLEY

STANLEY S.W.

"Yes—you'll find *the* same trade mark *on* both"
Wrought Steel Hardware and Carpenters' Tools
Carry both lines

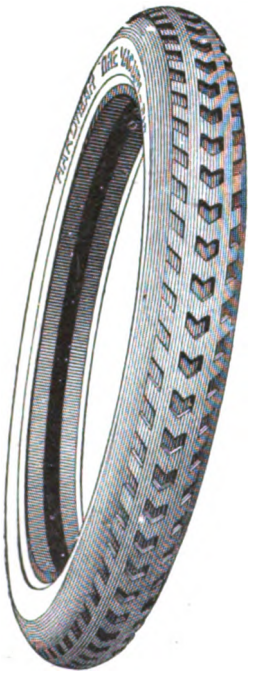
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Main Offices and Plant
NEW BRITAIN · CONN.

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"Do Automobile Tires and Accessories Belong in a Hardware Store?"

At the recent convention of the Southeastern Retail Hardware and Implement Association in Atlanta, Mr. R. O. Noogin, of Attalla, Ala., said:

> "Do these lines belong in a hardware store or not?" asked Mr. Noogin in introducing this question. "They don't belong in the drug store, yet many of these stores are putting in tires and accessories. Nor do they belong in the grocery stores, yet many of these stores are adding these lines. Tires and accessories logically belong in the hardware store and we should add them to our stocks. We put in a stock of accessories in our store three or four years ago and we consider it, in relation to the investment we have tied up in it, our most profitable line."



HARDWEAR TIRES

sold exclusively to the Hardware Trade, are high quality tires—fully guaranteed. The dealer who handles them can undersell competition and still make a wide margin of profit.

1328 retail hardware merchants have bought them. We will ship to any rated dealer 2 HARDWEAR TIRES of any size—on approval. If tires and prices are not perfectly satisfactory—return them at our expense.

HARDWEAR TIRE CORPORATION

East Rutherford, New Jersey

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Painters stake their lives on WHITLOCK ROPE

They know they are safe, for they know Whitlock All-Manila Rope is made of the same strong, high-grade, dependable fibre straight through. It is the rope that withstands the severest outdoor tests of wind, weather and hard work. You can not afford to take chances on the rope you use for your scaffold. Play safe—buy Whitlock.

WHITLOCK CORDAGE
THE UTMOST IN ROPE VALUE

Hardware dealers and ship chandlers throughout the country are building business with Whitlock Guaranteed Cordage Products. The man who buys Whitlock comes back for more.

Whitlock All-Manila is the rope that is guaranteed superior in every respect to the U. S. Bureau of Standards Specifications.



Write today for the new Whitlock Catalog and other printed matter telling important facts about our complete line of Manila and Sisal Cordage.

WHITLOCK CORDAGE COMPANY
46 South Street, New York

Factory and Warehouses
Jersey City, N. J.

Branches
Chicago, Boston, Kansas City *and* Houston

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DISSTON PROFIT PLANS

Published Monthly in the Interest of Merchants Selling Disston Tools

One Line—Or Many?

"Simplification of stocks is the big lesson of the day for the hardware retailers. It is better to have the extra money in the bank or invested than to have unnecessary lines of goods on the shelves. Choose your lines wisely then stick to them."

DUE to the extraordinary conditions of the past few years, retailers, particularly hardware retailers, found themselves carrying stocks of similar articles from many makers.

When one manufacturer couldn't supply them, they had to buy from another, with the result that their stocks were necessarily larger, more complicated, more costly to carry, and certainly less profitable. No one was to blame. In those days, the government had to come first.

But now, many retailers realizing the importance of the task, are getting their stocks back to a better basis; they are limiting the articles of the same type and price to a few makes—to **one**, where it is possible.

It is costly to carry two lines where one is enough. It means double stocks.

Many dealers have found it profitable to concentrate on the Disston complete line. There is no question of the quality and "sale-ability" of Disston Saws—**"the saw most carpenters use."** They **do** sell themselves, and what is more important, their reputation and prestige, won through 81 years of leadership, help sell the other items in the Disston line.

Disston quality is Disston quality—whether in a saw, file, a trowel, a plumb-and-level, or what not. And the dealers who are concentrating on the Disston complete line find that the quality and reputation of Disston Brand goods mean extra sales for them.

The reduction in Disston prices effective July 1, 1921, announced in the July issue of this magazine, affords dealers a real dollar-and-cents opportunity to concentrate their stocks and selling efforts on **Disston Saws, Tools, and Files.**

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August, 1921

DISSTON
PROFIT PLANS

A List of What Disston Makes

And in these Saws, Tools, and Files is that quality found in

"The Saw Most Carpenters Use"

Back Saws
Band Saws for Wood and Metal



Bevels
Buck Saws
Butcher Saws and Blades
Cabinet Scrapers
Chisel Tooth Circular Saws
Circular Saws for Wood, Metal, and Slate
Compass Saws
Concave Saws, Circular
Cross-cut Saws
Cut-off Saws
Cylinder Saws
Dovetail Saws
Drag Saw Blades
Edger Saws
Files and Rasps
Filing Guides
Gang Saws



Gauges, Carpenters' Marking
Grooving Saws
Hack Saw Blades
Hack Saw Frames
Hand, Panel, and Rip Saws
Hedge Shears



Ice Saws
Inserted Tooth Circular Saws
Keyhole Saws
Kitchen Saws
Knives—Cane, Corn, Hedge
Knives—Circular—for Cork, Cloth, Leather, Paper, etc.
Knives—Machine
Levels—Carpenters' and Masons'
Lock Corner Cutters
Machetes
Mandrels
Metal-slitting Saws



Milling Saws for Metal
Mitre-box Saws
Mitre Rods
Nest of Saws
One-man Cross-cut Saws
Pattern Maker Saws
Plumbs and Levels
Plumber Saws
Post Hole Diggers
Pruning Saws
Rail Hack Saws
Re-saws
Saw Clamps and Filing Guides
Saw Gummers
Saw-sets
Saw Screws
Screw Drivers



Screw-slotting Saws
Scroll Saws
Segment Saws
Shingle Saws
Siding Saws
Slate Saws, Circular



Squares, Try and Mitre
Stair Builder Saws
Stave Saws
Straight Edges
Sugar Beet Knives
Swages
Tools for Repairing Saws
Tool Steel
Trowels—Brick, Plastering, Pointing, etc.
Veneering Saws
Webs—Turning, Felloe, etc.

This is a partial list. There are thousands of items in the complete Disston line.

HENRY DISSTON & SONS, Inc.

PHILADELPHIA, U. S. A.

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Hardware World

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Boatmen's Bank Building Broadway and Olive, St. Louis, Mo. | 424 Higgins Bldg. Los Angeles | 105 S. Houston St. Dallas, Texas | 320 Pacific Bldg. Vancouver, B. C., Can.

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Polar Cub

REG. U.S. PAT. OFF.

Electric Vibrator $5





Here's the New Vibrator Box with Its Four Color Label

Dealers who are selling the $5.00 Polar Cub Fans this summer need not be reminded of the tremendous demand there has been, and still is, for this popular priced electric fan. A quality product at $5.00 is a combination that can't be beat.

Here's another of the same kind to take up where the fans leave off. A world's record in engineering achievement—an electric motor vibrator that can be offered for sale for a $5 bill. A 1921 product at **less than** a pre-war price.

Read These Features That Make It a Leader:

1. The only electric motor vibrator at $5. No competition.
2. Circular vibration the only true form of massage. (See "How to Tell a Good Vibrator.")
3. Equipped with socket rotator.
4. Weighs only 34 ounces. Ideal for women's use.
5. Automatic oiling system.
6. Packed in carton with four color varnished label that tells the whole story.
7. Fully guaranteed.

Now is the time for quality merchandise at popular prices. Send for our attractive proposition including beautifully colored window displays—or ask our salesman to call. We are ready to deliver now.

The A. C. Gilbert Company

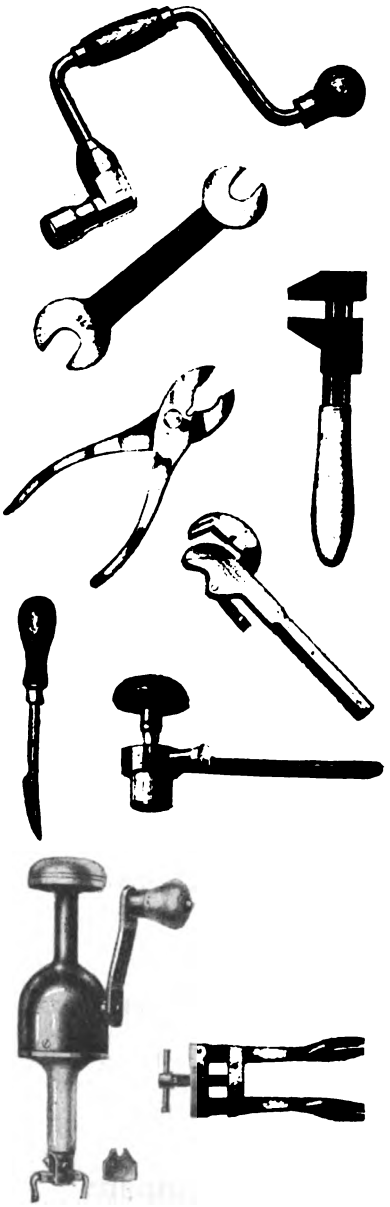
441 Blatchley Ave., New Haven, Conn.

200 Fifth Ave., New York City
718 North American Bldg., Chicago
Postal Telegraph Bldg., San Francisco
London Toronto

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GOODELL-PRATT

1500 GOOD TOOLS



OLD CARS NEED NEW TOOLS

Never before has there been such a need of good tools for motorists. The less new cars are bought, the more old cars are run; the more old cars are run, the more new tools are needed to keep them going. Old tools are lost; cheap tools are broken, new ones are needed to make repairs.

The Store with a Stock Sells the Tools

Motor car repairs can't wait. When a tool is needed it is needed at once. If you don't have the necessary tool in stock, someone else makes the sales. Check over your stock. Have a well balanced assortment of

GOODELL-PRATT TOOLS
for Motorists *and* Garages

Adjustable Wrenches
Bearing Scrapers
Bench Drills
Bench Grinders
Bench Lathes
Brass Hammers
Breast Drills
Calipers
Cape Chisels
Carbon Scrapers
Center Punches
Chain Drills
Chisel and Punch Sets
Circular Glass Cutters
Cold Chisels
Combination Pliers
Cotter Pin Pullers
Double End Wrenches
Grinding Heads
Hack Saw Blades
Hack Saw Frames
Hand Drills
Machinists' Hammers
Motor Sets
Offset Screw Drivers
Pin Punches
Prick Punches
Rim Wrenches
Screw Drivers
Screw Pitch Gauges
Single End Wrenches
Socket Wrenches
Steel Rules
Thickness Gauge
Valve Grinders
Valve Lifters
Vises
Washer Cutters

GOODELL-PRATT COMPANY *Toolsmiths* **Greenfield, Mass., U. S. A.**

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COLDWELL LAWN MOWERS

"MAKE BEAUTIFUL LAWNS"

The Size That Fits His Lawn Has a Price That Suits His Purse

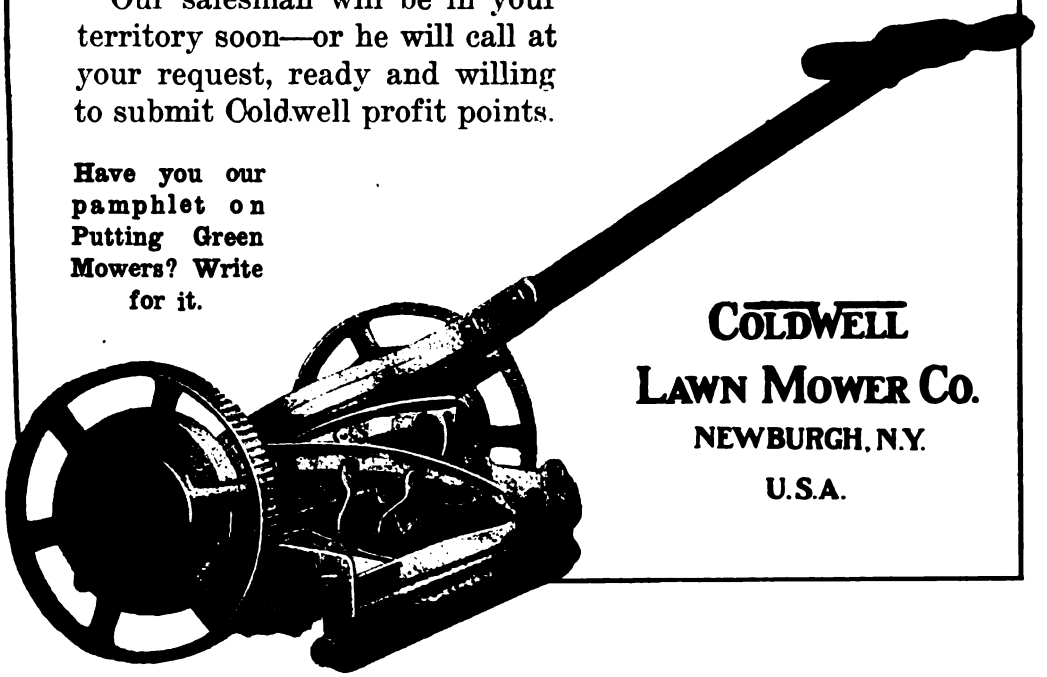
There is a Coldwell Lawn Mower for **every** requirement of **every** mower-user.

This line, in range of style, size and price, offers a motor mower for the millionaire of rich estate, or a hand mower for the conservative home owner—the **proper** mower for every man.

Coldwell Lawn Mowers, in **any** size, are worthy of their price—a reasonable figure determined by exclusive devotion to one article of manufacture, which we have learned how best to make during a period of sixty-four years.

Our salesman will be in your territory soon—or he will call at your request, ready and willing to submit Coldwell profit points.

Have you our pamphlet on Putting Green Mowers? Write for it.



COLDWELL
LAWN MOWER CO.
NEWBURGH, N.Y.
U.S.A.

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STAINLESS—The New Cutlery Steel

"Neither rusts, stains nor tarnishes"



WHAT **IS** STAINLESS? A high-chromium, high-grade alloy steel for discriminating users of cutlery. It should not be confused with poor imitations marketed under similar names.

WHY SHOULD IT INTEREST THE RETAILER? Because a number of manufacturers of high-grade silverware and cutlery are now offering Stainless knives as one of their regular lines. And because nearly all these lines have been tested and approved by the Good Housekeeping Institute.

Write direct to the companies listed below—it will pay you to investigate Stainless.

Stainless Cutlery is "Made in America" by the following:

AMERICAN SILVER CO.,
Bristol, Connecticut.

AMERICAN CUTLERY CO.,
Chicago, Illinois.

CLEMENT MANUFACTURING CO.,
Northampton, Massachusetts.

EMPIRE KNIFE CO.,
Winsted, Connecticut.

INTERNATIONAL SILVER CO.,
Meriden, Connecticut.

JOHN RUSSELL CUTLERY CO.,
Turners Falls, Massachusetts.

LAMSON & GOODNOW MFG. CO.,
Shelburne Falls, Massachusetts.

LANDERS, FRARY & CLARK,
New Britain, Connecticut.

MERIDEN CUTLERY CO.,
Meriden, Connecticut.

NORTHAMPTON CUTLERY CO.,
Northampton, Massachusetts.

REED & BARTON CORPORATION,
Taunton, Massachusetts.

ROGERS, LUNT & BOWLEN,
Greenfield, Massachusetts.

SIMEON L. & GEORGE H. ROGERS CO.,
Hartford, Connecticut.

WM. A. ROGERS, LIMITED,
Niagara Falls, New York.

SHELTON TOOL & MACHINE CO.,
Derby, Connecticut.

THE WATSON CO.,
Attleboro, Massachusetts.

THE VILLAGE BLACKSMITH FOLKS,
Watertown, Wisconsin.

R. WALLACE & SONS MFG. CO.,
Wallingford, Connecticut.

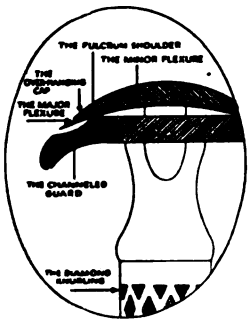
WINCHESTER REPEATING ARMS CO.,
New Haven, Connecticut.

American Stainless Steel Company

1543 Oliver Bldg., PITTSBURGH, PENNA.

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500,000 since May 16th in America alone



The New Improved
GILLETTE SAFETY RAZOR

Note the position of the blade in the *New Improved Gillette*. The blade automatically touches the face at the correct angle to cut the hairs *clean through*.

See how the head of the razor is rounded to make a guiding surface. How the shaving edge is controlled relative to this guiding surface so the shaving edge cuts the hair *right at the surface of the skin*.

The New Improved Gillette uses the same fine Gillette Blades as you have known for years—but now your Blades can give you all the luxury of the finest shaving edge in the world. Identify the New Improved Gillette by its—

Fulcrum Shoulder
Overhanging Cap
Channeled Guard
Micrometric Precision
Automatic Adjustment
Diamond Knurled Handle
Diamond Trademark on Guard

Finer Shave—Longer Service
More Shaves From Your Blades

In SILVER *and* GOLD
Shaving Sets and Traveler Outfits
$5 *to* $75

The New Improved Gillette

Patented January 13th, 1920

EVIDENCE of the confidence of men the world over in this great achievement—the *New Improved Gillette*—is briefly this:—

Announced to the public on May 16th, 1921.

Demand unforeseen by many dealers.

A week later "RUSH" orders from these same merchants.

At one time, it looked as if New Improved Gillettes were at a premium.

Within a month, distribution showing signs of catching up with demand, in spite of unfilled orders.

Today, the factory still making an effort to catch up—with 500,000 New Improved Gillettes already sold to the first 500,000 lucky enough to get them.

The most spontaneous response to any razor of any type since the world began making and using shaving implements.

NOTE:—*The Gillette Company assumes full responsibility for the service of Gillette Blades when used in any* GENUINE *Gillette Razor—either old-type or New Improved Gillette. But with* IMITATIONS *of the genuine Gillette, it cannot take responsibility for service of Blades.*

GILLETTE SAFETY RAZOR CO., BOSTON, U. S. A.

The New Improved
TRADE Gillette MARK
Gillette SAFETY RAZOR

Boston, New York, Chicago, **San Francisco**, Montreal, London, Geneva, **Paris**, Shanghai, Milan, Amsterdam, Port Elizabeth, Rio de Janeiro, Sydney, Singapore, Calcutta, Constantinople, **Buenos Ayres**, **Tokyo**, **Madrid**, **Brussels**, Copenhagen

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Working Since 1841

In the year 1841 the first Adjustable Screw Wrench was placed on the market.

This original Adjustable Screw Wrench was a COES.

Like an unemployed man in a strange city—all the Coes Wrench sought was a **job**—a chance to "make good."

It secured it. Every tool—every machine that required bolts and nuts opened up a field of usefulness for this needed tool.

Eighty years pass—today every State in the Union is using Coes "Knife-Handle" Screw Wrenches.

Inventions, farm implements, machinery by the thousand owe their efficiency and long life to the fact that they are kept **properly adjusted** with a wrench that grips without slipping and tightens and loosens nuts and bolts without marring them.

Working since 1841—doing the same kind of work—doing it **right.**

Are you selling the wrench that **sells best,** simply because it has always **served best?**

Imitations are **many**—there is only **one** COES.

Your Jobber will supply you

COES WRENCH CO.

Established 1841 in

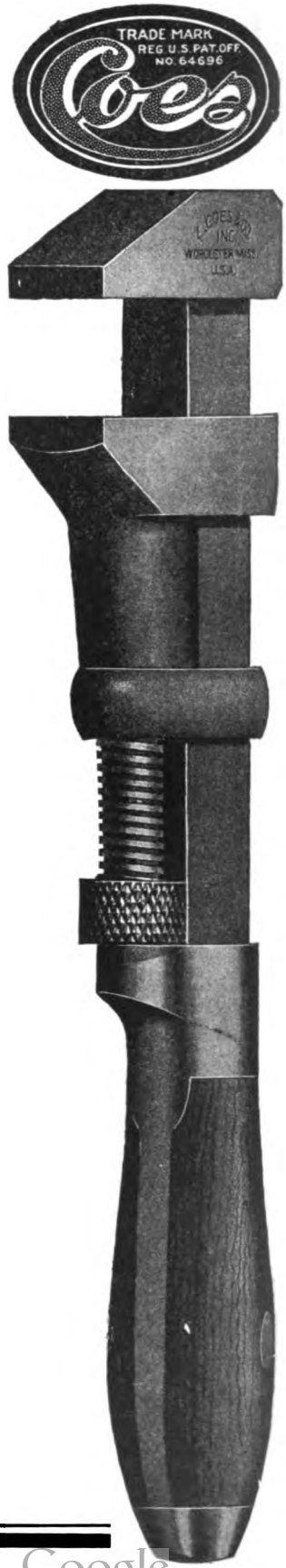
WORCESTER, MASS.



J. C. McCARTY & CO.
29 Murray Street, New York

JOHN H. GRAHAM & CO.
113 Chambers Street, New York

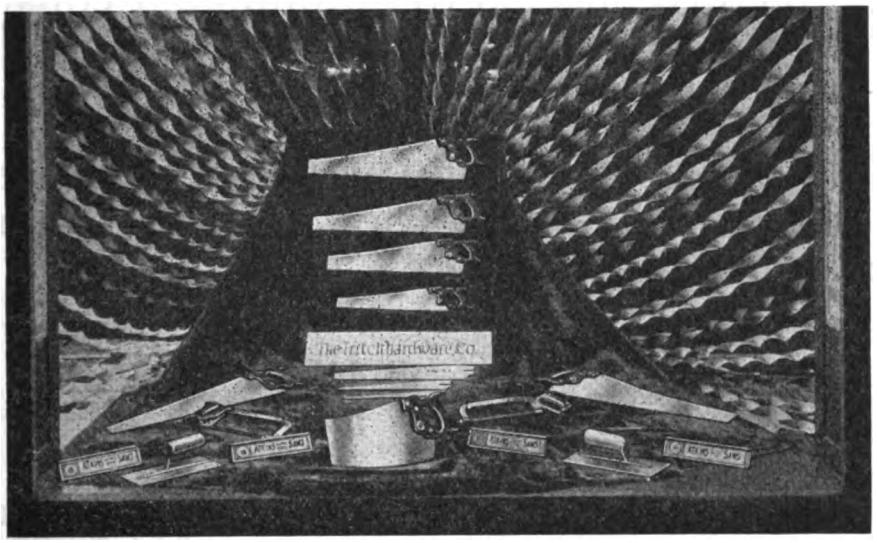
Pacific Coast Agents
JOHN H. GRAHAM & CO.
268 Market St., San Francisco



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ATKINS

SILVER STEEL SAWS



A Saw Selling Display of the TRITCH HARDWARE COMPANY. Denver, Col.

Atkins Prize Window Displays

Each week we give someone $10.00 for sending us the photograph of an attractive Atkins window display. We will furnish you with a beautiful triple panel cut-out and a set of display signs to assist you in putting in a saw selling display.

Send us a photograph of the window display and if we accept it for publication we will send you a check for $10.00.

As Atkins Silver Steel Saws Numbers 51 and 53 are ready sellers, it might be well to feature them in your display.

E.C. ATKINS & CO.

ESTABLISHED 1857 THE SILVER STEEL SAW PEOPLE

Home Office and Factory, INDIANAPOLIS, INDIANA

Canadian Factory, Hamilton Ontario

Machine Knife Factory, Lancaster N.Y.

Branches Carrying Complete Stocks in The Following Cities:

Atlanta	New Orleans	Seattle
Memphis	New York City	Paris, France
Chicago	Portland, Ore.	Sydney, N. S. W.
Minneapolis	San Francisco	Vancouver, B.C.

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Queen Prices Reduced

We are pleased to announce a considerable reduction in our prices for the coming season.

Retailers will find it to their interest to secure our new Price List, Discounts and other information.

From $16.50

We make a full line of high grade Incubators, retailing at from $16.50 up; also Brooders and Brooder Stoves. All well advertised and well known. Not cheapest in price, but cheap when the chicks are counted.

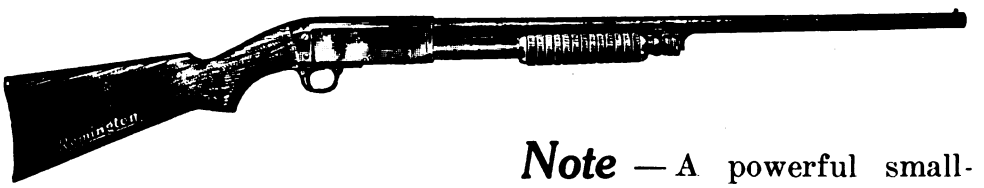


Queens Make Old Friends of New Customers

Queen Incubator Co.
Lincoln, Nebraska

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The New Remington
20 GAUGE PUMP GUN



Note — A powerful small-bore gun built to supply the demand for a light weight, man-sized 20 gauge repeating shotgun. This model should be in your display cabinet. It is a good seller.

REMINGTON UMC

1. The Model 17 has a clean cut and graceful outline.

2. A smooth working action which operates so easily it is the shooter's first impression that the action is not properly hooked up to the forearm.

3. A simple takedown, permitting easy interchange of barrels.

4. Shells are ejected from the bottom. They do not fly across the line of sight.

5. The receiver is solid at top and sides, preventing snow, dirt or twigs getting into action.

6. Action bar lock which releases the action when cocked is conveniently located at forward end of trigger guard.

7. The crossbolt safety at the rear of trigger guard is placed to permit easy and sure operation by the shooter.

8. A remarkably good balance because the weight of the receiver and stock are in proper proportion to the length and weight of the barrel.

9. Chambered for the powerful 2¾" shell and will also take the 2½" shell.

10. Weight, 5½ to 5¾ pounds.

11. Choice of barrel lengths—26, 28, 30 or 32 inches. In cylinder, modified or full choke boring.

Remington firearms, ammunition and cutlery are sold exclusively through the wholesale hardware trade

Remington

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1847 ROGERS BROS.
SILVERPLATE





Tie a String To Your Silverplate Sales

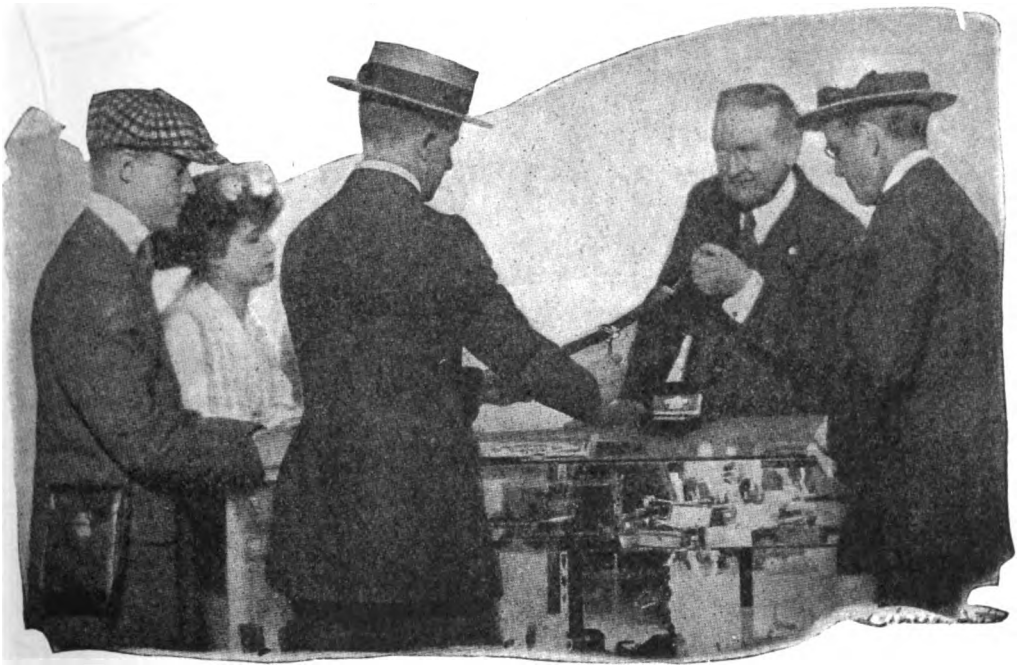
Not all purchasers of silverware will buy a complete flatware service. But if the woman who gets a dozen tea spoons or medium forks knows that you have salad forks, coffee spoons and other pieces that will round out her set she will be pretty certain to return, sooner or later, to add to her original purchase.

In this way a reasonable assortment of 1847 Rogers Bros. ware, kept in good condition and displayed to advantage, will not only attract women to your store but make permanent customers of them.

Send for trade helps to Advertising Department, International Silver Co., Meriden, Conn.

INTERNATIONAL SILVER CO.

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"How I bring men into my store"

"IT is because I know just how they like to be served. That's why my store is so popular with men.

"When a man comes in to make a purchase I let him see that I take a personal interest in his problems and his needs—I advise him from my own experience what to buy and what to avoid.

"Then I give him all the facts about the article—and let him decide for himself. It is just that personal touch on the part of the dealer that men appreciate."

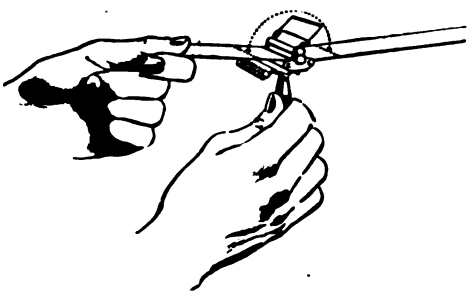
This is especially true in things that concern a man's personal comfort. A man will listen eagerly, for instance, to any advice about how to make his daily shave quicker, cleaner, more satisfactory. It is easy to show the advantages of the Valet AutoStrop Razor—how it provides a new, keen edge for every shave—how it can be stropped, used for shaving and cleaned, all without taking apart or removing the blade.

Show *your* customers the advantages of this unique razor. By recommending it you will increase their confidence in your judgment, and in the articles you sell.

These practical, business-building ideas will help a lot toward attracting men to your store, and holding their trade.

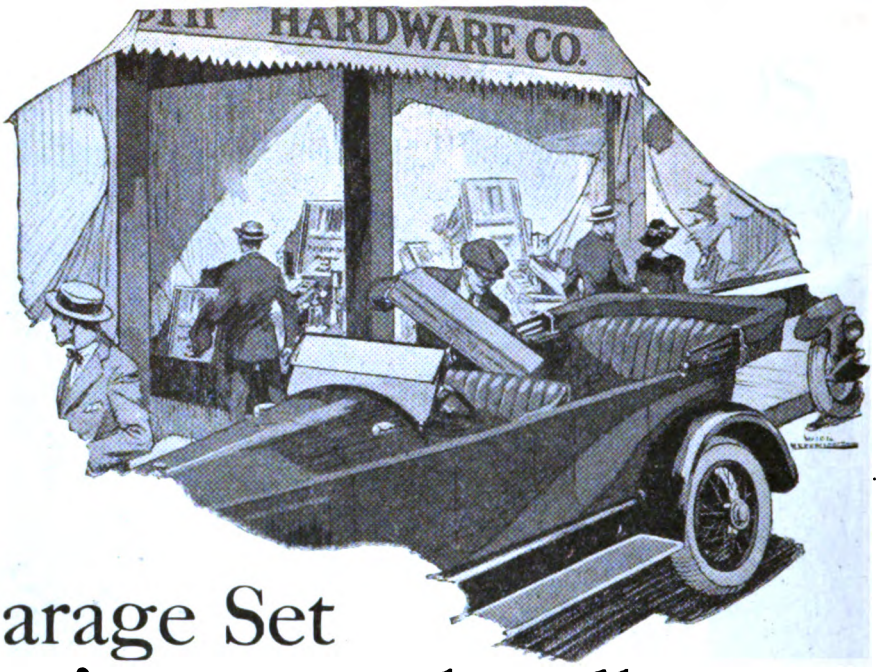
Write for our merchandising plan and other dealer helps.

AUTOSTROP SAFETY RAZOR COMPANY
New York, Toronto, London, Paris



VALET AutoStrop Razor *sharpens itself*

Digitized by Google



A Garage Set that's easy to handle

HERE'S a garage set that's packed complete in a box. It is sold direct from your counter—no more searching for the right length of track, no more time killing assembly of bolts, hinges or handles. All your customer has to know is the size of his garage entrance. You can tell him the rest. It's printed on the end of the box.

These garage sets are for all sizes and all types of doors—swinging, sliding-folding and "around-the-corner". Each box contains all the necessary hardware—even the track.

You will readily see the advantages of handling McKinney Complete Garage Sets when you read our illustrated booklet. This pictures the various types of McKinney hung doors, gives floor plans and describes each set from a hardware merchant's point of view. Send for this booklet today.

With each McKinney Complete Garage Set are packed detailed drawings and directions. Your customer can hang his own garage doors. These sets make possible a wide choice of distinctive entrances and cut down building costs. Send for descriptive booklet.

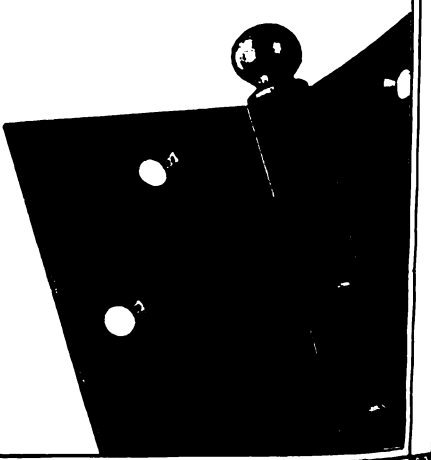


McKINNEY MANUFACTURING CO., Pittsburgh
Western office, Wrigley Bldg., Chicago. Export Representation.

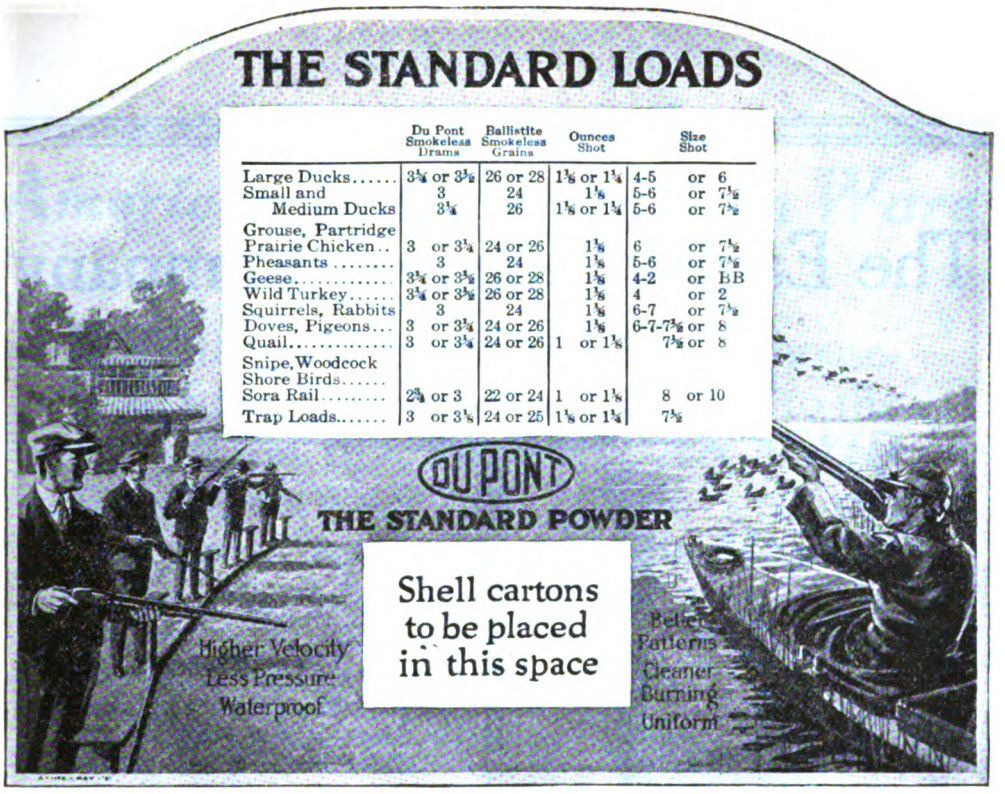
Pacific Coast Representative: John T. Rowntree, Inc.
Los Angeles, San Francisco, Portland, Seattle,
Salt Lake City, Denver.

McKINNEY
Hinges and Butts

Also manufacturers of McKinney garage and farm building door hardware, furniture hardware and McKinney One-Man Trucks



Digitized by Google



This display gives practical information

that will aid sales on shotgun shells

THE illustration above shows, in greatly reduced size, a new Du Pont counter or window display which will be sent without charge on request.

You will note that it features the table of Du Pont Standard Loads which long experience has proved to be the most satisfactory for each type of game shooting.

You are undoubtedly familiar with our efforts toward the standardization of shotgun loads and the advantages of this plan in eliminating slow-movers, in speeding up your turnover, and increasing your profits.

This new display feature will help to concentrate the sales of shells at your store on the popular loads (where the profit lies), eliminate demands for "specials," and save the time of your clerks by giving the buyer the information he wants—at the time he needs it.

We will gladly send this display without charge on request.

DU PONT

E. I. DU PONT DE NEMOURS & CO., INC.

Sales Department

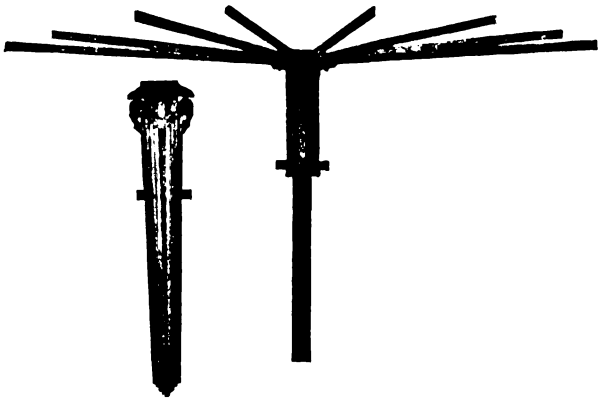
Sporting Powder Division

WILMINGTON, DEL.

Digitized by Google

The Eagley-Morrison Company

North Girard, Penna.



Manufacturers of a

MOST COMPLETE LINE OF

Wall Clothes Driers

And

Wood and Wire Garment Hangers

OF EXCELLENT QUALITY



REPRESENTATIVES

THAYER & BOWER,
845 Monadnock Bldg.,
San Francisco, California

H. M. GREENER SALES CO.,
56 East Randolph St.,
Chicago, Illinois.

R. A. MORRISON,
309 Board of Trade Bldg., Portland, Oregon.

Digitized by Google

American Maid Aluminum Ware

The Popular Priced Line

THE secret of many successful house-furnishing sales has been due to the enthusiasm that ***AMERICAN MAID*** Aluminum Ware has created. Ask the buyer who has used ***American Maid*** for his Special Sales.

For over 25 years we have had one main ideal in the manufacture of aluminum cooking utensils—"*To produce and sell at a Moderate Cost a line to meet all demands.*" We attained this in the production of ***AMERICAN MAID*** Ware.

Experienced housewives will welcome the opportunity to secure ***AMERICAN MAID*** at our exceptionally low prices.

Provide NOW for your Special Sales—Write for prices

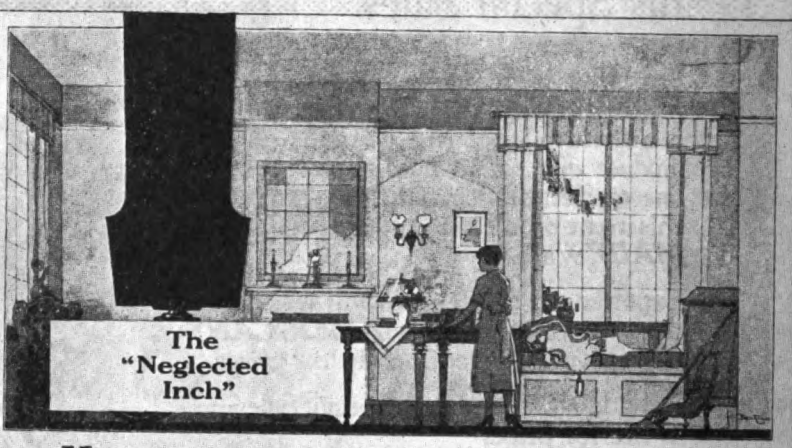
Illinois Pure Aluminum Co.

LEMONT, ILLINOIS
U. S. A.



Digitized by Google

Bassick
—a new name in hardware profits



Have you ever looked at that inch between floor and furniture ?

THAT'S the "Neglected Inch"—that one little inch in your furniture that you never even look at. Yet that one inch is not only going to decide the life of your furniture but also the sheen of your polished floors and the beauty of your rugs and carpets.

Take your piano for example—look at the "Neglected Inch" there—what do you see? . . . "Why, just casters. . . . they aren't as important as all that, are they? Besides, the manufacturer fitted my piano with casters. Why should I worry about it?"

My dear lady, the manufacturer *does* supply your piano with casters. Yes, and the best that he can find. But he can't look into your house and put in the right casters for your floors and floor coverings.

* * *

On Persian rugs one type of casters should be used—hardwood floors require another kind—casters must be selected with regard to the floor or floor covering, as well as the furniture itself.

* * *

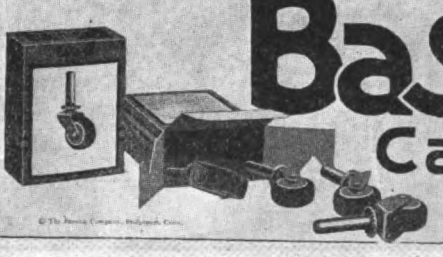
Now, your library table . . . . it, too, is a heavy piece of furniture . . . . it needs casters that can bear its weight and still swivel and turn easily and freely. Think what happens if your casters stick. You try to move the table . . . . you shove it . . . . the casters do not move . . . . you push it harder. Now look at that "Neglected Inch." Do you see what happened? At one point that table was solidly fixed, and your strength was pushing the top away from the legs, loosening the screws, bolts and joinings. Do that often and any table will become wabbly and too rickety for use.

* * *

You must use casters which are right for the weight of your furniture, the kind of furniture, and the type of floor.

The Bassick Company manufactures casters for every type of floor and floor covering. Casters for heavy furniture, for light furniture, each one an inexpensive, inconspicuous guardian of your furniture and floors.

Your hardware dealer has the right set of Bassick Casters for your every need. With this "Neglected Inch" thought in mind, why not go over your furniture and find out just where the beauty and life of your floors and floor coverings is threatened. Then go to the dealer—tell him about the piece of furniture that needs Bassick Casters and the floor or floor coverings on which it stands; with this information he can select from his Bassick assortment just the proper set of casters.



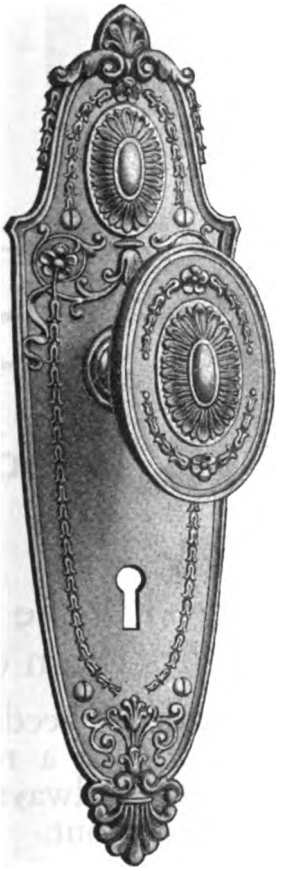
Bassick
Casters

THE BASSICK COMPANY
Bridgeport, Conn.

© The Bassick Company, Bridgeport, Conn.

Digitized by Google

Take advantage of the current interest in building



A large number of new homes are being planned at the present time. Some of these may not be constructed until later, but the materials that will go into them are being considered **now**. Many people who are not building, will be moving on to new quarters and residences will be renovated and remodeled.

It is an excellent time to display samples of Sargent Locks and Hardware and explain their advantages to your customers. A seed of interest planted now may mean a substantial order when building actually starts.

Sargent national advertising is interesting prospective builders in equipping their homes with this quality hardware. We will gladly co-operate with you in circularizing prospects in your locality. Write for particulars.

Sargent & Company

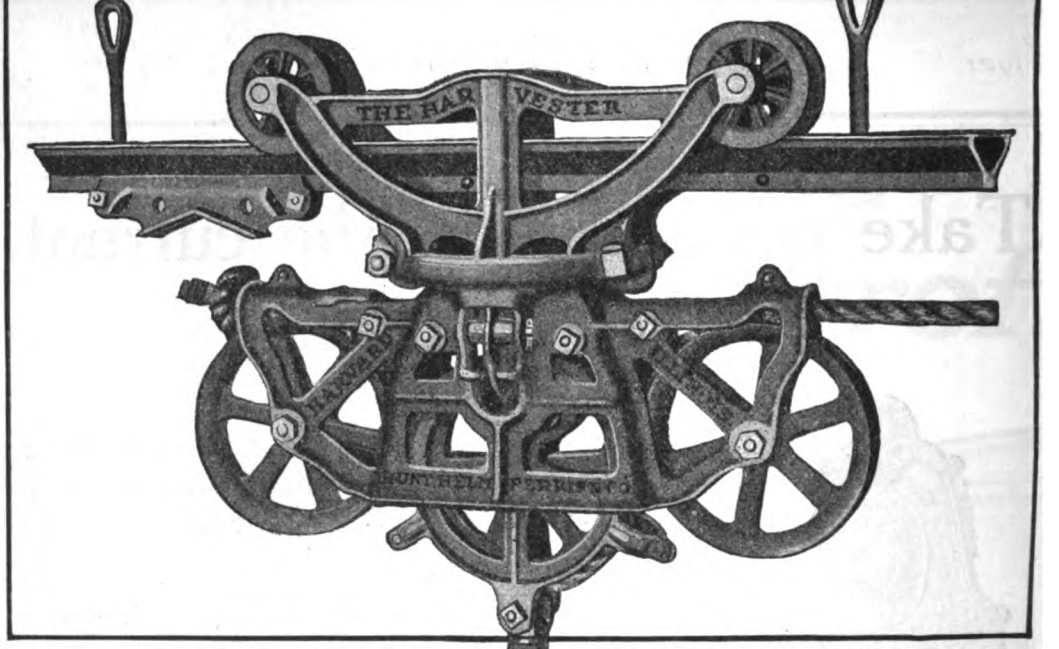
New Haven, Conn.

New York **Chicago**

SARGENT

LOCKS AND HARDWARE

Digitized by Google



Harvester Hay Tools

Extra Strong Where Strength is Needed

Good goods make fast friends.

The first season is no test of a hay carrier—it's the idle months, not the short period of use, that wears them out.

Harvester Hay Tools are extra strong where strength is needed—when not in use, there are no working parts exposed—as a result they give satisfaction season after season—always ready—always fit. Still good for years of service after other carriers are worn out.

All styles, sizes and types to fit every need and requirement everywhere.

Send for the Catalog. It's worth having whether you want to change lines or not.

Hunt, Helm, Ferris & Co.

Harvard, Illinois *Complete Barn Outfitters* **Albany, New York**

Designers and Manufacturers of

STAR Equipment

The STAR LINE

"Something to Sell the Year Around"

Stalls, Stanchions and Pens
Litter Carriers
Water Bowls
Feed Trucks
"Harvester" Hay Tools
Door Hangers
Garage Equipment
Coaster Wagons
Tank Heaters
and Other Farm Specialties

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How your customers can be sure they are using the right hack-saws

THE American Saw & Mfg. Company make 300 styles of saw blades. There is a right blade for every metal cutting operation. If your customer is in doubt as to whether he is getting the quickest-cutting, longest-lasting and most efficient saw for his special requirements, tell him that the services of our Metal Cutting Testing Laboratories, either in giving him advice or in making actual cutting tests of his material, are available without cost.

Lenox Blades are made by experts who know metal cutting problems thoroughly.

Every blade is uniform.

The entire plant of the American Saw & Mfg. Company is devoted to the manufacture of hack-saws and band saws.

You can always tell Lenox Blades because they come packed in a plaid box —the sign of hack-saw satisfaction for your customers.

"LENOX" HIGH SPEED HACK SAWS

AMERICAN SAW & MANUFACTURING COMPANY
(*Incorporated*)
SPRINGFIELD, MASS.



LENOX *"The Blade in the Plaid Box"* LENOX

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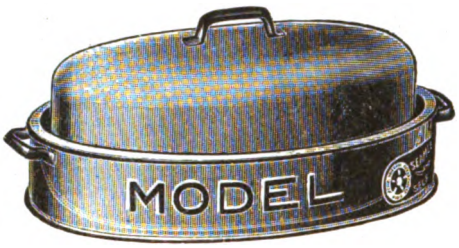
1834 **THE CENTRAL STAMPING COMPANY, NEW YORK** 1921

"MODEL" ROASTERS

THE ROASTER OF SATISFACTION

No Basting Over Hot Oven

Seamless
Sanitary
Self-Basting
Self-Browning



Best Shape and Construction For Efficiency

OVAL IN SHAPE
AMPLE CAPACITY

Fish Racks can be furnished for use with the roaster, but are not included unless ordered extra.

HAS HOT AIR JACKET
(Prevents Burning)

CLOSE FITTING HANDLES
(Economy of Space)

Note Measurements

Small 10¼-in. x 15½-in. Including Handles, 17 in.
Large 11¾-in. x 17¾-in. Including Handles 19¼-in.



TRADE MARK



Blue Glazed Enamel

TWO SIZES

Small Holds

10 Lb. Round Roast
8 Lb. Rib Roast
8 Lb. Leg of Lamb
1 10 Lb. Turkey or
2 4 Lb. Chickens

Large Holds

18 Lb. Round Roast
14 Lb. Rib Roast
15 Lb. Leg of Lamb
1 16 Lb. Turkey or
3 4 Lb. Chickens





Gray Mottled Enamel

Represented in California
by
BARRETT & ROSS COMPANY
Rialto Building Room 234
New Montgomery and
Mission Streets
San Francisco, California



"Model" Extra Large Roaster

Represented in the States of Washington, Montana, Idaho, Oregon, Colorado and Utah by
FRED A. LEE
1620 Thirteenth Avenue
Seattle, Wash.

One Size 12¾ in. x 18⅝ in., including Handles 20¾ in.
Two Finishes—Polished Sheet Steel and Blue Glazed Enamel.

Digitized by Google

Iron Horse Wash Tubs

Every Detail in their Construction Suggests Greater Wear—Greater Service

THE extra heavy galvanized metal used—the heavy wire hoop reinforcement at the top—the double seamed bottom—the heavy non-slip handles *and* wringer supports. They all combine to make Iron Horse Wash Tubs the standard by which others are judged the country over.

The entire Iron Horse line (the most complete line of high grade metalware built) is designed *and* constructed in this same painstaking manner.



Have you a copy of our new 136-page Iron Horse Catalog?

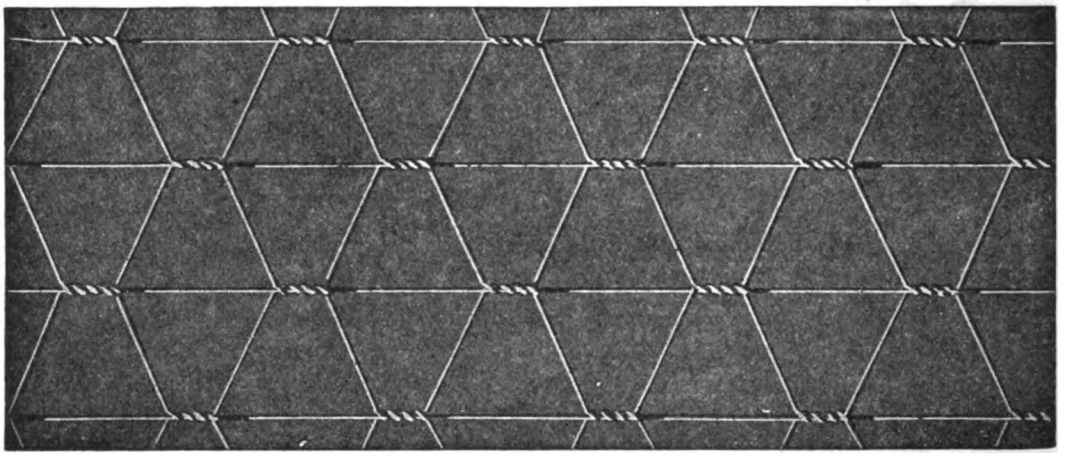
If not, write us today

ROCHESTER CAN CO.

ROCHESTER, N. Y.

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Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

American Steel & Wire Company

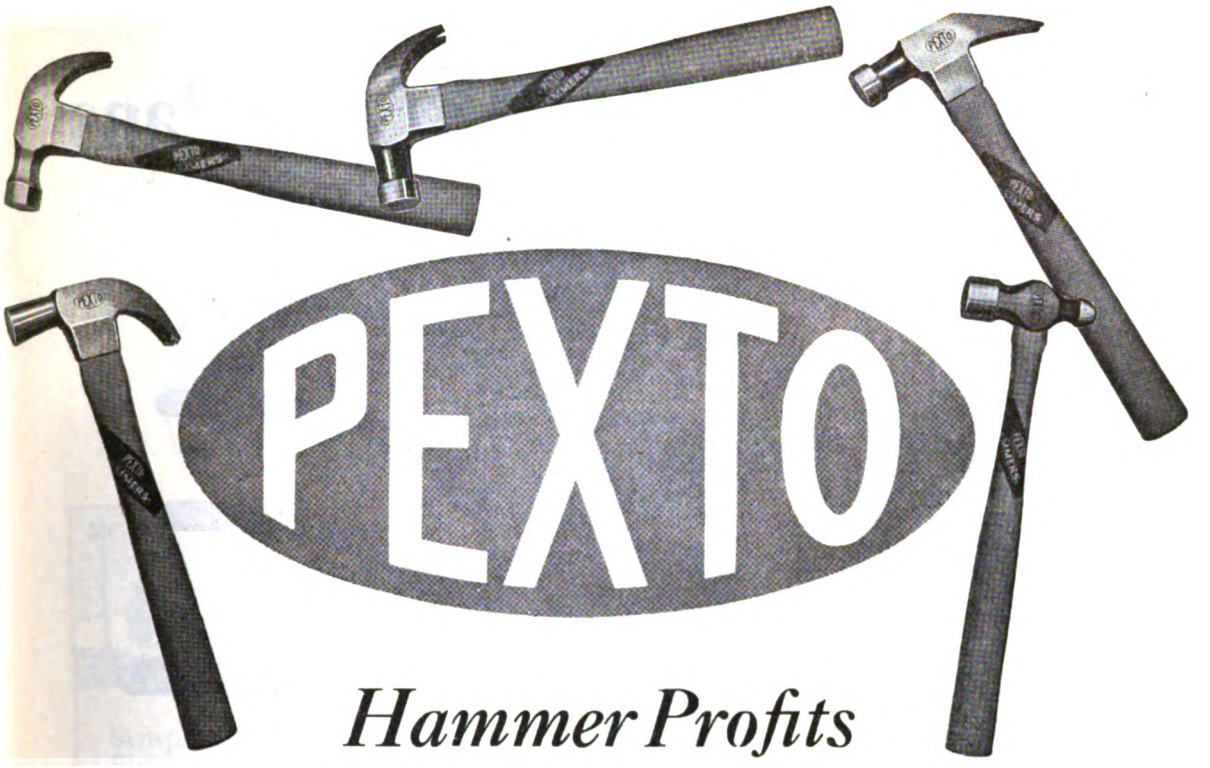
UNITED STATES STEEL PRODUCTS COMPANY

SELLING AGENTS

San Francisco **Los Angeles** **Portland** **Seattle**

Awarded the Grand Prize at the Panama-Pacific Exposition

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Hammer Profits

There is something more than a cash profit in every Pexto Hammer you sell.

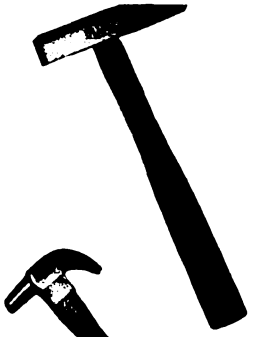
The unusual quality, adaptability, long life and beautiful finish guarantee a satisfaction and approval that will return a good will profit of considerable value.

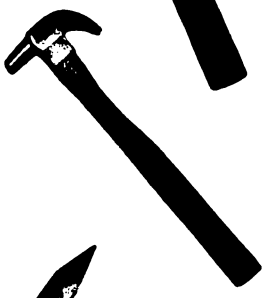
They are forged from special steel and tempered to an extreme toughness. The handles, which are shaped to fit the hand are made from selected second growth white hickory.

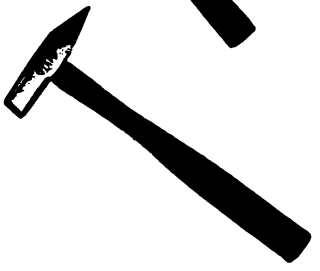
Pexto Hammers are the result of expert workmanship, unusual care and inspection from beginning to end.

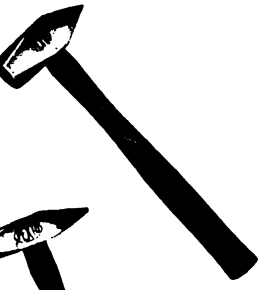
The finish, style and balance are all that is expected in a Pexto tool. The line is complete and covers practically every style of hammer in common use.

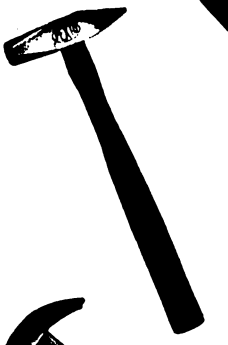
Pexto Hammers are guaranteed and stay sold.













PEXTO

WORTH WHILE TOOLS

The PECK, STOW & WILCOX CO.

CLEVELAND, OHIO

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New Style "ACME" Fry Pans

ONE PIECE COLD HANDLE

THEY BUILD UP YOUR TRADE AND SATISFY YOUR CUSTOMERS

INSIST ON THE "GENUINE" ACME

SOLD BY ALL FIRST - CLASS JOBBERS THROUGHOUT THE WEST



Pacific Coast Representatives

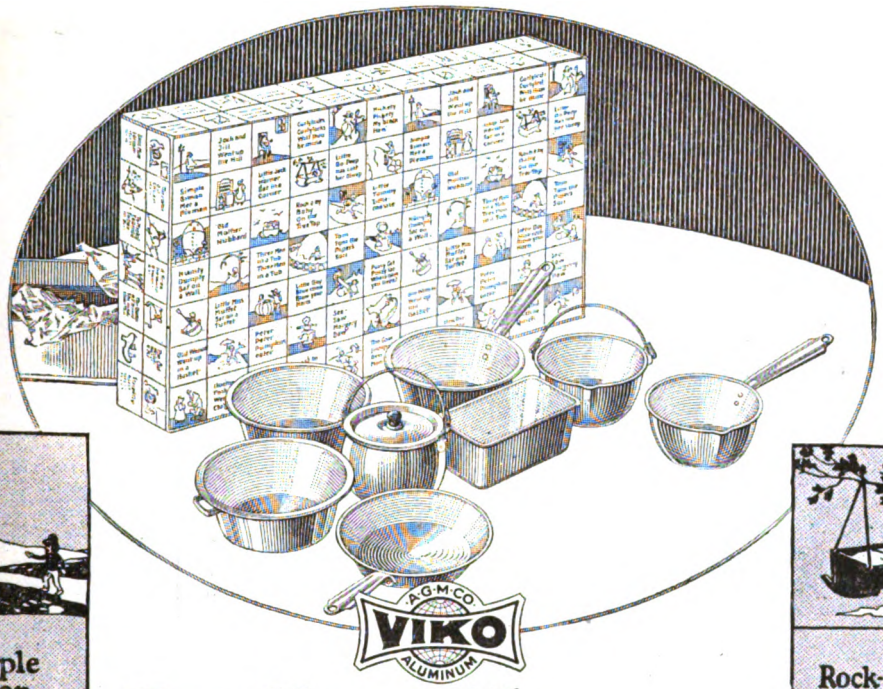
Wm. P. Horn Co.
Rialto Bldg.
San Francisco

Portland
Los Angeles
Seattle

NEW YORK STAMPING COMPANY

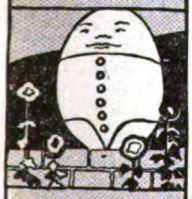
Brooklyn, New York

Digitized by Google





Simple Simon Met a Pieman



Humpty Dumpty Sat on a Wall

Rock-a-by Baby On the Tree top



Little Boy Blue come Blow your Horn

Buy Your Viko Toy Sets NOW

VIKO Toy Sets have many combinations of handsome aluminum dishes or shining miniature cooking utensils. They are carefully made, sanitary, durable and practical.

Each Set comes in a wonderfully attractive "Mother Goose" box, printed in five gay colors. Simple Simon, Humpty Dumpty, and other beloved nursery favorites are there on the checkered design to help amuse and instruct.

Today is not a bit too early to buy these doubly-entertaining VIKO Toy Sets. Place your orders for Christmas trade *now.*

Write Your Jobber

Aluminum Goods Manufacturing Company

General Offices: Manitowoc, Wis., U. S. A.

Makers of Everything in Aluminum

VIKO

The Popular Aluminum

Digitized by Google



An exact reproduction of this beautiful painting by S. Werner, size 18"x24", in full colors, will be sent gratis on request.

AMERICAN CHAIN COMPANY, Inc.

BRIDGEPORT, CONNECTICUT

SOLE MANUFACTURERS OF WEED TIRE CHAINS

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REMINGTON UMC

Everyman's Knife

A Pen Knife is EVERYMAN'S Knife and to every man it is almost as indispensable as the buttons on his "pants." A shell-out of any man's personal effects will show that a Pen Knife is seldom missing from the miscellaneous assortment which he habitually carries about.

"The prime function of a knife is to cut — to cut keenly"

Remington Pen Knives in almost infinite variety are now ready. They range from the thin vest pocket kind to the more substantial patterns.

The blades possess strong, keen, cutting edges.

In design, fitting and finish they represent all that is good in the master craftsmanship of skilled cutlery workers.

Remington cutlery is sold exclusively through the wholesale hardware trade



R 6243
Stag Handle, Blades Crocus Polished, Spear Blade Etched, Milled Brass Lining, Nickel Silver Tips.
Length, closed, 3½ inches.



R 6504
Pearl Handle, Spear Blade Crocus Polished and Etched, Manicure Blade Blue Glazed, Brass Lined, Nickel Silver Tips and Nickel Silver Shackle.
Length, closed, 3 inches.

REMINGTON ARMS COMPANY, INC.
Successor to
The Remington Arms Union Metallic Cartridge Company

General Offices
New York

Cutlery Works
Bridgeport, Conn.

Remington

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The New Boston Rubber Chair Tip

SprinGriP
TRADE MARK



PATENTED

SEND FOR CATALOG

THE RUBBER TIP AND ITS PARTS

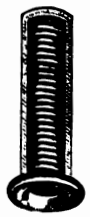
BRASS WASHER



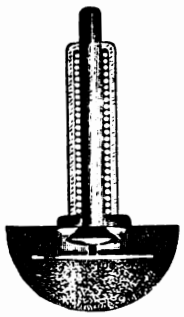
BRASS NAIL



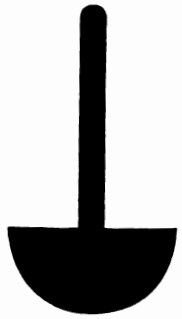
SPRING SOCKET



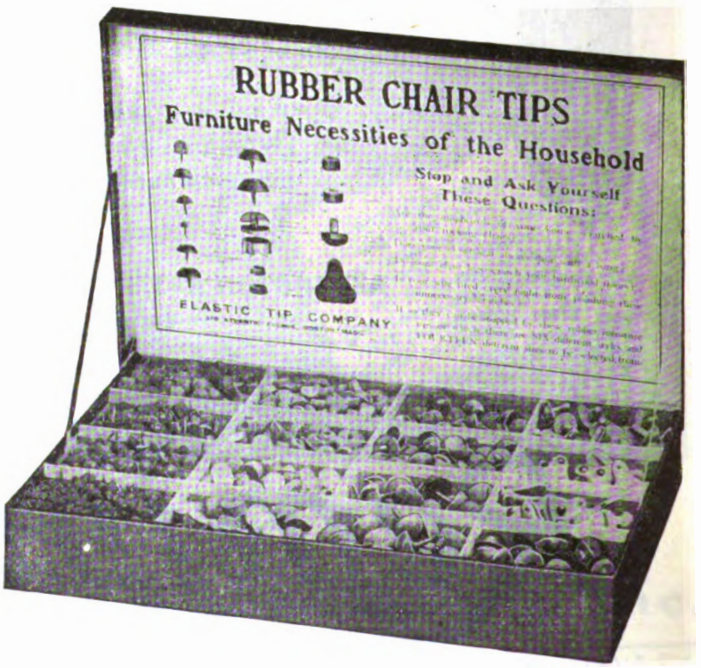
COMPLETE TIP ASSEMBLED



RUBBER TIP WITH THE BRASS WASHER AND NAIL MOULDED IN SAME



Assortment Box of Rubber Chair Tips for Furniture



THE ELASTIC TIP CO.
370 Atlantic Avenue
BOSTON - MASS.

Digitized by Google



The Man of Tomorrow

The boys grow up fast, soon they will be men to whom you will look for business.

Why not start today to cultivate their trade, to educate them to the fact that they can secure their needs at your store. Get them in the habit of trading with you.

This new Boy Scout folder will help you. It is handsomely printed in full colors and shows the complete Columbian chart of knots and splices. It also illustrates how Columbian Rope is made and guaranteed.

Write for a supply to draw the boys to your store.

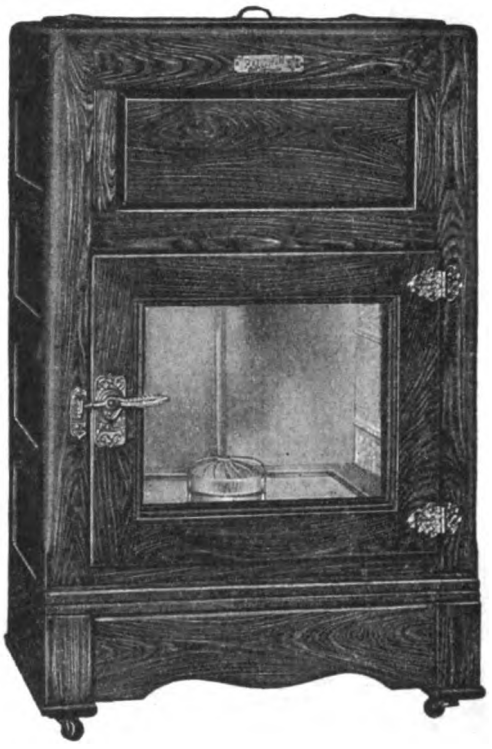
Columbian Rope Company

332-80 Genesee Street

Auburn, *"The Cordage City"* N. Y.

Branches— New York Chicago Boston Houston Baltimore

Digitized by Google



If you are interested in knowing what makes the wheel turn in the bottom of the BALDWIN, write us

The Baldwin Refrigerator Co.

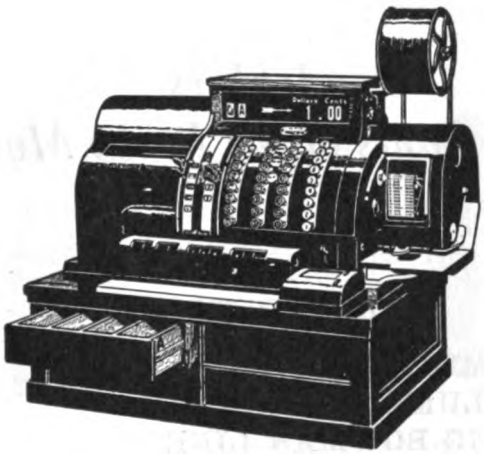
Burlington, Vermont

C. H. SMITH
Western Representative
817 South St. Andrews Place,
Los Angeles, Calif.

STOCK CARRIED IN SAN FRANCISCO BY HEYMAN-WEIL COMPANY

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Merchants need National Cash Registers now more than ever before



① They stop mistakes.
② They stop losses.
③ They decrease expenses.
④ They improve trade.
⑤ They increase profits.

We make cash registers for every line of business.

Priced $75 and up.

Easy payments. Liberal allowances for old registers.
Old registers bought, sold, repaired, and exchanged.

NATIONAL
CASH REGISTER CO.
DAYTON, OHIO.

Digitized by Google

The Tritch Hardware Company

DENVER

Jobbers

To the Merchants of the Rocky Mountain West

DISTRIBUTORS OF

QUICK MEAL STOVES
VIKO ALUMINUM
MANNING-BOWMAN LINE
PLYMOUTH ROPE
VALLEY FORGE CUTLERY
AMERICAN BEAUTY ELECTRIC IRONS
MAYDOLE HAMMERS
PENNSYLVANIA LAWN MOWERS
WHITE MOUNTAIN ICE CREAM FREEZERS
P & F CORBIN BUILDERS HARDWARE
ONEIDA COMMUNITY PLATE
DISSTON SAWS
GATES TIRES
REMINGTON GUNS AND AMMUNITION
ONTARIO KNIFE COMPANY CUTLERY
QUAKER PIPELESS FURNACES
MARSHALLTOWN TROWELS
HYGRADE LAMPS
AMERICAN STEEL AND WIRE PRODUCTS

FRANK A. BARE
President

O. E. BARE
Vice President

R. E. GENTRY
Treasurer

H. R. HUFFMAN
Secretary

Digitized by Google



Increase Your Sales with Boyco Products

BOYCO Galvanized Ware offers many new opportunities to Western dealers: First, that of buying a line manufactured on the Pacific Coast and, due to that fact, the certainty of having orders executed promptly; second, the assurance of quick delivery. The final chief advantage is the dealer's opportunity to furnish his customers with a higher quality of medium priced ware than he has ever before been able to secure. Boyco Galvanized Ware is made from black sheets and hot galvanized after all construction is complete. There are no cracks or crevices; no raw edges; no smallest bit of surface exposed; and no chance for rust or leakage.



They Stand the Rubs

In each case the surface is clean, smooth, brilliant and full of spangle — a product that tells by its very appearance of the better quality that is built into it.





Place a trial order with your jobber today! Put this line on display! Show it to your customers—you will find that it sells on sight and brings repeat business to your store.

Ask Your Jobber

Boyco Galvanized Ware is real quality ware; made better and finished better.



Boyle Manufacturing Company

5100 Santa Fe Ave., Los Angeles CALIFORNIA 21 Sutter Street, San Francisco

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New Ladd's Discount Book No. 3

A new and enlarged edition of this standard work, comprising the most comprehensive collection of discounts ever printed, as well as many other valuable computations for commercial purposes, is now ready, after months of preparation by the compiler and editor, William J. Ladd.

Is one of the greatest time and labor-saving productions of the age. The net of any amount at any discount can be obtained in a second. The calculations have all been carefully checked. No proving is necessary. It is invaluable for pricing and checking invoices, figuring inventory, making prices, figuring profit, etc. Note the equivalent discounts. Are they worth anything to you?

It contains more than 300,000 Computations including New Discounts and Combinations which have come into use within the last few years. Nearly 600 pages, all double indexed.

60, 10, 10, 7½ & 2½.

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1	00.29 22	11	03.21 43	21	06.13 64	31	09.05 84	41	11.98 05	51	14.90 26	61	17.82 47	71	20.74 67	81	23.66 88	91	26.59 09
2	00.58 44	12	03.50 65	22	06.42 86	32	09.35 06	42	12.27 27	52	15.19 48	62	18.11 69	72	21.03 89	82	23.96 10	92	26.88 31
3	00.87 66	13	03.79 87	23	06.72 08	33	09.64 28	43	12.56 49	53	15.48 70	63	18.40 91	73	21.33 11	83	24.25 32	93	27.17 53
4	01.16 88	14	04.09 09	24	07.01 30	34	09.93 51	44	12.85 71	54	15.77 92	64	18.70 13	74	21.62 34	84	24.54 54	94	27.46 75
5	01.46 10	15	04.38 31	25	07.30 52	35	10.22 73	45	13.14 93	55	16.07 14	65	18.99 35	75	21.91 55	85	24.83 76	95	27.75 97
6	01.75 32	16	04.67 53	26	07.59 74	36	10.51 95	46	13.44 15	56	16.36 36	66	19.28 57	76	22.2		12 98	96	28.05 19
7	02.04 55	17	04.96 75	27	07.88 96	37	10.81 17	47	13.73 38	57	16.65 58	67	19.57 79	77	22.6		21	97	28.34 41
8	02.33 77	18	05.25 97	28	08.18 18	38	11.10 39	48	14.02 60	58	16.94 80	68	19.87 01	78	2			98	28.63 63
9	02.62 99	19	05.55 19	29	08.47 40	39	11.39 61	49	14.31 82	59	17.24 02	69	20.16 23	79	23.08			99	28.92 85
10	02.92 21	20	05.84 41	30	08.76 62	40	11.68 83	50	14.61 04	60	17.53 24	70	20.45 45	80	23.37 66	90		100	29.22 07

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Same as { 55, 20, 10, 7½ & 5. / 52½, 20, 10, 10 & 7½. / 50, 20, 10, 10, 7½ & 5. } { 40, 40, 10, 7½ & 5. / 40, 33⅓, 10, 10, 7½ & 5. / 40, 25, 20, 10, 7½ & 5. } { 37½, 20, 20, / 33⅓, 33⅓, / 33⅓, 25, 20, }

1	00.28 47	11	03.13 19	21	05.97 90	31	08.82 62	41	11.67 33	51	14.52 05	61	17.36 76	71	20.21 48	81	23.06 19	91	25.90 91
2	00.56 94	12	03.41 66	22	06.26 37	32	09.11 09	42	11.95 80	52	14.80 52	62	17.65 23	72	20.49 95	82	23.34 66	92	26.19 38

The section above shows a part of a page of the book. There are six tables on a page. Put your finger right on the net the hand shows: The net of 73 cents is 21 cents, $7.30 is $2.13, $73.00 is $21.33, $730.00 is $213.31, $7,300.00 is $2,133.11.

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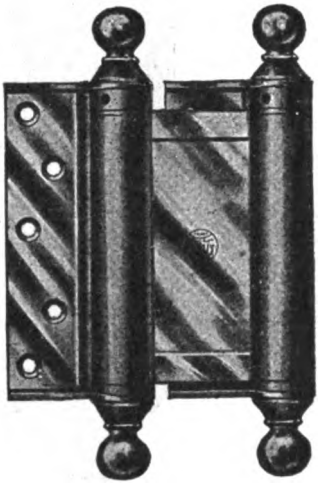
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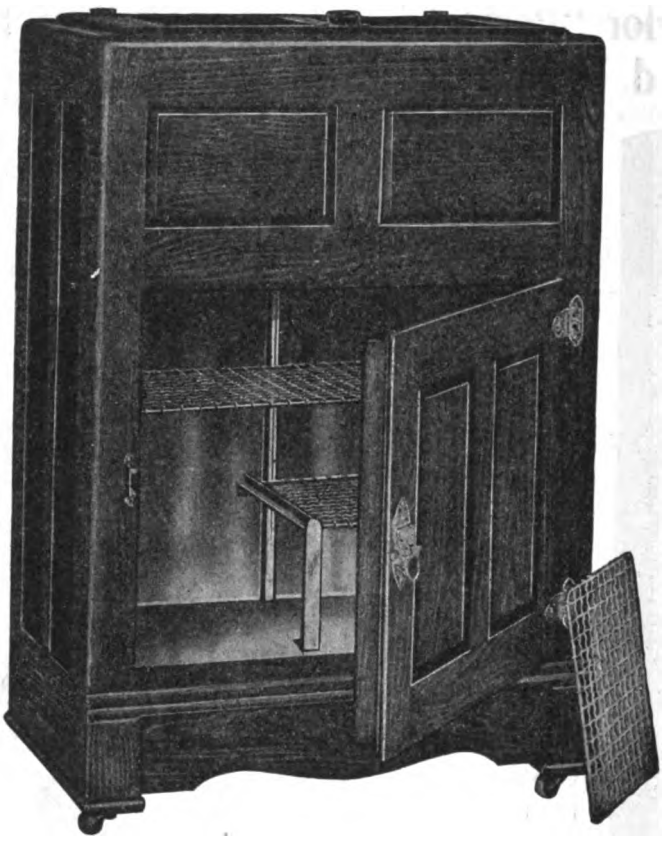
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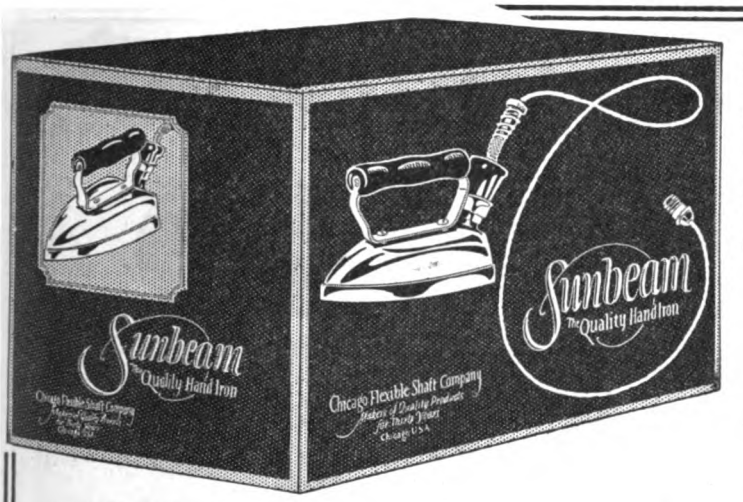
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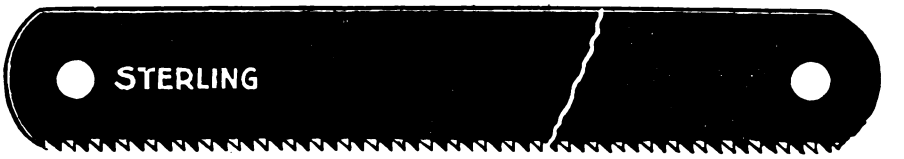
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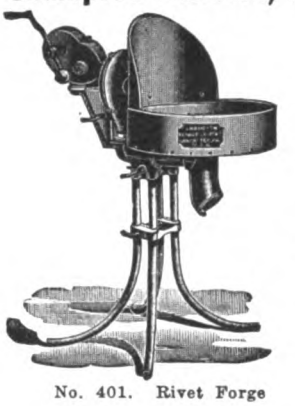
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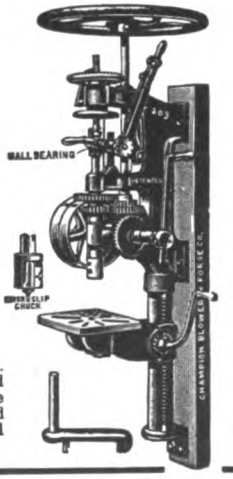


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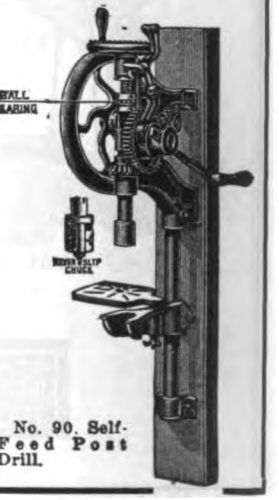


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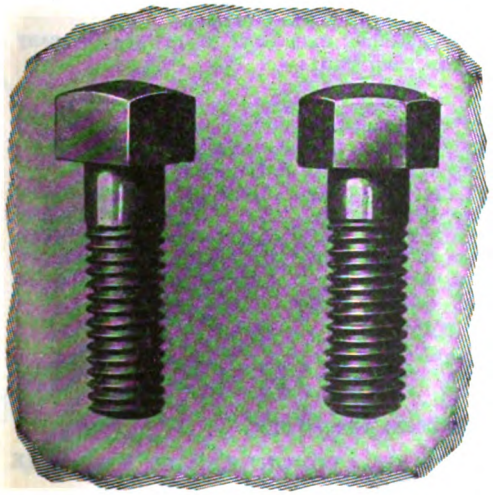
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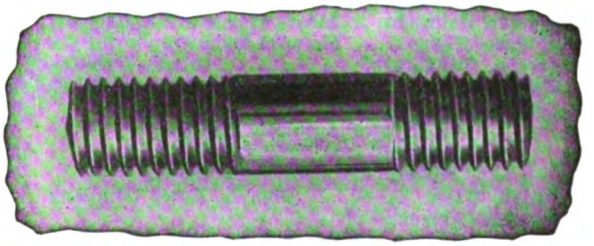
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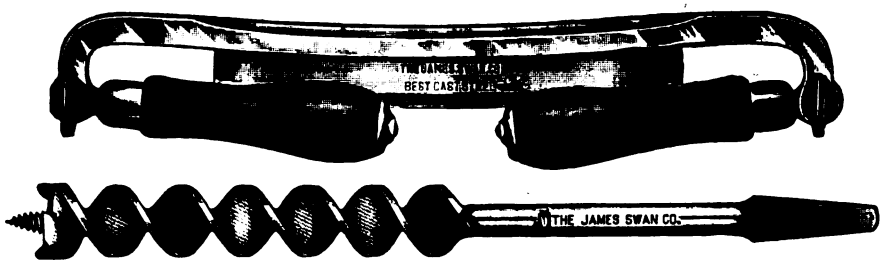
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If your Jobber cannot furnish, advise us and we will see that you are supplied.

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Standard Carpenters' Chest



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Mechanics want the convenient, safe and long service they get from these zinc covered Union Tool Chests—the **price** makes them the biggest value in tool chests on the market. 400 dealers **now** selling them prove it.

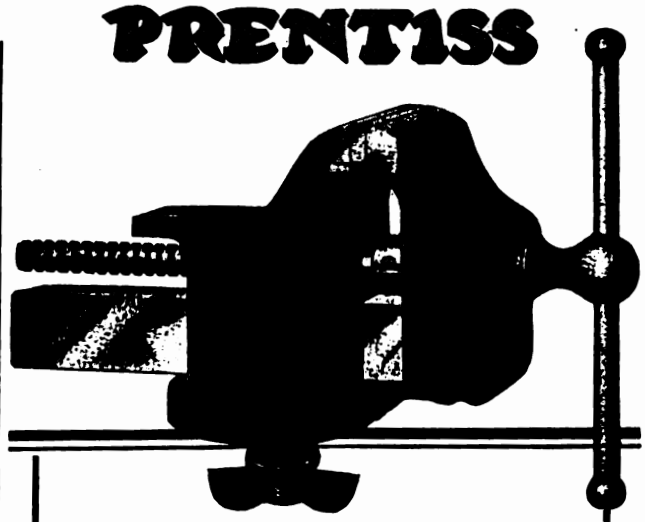
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We will ship to any dealer or jobber anywhere a sample assortment, or a quantity stock of any styles and sizes desired with the distinct understanding that they be returned for full credit if you do not want to keep them.

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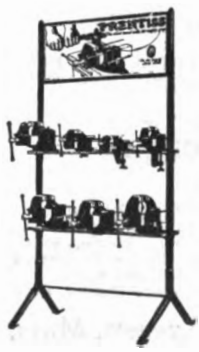


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In three months each of the stores had sold more vises than their combined sales for a year had amounted to.



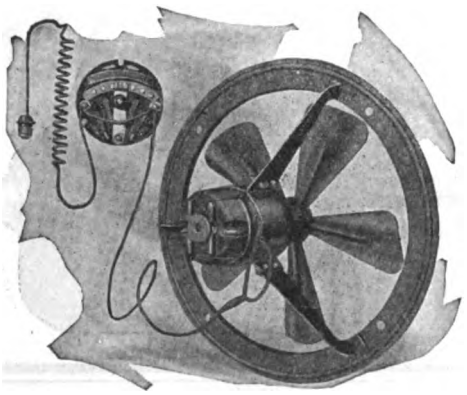
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Ask your Jobber or write

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Breezo has a maximum capacity of 1000 cu. ft. of air per minute. This means 1000 cu. ft. of foul air removed or fresh air introduced and not just stirred up.

Breezo is the fan of a thousand uses, it will remove the noxious fumes of paint, oils, varnishes and other finishing materials.

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Improves the efficiency of the men working in factories by removing dust, lint, steam and overheated air.

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Dealers, this is a fan that can be used in hundreds of different ways—and is a GOOD SELLER. Breezo is complete, just screw plug into lamp socket, set fan in place and it is ready to run.

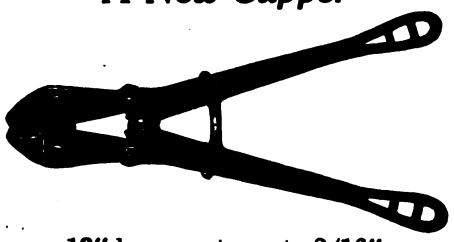
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A New Clipper



12″ long; cuts up to 3/16″.

The low price will sell it over the counter.
No tool kit complete without it.

Ask your jobber for
Porter's No. 1855 Clipper

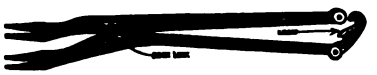
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	6-in.	7-in.	8-in.
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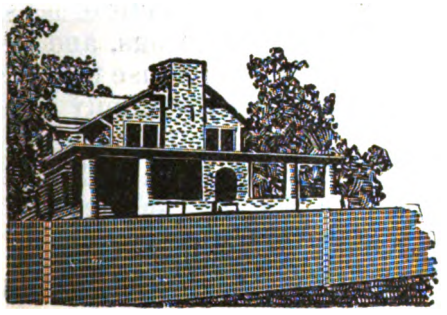
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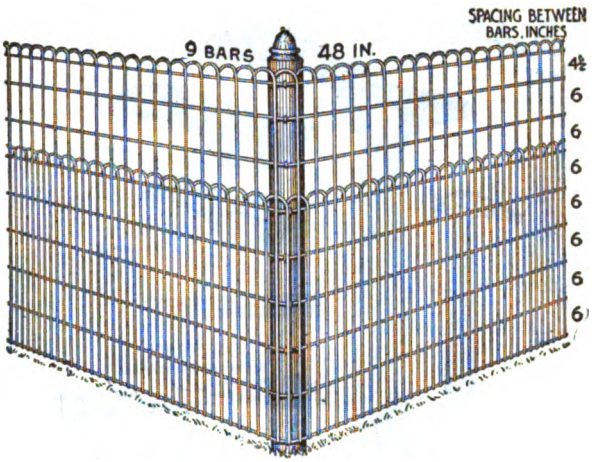
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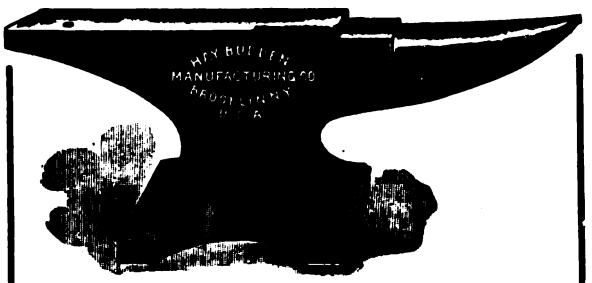
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Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Jones & Cox, Newhouse Building, Salt Lake City, Utah
Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colo.

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THRIFT *is in* THE SADDLE

The day of the easy dollar is gone. Thrift is uppermost and —

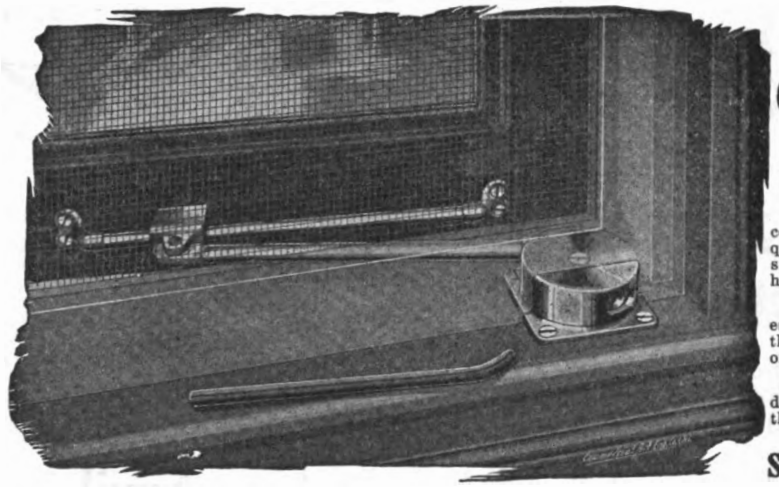
Our Perfection Economy Cobbler is the one article to put into the home.

It is the Perfection Economy that takes the stitch in time and saves the proverbial nine.

Holds a full complement of lasts, stands, tools and findings, and enables the head of the house to make his own repairs on the family footwear.

Mr. Merchant, you should stock this Cobbler Set. It sells readily and at a good profit to you.

THE FATE-ROOT-HEATH COMPANY, Plymouth, Ohio



Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

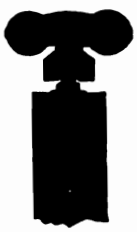
For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

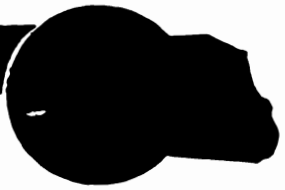
Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.
550 W. Lake Street, Chicago



WAGNER Door Hangers and Tracks



Roller Bearings

Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade Write for catalog showing entire line.

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa

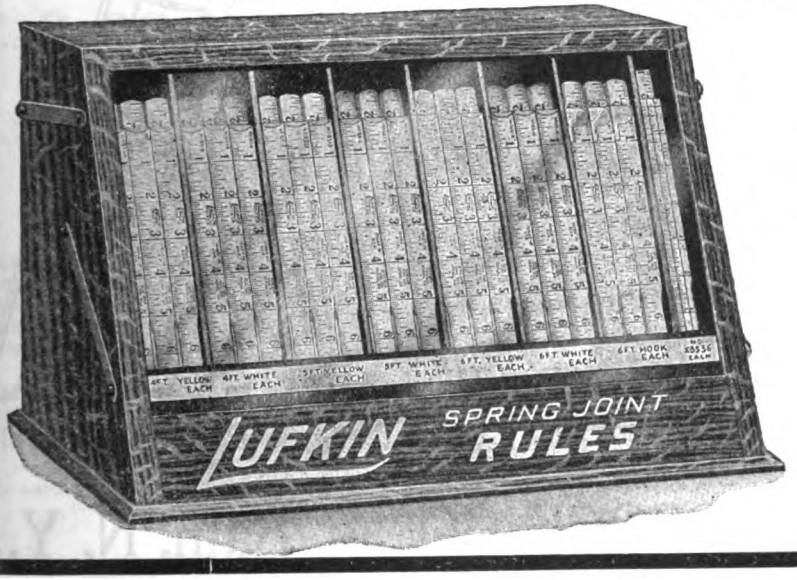
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LUFKIN SPRING JOINT RULE DISPLAY

ASSORTMENT No. 3

THE RULE EVERY HARDWARE MAN NEEDS
Displayed in a way that compels attention

Increases Rule Sales by catching the eye of every customer, keeps stock in best order and condition and saves clerk's time



Send for Detailed Circular

Ask Your Jobber's Salesman

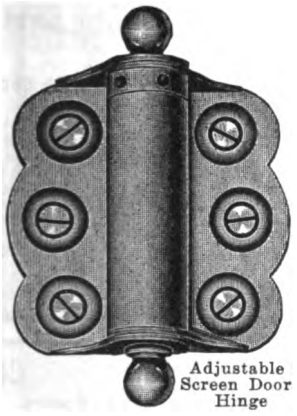
Rules of best quality, in quartered oak, finely finished, durable and most practical case.

TAPES, RULES
MECHANICS' TOOLS

THE LUFKIN RULE CO.
SAGINAW, MICH.
New York

SHELBY SCREEN DOOR HARDWARE

WE ALSO MAKE


Adjustable Screen Door Hinge

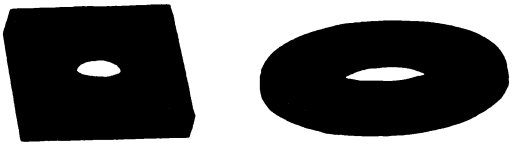
Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. **Ask for catalog today.**

The SHELBY SPRING HINGE CO.
SHELBY, OHIO, U. S. A.

COAST REPRESENTATIVES

POND HARDWARE CO., Los Angeles, Cal.
D. L. HERMAN, Seattle, Wash.

There Is a Difference in Washers



Just as in an other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

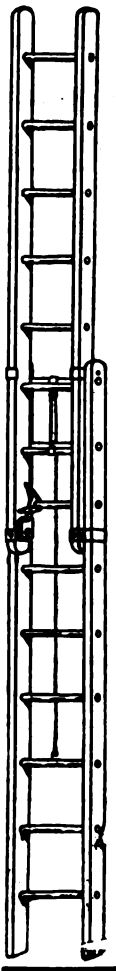
Annealed Rivet Burrs **Fellow Plates**
Sheared and Punched Plates

PROMPT SHIPMENTS

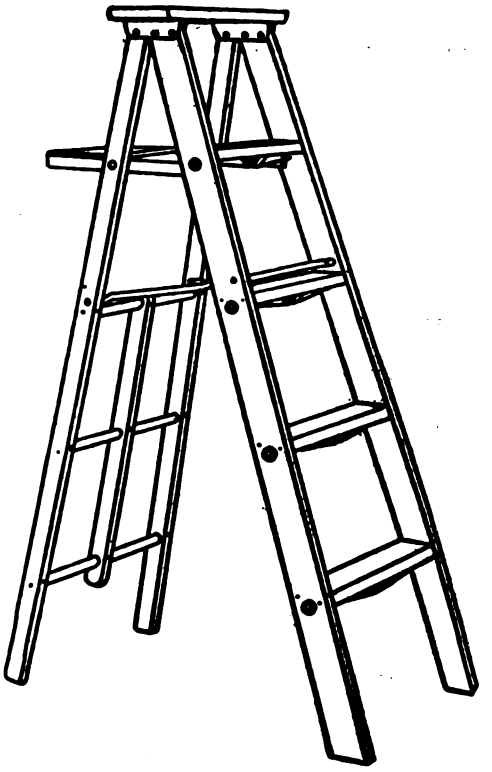
Wrought Washer Mfg. Co.
Milwaukee, Wis.

Coast Representatives,
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.; Denver, Colo.

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BABCOCK
SPRUCE
LADDERS



Everything in the Ladder Line

Write for Catalogue

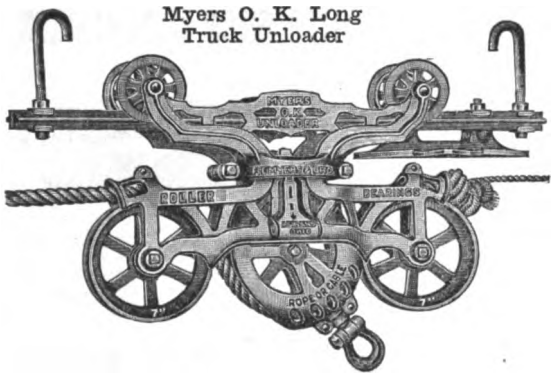
PROMPT SHIPMENT

MANUFACTURED BY

W. W. BABCOCK CO. - Bath, N. Y.

(No. 12)

Myers O. K. Long Truck Unloader



MYERS HAY UNLOADING TOOLS

It will not be long before hay making is on in earnest. Already there is a decided stir in this direction—new unloading outfits are being sold and installed in advance while the demand for unloaders, forks, slings, pulleys and fixtures is growing rapidly as harvest approaches. Be prepared to obtain your share of this business by ordering now a complete stock of MYERS HAY UNLOADING TOOLS.

You are familiar with Myers quality and know that Myers Unloaders, Forks, Slings, Pulleys and Fixtures, through their speed, ease of operation and large capacity, will please your most particular customers. What else is necessary? Write, telephone or telegraph. Catalog and prices by return mail, if you do not already have them.



F. E. Myers & Bro., Ashland, Ohio

Ashland Pump and Hay Tool Works

The "Pony" Riveter

Every "PONY" Machine will set both tubular and split rivets and is the best riveter made for repairing harness.

EVERY FARMER SHOULD HAVE ONE

The Machine is guaranteed against imperfections in workmanship and material, and the body being made of MALLEABLE IRON, will not break if abused.

MADE BY

F. H. SMITH MANUFACTURING CO., 3047 Carroll Ave., Chicago, Illinois

Manufacturers of

"Perfection" Spots, Spot Setting Machines and Rivet Setting Machines



THE "PONY"

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NORTHLAND SKIS—TOBOGGANS—SNOW SHOES

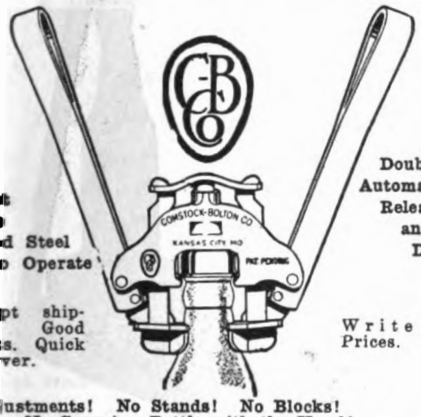
Every one a good seller and profitable, too. Order early for next season—prices are down now

NORTHLAND SKI MFG. CO., 2330 Hampden Ave., St. Paul, Minn.

Write for Catalog

C-B-CO Bottle Capper

COMPLETE IN ITSELF



Light
Compact
Durable
Nickeled Steel
Easy to Operate

Double Levers
Automatic Plunger
Releases Bottle
and Perfects
Double Seal

Prompt shipment. Good profits. Quick turnover.

Write for Prices.

No Adjustments! No Stands! No Blocks!
No Grasping Bottle with the Hand!
No Set Screws! No Keys! No Springs!
Just cap the bottles as they stand!

"CAPS THEM ALL"



COMSTOCK-BOLTON COMPANY
Manufacturers Household Specialties
1925 E. 15th St. - - Kansas City, Mo.

Cole's Safety CAN OPENER

Easy to operate.
No danger cutting hand.
Cuts out top completely.
Saves every can.
Opens can of any shape.

Enables contents being removed in whole form.

It is absolutely SAFE.
A pleasure to use.
Guarantees satisfaction.
Made of best materials.

Dealers cannot afford to be without a stock of them because housewives, hotels, restaurants, grocery, packing house, can goods and brokers salesmen are all demanding them.

Fits in vest pocket like a "cigar"

Write for Prices. Samples 65c Each

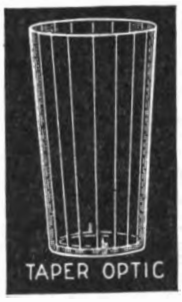
SAFETY CAN OPENER CO.
STREATOR, ILLINOIS



BEST CUTLERY CO.
Manufacturers of all kinds of

HIGH GRADE SOLID STEEL SCISSORS

Office and Works
25 Willoughby Street - - Newark, N. J.



Tumblers

PLAIN AND CUT
OPTIC AND
DECORATED

Everyone Buys a Few

TRY OUR ASSORTED BARREL

SELLS ON ARRIVAL

The BELMONT TUMBLER CO., Bellaire, Ohio



KNAPSACK DUST SPRAYER
FRESNO
KNAPSACK LIQUID SPRAYER
SONOMA
These are the Best on the Market
Agents wanted.
Builders of Spraying Engines
CUSHMAN MOTOR WORKS
Stockton, Cal.

"CRITCHLEY-SIX"

Expanding Adjustable Reamer. Genuine original six or five blades are made only by

CHADWICK & TREFETHEN
Portsmouth, N. H.

Represented by Caldwell Sales Co., San Francisco, Calif.

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Hot Weather and Orders

These are the days that bring smiles and dollars to the dealer selling the Aseptic Home Capping Machine. Backed by three years of service, they insure profits, good will and satisfied customers.

Send for your sample today.



REINHOLD-SHARP & COMPANY
615 Harrison Street, DAVENPORT, IOWA

Western Representative
JOHN F. KEGLEY, Lankershim, Cal.

"EASY EMPTYING"
Grass Catchers

"Favorably known the world over" now made with

Re-Inforced Non-Slipping Bottom

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 20.

Write for it



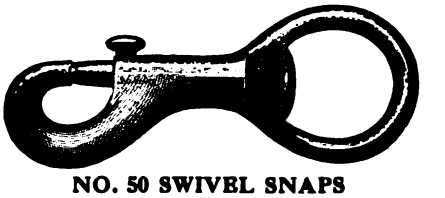
SOME OF OUR PACIFIC COAST JOBBERS

California Hdwe. Co.
Union Hardware & Metal Co.
Hoffman Hdwe. Co.
Harper & Reynolds Co.
Failing-McCalman Co.
Marshall-Wells Hdwe. Co.
Holley-Mason Hdwe. Co.
Baker, Hamilton & Pacific Co.
Honeyman Hdwe. Co.
Jensen, King, Bird & Co.
The Schaw-Batcher Co.
Schwabacher Hdwe. Co.
Seattle Hardware Co.
The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.

THE SPECIALTY MFG. CO., St. Paul, Minn., U.S.A.

SNAPS

FOR THE HARDWARE MAN
FROM THE BEST LINE MANUFACTURED



NO. 50 SWIVEL SNAPS
In All Regular Sizes from ⅜ to 1½ Inches



TROJAN OPEN EYE SNAP
Nos. 520 Bit, 521 Chain, 522 Trace

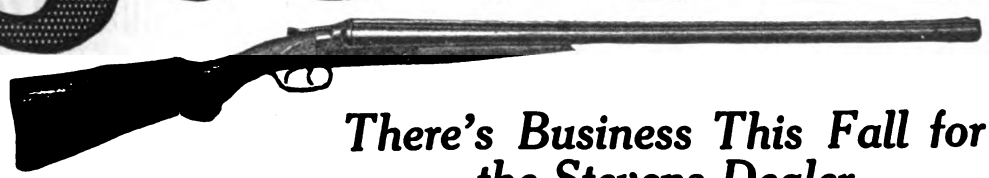
Sold by All Jobbers

COVERT MFG. CO.
TROY, N. Y.

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Hitting the Bullseye Since 1864

Stevens



No. 335
12 and 16-Gauge
Hammerless
Double Barrel Shotguns

There's Business This Fall for the Stevens Dealer

The Stevens No. 335 Double Barrel Hammerless Shotgun gives the live Dealer a great chance this year.

Here is a gun that combines good appearance, serviceability and good shooting qualities, **at a moderate price.**

We are telling your customers just that in our August advertising. We're telling them more—that old H. C. L. can't cheat them out of this Fall's shooting as long as there is a Stevens.

Because the Stevens line, from the smallest .22 Boy's Rifle on up to the sturdy man-sized Shotgun, is built to give value received.

And that means business for the Stevens dealer.

Owned and Operated by
Savage Arms Corporation, New York

J. STEVENS ARMS COMPANY
CHICOPEE FALLS, MASS.
Executive and Export Offices: 50 Church Street, New York

Rifles - Shotguns - Pistols

COBBLER OUTFITS, LASTS AND STANDS AND HEEL PLATES

Cobbler Outfits



Improved Economical

Lasts and Stands



Guaranteed Empire

Will always insure you a good profit if you buy the best. We happen to have the best because we have been manufacturing them for over a quarter of a century.

Write for latest catalog and price list

Heel Plates



Star No. 4

STAR HEEL PLATE COMPANY
LOUIS SACKS, Inc.
357-391 Wilson Ave., Newark, N. J., U. S. A.



BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS, 122-124 N. Curtis St., Chicago, Ill.

Pacific Coast and Inter-Mountain Representatives
THAYER & BOWER
845 Monadnock Bldg., San Francisco, 320 Story Bldg., Los Angeles
Seattle and Denver



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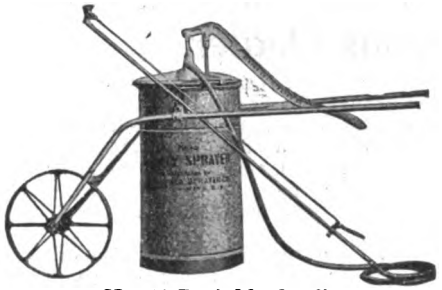
MR. DEALER

Have you placed your Sprayer order for 1921? We want your business, and your trade wants our Sprayers.

REMEMBER

There is no other line of Sprayers so simply made or that gives better satisfaction to Dealer or user than

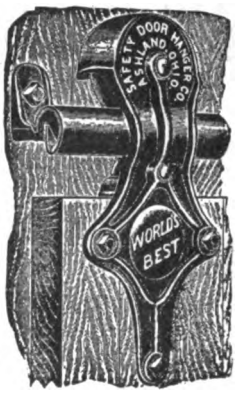
THE UTILITY LINE



No. 40 Portable Outfit

Write for Catalog and Prices

ALBERT LEA SPRAYER CO.
ALBERT LEA, MINN.



YOU ARE RIGHT IN RECOMMENDING "WORLD'S BEST" IN NAME AND FACT

World's Best Tubular Track

Barn, Factory and Warehouse Door Hanger

EXCLUSIVE FEATURES

Frame is best grade malleable iron

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the **Easiest Running Hanger** on the market.

Packed one pair in box complete with bolts: one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you, we will.

THE TOPPING MFG. CO
For 18 Years Safety Door Hanger Co.
ASHLAND, OHIO, U. S. A.

NORCROSS GARDEN CULTIVATORS



Growing in Demand Every Day

Sell one to a customer—and you get his next door neighbor.

Comes in (8) sizes, 5-PRONG, 3-PRONG and MIDGET, suited to both Men and Women.

The "NORCROSS" is Distinctively a "Quality" Line.

Handsome in appearance and built to give long Service and Satisfaction.

You'll enjoy selling them because of their wonderful efficiency—and because you can confidently recommend them.

More than 300 Jobbers carry the "NORCROSS" Line

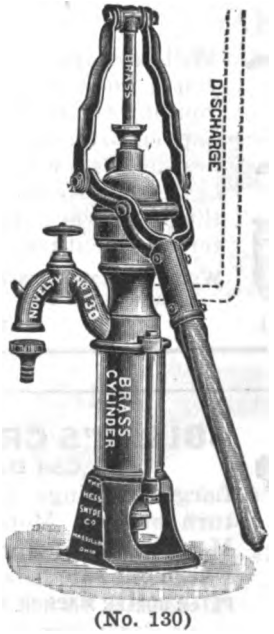


Manufactured by
C. S. NORCROSS & SONS
Bushnell, Ill.
Distributed by
LEADING HARDWARE JOBBERS
EVERYWHERE

GET IN A SUPPLY OF

NOVELTY FORCE PUMPS

And treat your customers to the best.



(No. 130)

We are the manufacturers of the original 'Novelty' Pump for **WELLS** and **CISTERNS**. Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!

THE HESS-SNYDER CO., Massillon, Ohio

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Assortment Number DB3

Mounted with Six 4-Inch Crescent Wrenches
Size, 8¾ x 11¾ Inches

PUT this display on top of your show case and it will make that little 3x8-inch space which it occupies the best paying spot in your store. It will not only sell the 4-inch wrenches, but will stimulate the sale of the other sizes.

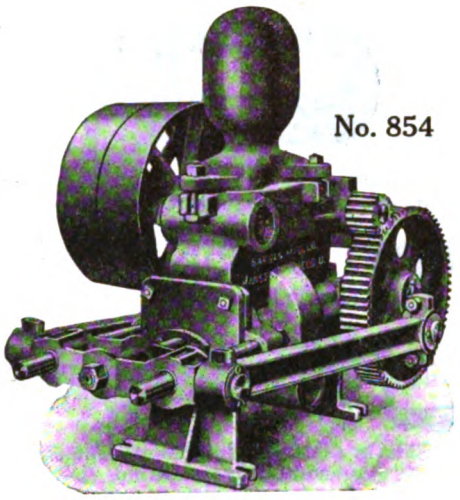
The store with the best display of tools for the automobilist is the one that is going to get the business. The Crescent Wrench is one of the best tools for the automobile owner that has ever been put on the market.

This display board is made of heavy cardboard, attractively designed and provided with an easel back which locks and will not fall over on a glass show case. The six wrenches will be billed to you at regular discounts. No charge for display board.

Order From Your Jobber

CRESCENT TOOL CO.
JAMESTOWN, N. Y.

Barnes Power Pumps



The General Service Pump

For Working Pressures of 125 Lbs. or a 285 Ft. Head

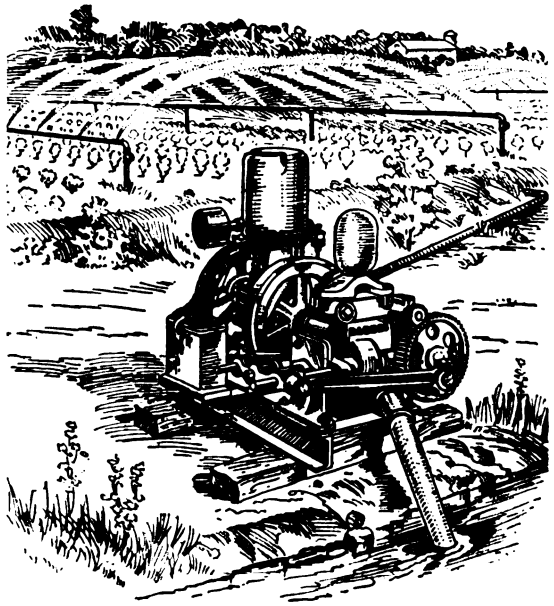
Here is a pump for all classes of work—domestic and farm water supply—garden sprinkling—boiler feed in steam heating systems—pneumatic pressure systems, powered with either gas or electric motors.

It is well adapted, in the larger sizes, to supplying water on construction jobs. Gasoline or oils may be readily pumped, since the valves are solid bronze and will not be damaged.

Built in five sizes, capacities up to 4200 gals.

Write for Bulletin H.

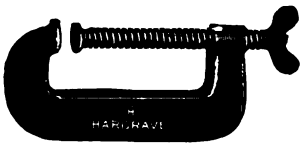
THE BARNES MANUFACTURING CO.
Mansfield, Ohio



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CARRIAGE CLAMP

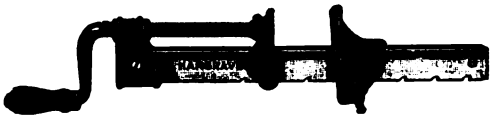
(QUICK SALE)



An exceedingly well made tool, having strong malleable frame and steel screw.

PERFECTION CLAMP

(THE TRADE WANTS IT)



This is a strong, durable, convenient general purpose Clamp.

Send for our new catalog showing complete line of up-to-date Clamps, and many other "HARGRAVE QUALITY" TOOLS, for which you would have a ready market.

THE CINCINNATI TOOL CO.
Montgomery and Waverly Ave., Cincinnati, Ohio

Please address all orders and inquiries as above.

BERGMAN'S

Queen City ADJUSTABLE WRENCH



The Wrench with the Curve That Fits the Hand

Of particular advantage is the "curved" handle, for by conforming strictly to the shape of a man's hand it provides a firmer grip. A certainty of grip which in turn prevents the hand from slipping and enables the user to apply the necessary force required to tighten up or remove a stubborn nut. Also of inestimable value for working in out-of-the-way places.

This wrench is made of drop forged steel and carefully pack hardened with a jaw of special steel of high tensile strength. It can be relied upon to stand up and deliver years of faithful service. Fully guaranteed.

Five sizes—4, 6, 8, 10 and 12 inch.

Write for prices and list of liberal discounts

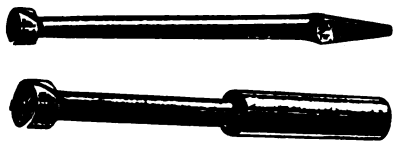
BERGMAN TOOL MANUFACTURING CO.
BUFFALO, N. Y.

C. W. GAUSE CO., 693 Mission St., San Francisco, Calif.
Pacific Coast Representatives

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work

SPECIALLY ADAPTED FOR HARDWOOD WORKING



The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.

Enquire of Your Hardware Jobbers, or Write Us Direct. **Supplied in Sets** **Write for Catalogue**

SAMSON SPOT SASH CORD



Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes and colors, for all purposes. Carried by all jobbers.

Sash Cord **Shade Cord**
Clothes Lines **Masons' Lines**
Solid Braided Rope **Chalk Lines**

Send for catalogue and samples

SAMSON CORDAGE WORKS - Boston, Mass.
JOHN T. ROWNTREE, INC., Rep.
San Francisco, Los Angeles, Seattle, Denver, Salt Lake City



Genuine Cannon Pump Oilers

Force the oil anywhere regardless of position o.. can.

1 pt., 1½ pt., 1 qt.

Write for Catalog.

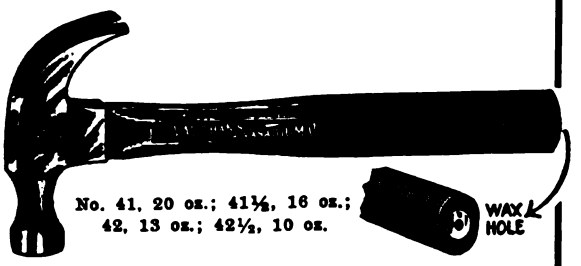
CANNON OILER CO.
Keithsburg, Ill.

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Vaughan's Uncle Sam Hammers

Made of Vanadium

Competent mechanics insist upon high-grade tools. Standardize your stock, reduce scattered investment and increase profits by concentrating on V & B Tools.



No. 41, 20 oz.; 41½, 16 oz.; 42, 13 oz.; 42½, 10 oz.

Vaughan's Uncle Sam Supersteel Hammer is pre-eminently a quality tool. It is the strongest, toughest nail hammer made.

VAUGHAN & BUSHNELL MFG. CO.
For Over 50 Years Makers of Fine Tools
2114-2138 Carroll Ave. - - - - Chicago

Slaymaker Padlock
FOR AUTOMOBILE TIRE CARRIERS



No. 1095

The Universal Tire Carrier Lock

Adapted for use on ALL cars. The only lock that will completely protect tires on the new tire-carrier on the Buick, Overland, Oakland, Chevrolet, Dort, Nash, Haynes, Ford, etc.

Size across case 1⅝ inches.

Inside measurement of shackle is ⅞ of an inch. **Adjustable** to 1½ inches, insuring a perfect fit of the lock on the tire-carrier. Diameter of shackle is ¼ of an inch.

Case—Heavy, cast brass, polished.

Shackle—Formed nickeled steel rod.

Spring lever tumblers. In many key changes. Two corrugated, nickeled steel keys with each lock. Packed, each lock in an individual box. One dozen in a container.

Made only by
FRAIM-SLAYMAKER HARDWARE CO.
Lancaster, Pa., U. S. A.

H. D. TYLER & CO.
Higgins Bldg., Los Angeles



BOMMER
SPRING HINGES

STANDARD FOR OVER 45 YEARS, and steadily improved, retaining superiority over all others. In universal demand. QUICKEST TO SELL. Easiest to apply.
BOMMER SPRING HINGE COMPANY, Manufacturers, Brooklyn, N.Y.

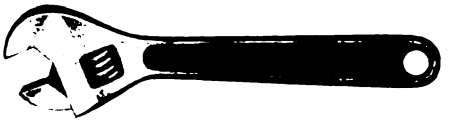
THE BRAINERD LINE
MOST COMPLETE LINE OF CABINET HARDWARE ON THE MARKET



No. 699 No. 698 No. 1170

THE BRAINERD MFG. CO., East Rochester, N.Y., U.S.A.

THE ARROW WRENCH
DROP FORGED **HEAT TREATED**



A QUALITY TOOL

"That's a nice looking tool." This expression is invariably given upon inspection of the Arrow Wrench.

But more important, it has the stuff in it. Arrow Wrenches are made to meet the hardest kind of usage.

ARROW TOOL COMPANY, Inc., Buffalo, N. Y.

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How the Hardware Dealer Can Sell More Levels

Lots of good workmen don't feel they need a new level until they see a Sand's.

They may have a heavy iron one or a warped, wooden old timer, and they go on using it until they once get a Sand's level in their hands.

Then they buy a new level.

It pays handsomely to carry Sand's levels in stock and display them prominently.

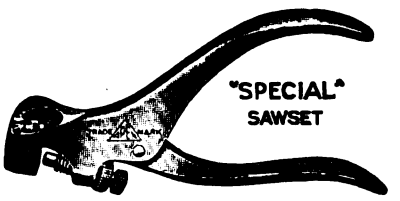
You not only get the business of the man who cannot resist buying when he sees a better level, but you get the business that goes to the mail order house when you do not stock and display levels.

You can hold all the level business with the Sand's line, for there are levels in pine, walnut and aluminum for all workmen on every kind of work. The price range covers all competition. Your jobber will be glad to supply promptly.

The following features were originated and first applied by Sand's: The walnut level, the aluminum level, the solid set spirit glasses, the plate glass lens protection for spirit glasses and the friction grip wire locaters to define exact center instantly.

Write for fully illustrated folder describing Sand's levels for accurate workmen on every kind of work.

J. SAND & SONS
4855 RIVARD ST. - - DETROIT, MICH.



The World's Standards

"SPECIAL" and "No. 1" Sawsets for hand saws not over 16 gauge.

No. 3 Sawset for Cross-cut and Circular saws 14-20 gauge.

No. 4 Sawset for "Champion," "M" and double toothed saws 14 to 20 gauge.

No. 5 Sawset for timber and board saws 6 to 14 gauge.

Nail Puller—the longest lived and easiest operated made.

Bench Stops, Hand Punches, Lead Seal Presses, Box Openers and Liquid Soap Dispensers

CHAS. MORRILL
104 Lafayette St., - - New York, N. Y.

"STAR" Expansion Bolts

ALL THE NAME IMPLIES

Also: Sebco Screw Anchors
Sebco Toggle Bolts
Sebco Concrete Inserts
Sebco Star Drills
Sebco Cold Chisels
Sebco Cable Clamps

STAR EXPANSION BOLT CO.
Trade "SEBCO" Mark

STOCKS AT

147 Cedar Street, New York
120 West Lake Street, Chicago



PEERLESS STRAP WRENCHES

Will not crush the thinnest tubes, and they cannot slip when properly adjusted. Double woven linen strap is the strongest and most durable made. Patented cam locks the strap securely in any position. Wrench is drop-forged steel. The ideal wrench for polished pipe.

GEORGE H. WILKINS CO.
180 N. Market Street, Chicago, Ill.
SPRAKE SALES CO., INC. Representatives
Prentiss N. Rice, 506 Charles Bldg., Denver
F. H. Chown, 1121 Gasco Bldg., Portland
C. E. Wood, 202 Postal Tel., San Francisco
G. T. Sprake, 216 Higgins Bldg., Los Angeles

Sells to Every Belt User



Your market for Blue Ribbon Belt Dressing is limited only by the number of belt users in your vicinity. The quality of the Dressing is high enough to suit the most discriminating purchaser. Ask your wholesaler for it or write for prices and samples.

THE JOBBER'S MFG. CO. 327 S. LA SALLE ST. CHICAGO, ILL.

"PHILADELPHIA"

HAND—HORSE—MOTOR
Largest Makers of High-Grade Lawn Mowers in the World
THE PHILADELPHIA LAWN MOWER CO.
31st and Chestnut St. Philadelphia, Pa.



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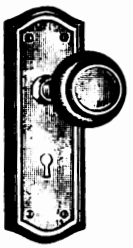


"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francisco."

Established 1863

Lockwood Hardware.





Lockwood Locks, recognized as standard goods, are well-made, of long life and afford the users unexcelled security. The line includes locks for all purposes.

Lockwood Designs, which can be had to harmonize with every architectural style, are pleasing in design and correct in their details. The wrought designs, for low-cost houses, are particularly attractive.

Lockwood Manufacturing Co.
Manufacturers of
BUILDERS' HARDWARE
SOUTH NORWALK, CONN., U. S. A.

F. G. HIGGIN, Pacific Coast Representative
2833 Hilligass Ave., Berkeley, Calif., U. S. A.

MAYDOLE HAMMERS

THE WORLD'S STANDARD

Highest Quality Steel Handled Hammers
Guaranteed First-Class in Every Respect

The David Maydole Hammer Co.
NORWICH, N. Y., U. S. A.



The Only Wrought Iron Anvil Manufactured in the United States

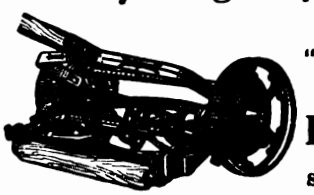


The body is made of wrought iron, the face of highest grade crucible cast steel.

The COLUMBUS ANVIL & FORGING CO.
Columbus, Ohio

Did you get your outfit

of the 1921
"PENNSYLVANIA"
Quality
Lawn Mowers
sales helps? Send for them.



PENNSYLVANIA LAWN MOWER WORKS
INCORPORATED
FOUNDED 1877 PHILADELPHIA

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QUEEN



QUEEN INCUBATORS

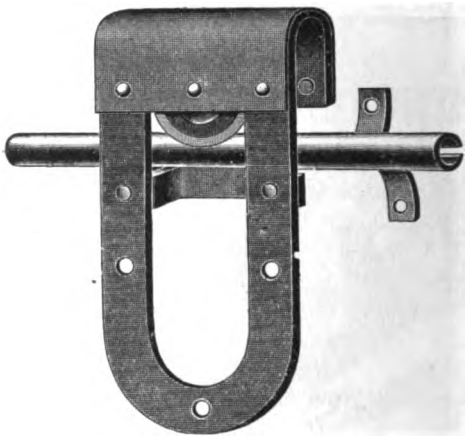
hatch chicks that live and grow.

They are good machines to sell because they are good machines to own. You will never lose a customer to whom you recommend a Queen.

May we help you install an incubator department?

QUEEN INCUBATOR CO., Lincoln, Nebraska

Lane's Steel Round Track Hangers



Hangers, entirely of steel. Track, rigid steel brackets. Doors cannot get off track.

Stock the hangers of merit—Lane's.

LANE BROS. CO.

River Street, - - Poughkeepsie, N. Y.

AMERICAN SEAL PAINTS *and* CEMENTS

"MAKE GOOD"

WITH YOU AND YOUR CUSTOMERS

STAND FOR

QUALITY and DURABILITY

AMERICAN SEAL PAINT — MANUFACTURED BY — E PLURIBUS UNUM — William Connors — TRADE MARK — TROY PAINT AND COLOR WORKS, TROY, N.Y. — ANY DESIRED SHADE OR COLOR

WRITE US FOR DEALER'S PROPOSITION

MANUFACTURED BY

The Wm. Connors Paint Mfg. Co.

1852 TROY, N. Y. 1921



Gilson Garden Tools

Have proven **Live Sellers** wherever shown. They get the weeds out of gardens and cash into the dealer's till. Write today for catalog and prices.

J. E. GILSON CO., PORT WASHINGTON, WIS.



EYELET TOOL CO.

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

190 Dorchester Ave.
BOSTON, MASS.

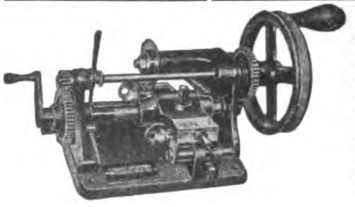
"ANSONIA" NAIL CLIP

Made by the makers of the "Gem" Nail Clipper. Twelve in a box or 12 on a display card.



Write

H. C. COOK CO. - ANSONIA, CONNECTICUT



With the——

Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office 540 Hamilton Avenue, Allentown, Pa.

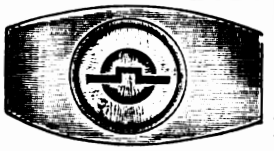
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King "Multi-Tumbler" Padlocks



Built to Serve Every Padlock Need





Unusual strength of body — case hardened shackles —sixteen to twenty-four tumblers.

Guaranteed to give satisfactory service—the customer to be the judge.

THE KING LOCK CO., CHICAGO, ILL.

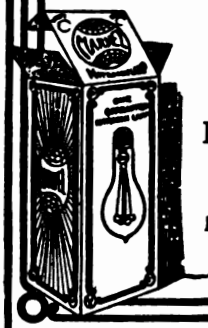
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SURPLESS, DUNN & CO., 74 Murray St., New York City
Chicago Office, 34 N. Clinton St.

MARVEL
Nitrogen Lamps

ALL SIZES!

Stamped on every Marvel carton are the words "One **Guaranteed** Nitrogen Lamp."

You are protected! You and your customers are assured of perfect lamps — no disappointments, no misunderstandings—no comeback claims.



Immediate Delivery

Write or Wire

Brite-Lite Lamp Mfg. Company
214 Oxford Street
Providence R. I.

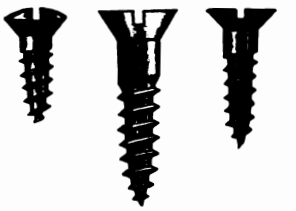
Have Just Built a House Out of the Profits of My 2 Hatfield Machines



was the gleeful way one of our customers recently spoke when giving us an order for a 12-blade machine. Now running 2 12-blade machines. Nice—sure and he made a living out of the business at the same time.

We make 1, 2, 4, 6, 12, 18 and 24 blade machines. Write for Catalog and Prices.

Hyfield Mfg. Company
292 Church St. - - - - New York City



MODERN METHODS
HIGH GRADE MATERIAL
EFFICIENT INSPECTION

A FEW OF THE REASONS
WHY OUR WOOD SCREWS
WARRANT YOUR
CONSIDERATION

"PRODUCTS THAT GIVE SATISFACTION"

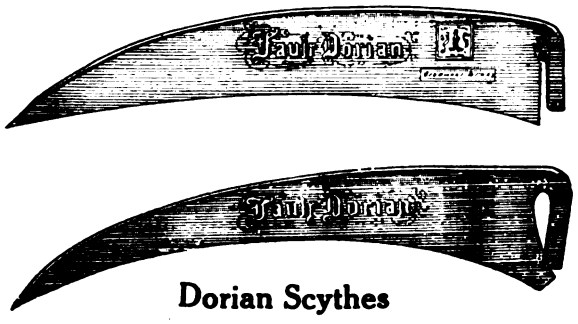
REED & PRINCE MFG. CO.
WORCESTER, MASS., U. S. A.

BRANCH AT CHICAGO, ILL.

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Save on Your Buying of Hand Implements

Your opportunity to buy European implements for vineyard, orchard, or garden direct from exclusive importer.



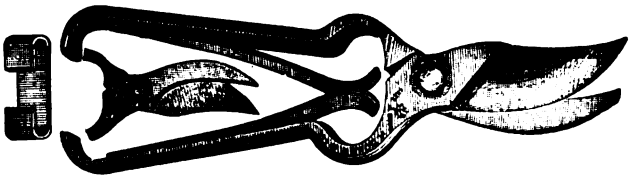
Dorian Scythes

Both Full Curve and Half Curve. Highest Grade Steel, tempered by secret process. Keeps the edge.



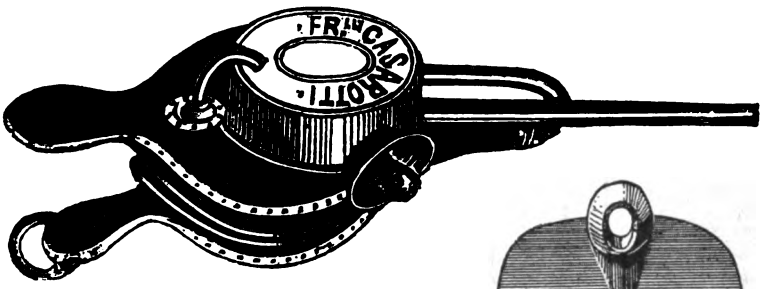
IDEAL Sulphur Machine

Most economical machine made. Has long stroke; makes work easy, double action performing twice the work with same labor; one man can do the work of two; two air chambers with double action, makes steady overflow. Capacity 1¾ gallons or 25 pounds sulphur.

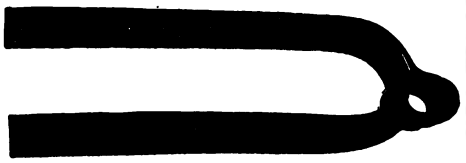


Genuine Rieser Pruning Shears

Sizes 8, 8½, 9 inches.

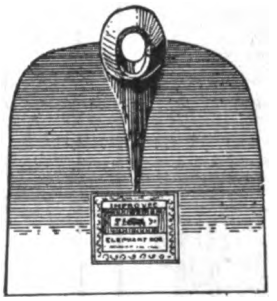


Imported Vineyard Sulphur Bellows



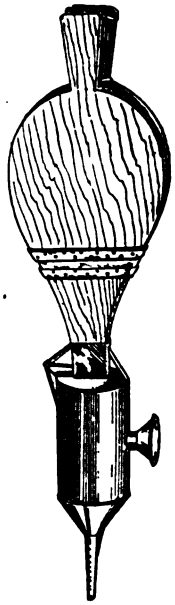
Flat Prong Burka Hoes

Length 12 to 20 inches. Thickness of prongs, ¼ to 2 inches.



Weight 3½ lbs. Size 9½x9

Weight 4 lbs. Size 10½x10



BELLOWS

Small size used for insect powder. Capacity, 1 quart.

GRANUCCI HARDWARE CO.

Importing Agents for North America

Send for Prices and Catalog H. W.

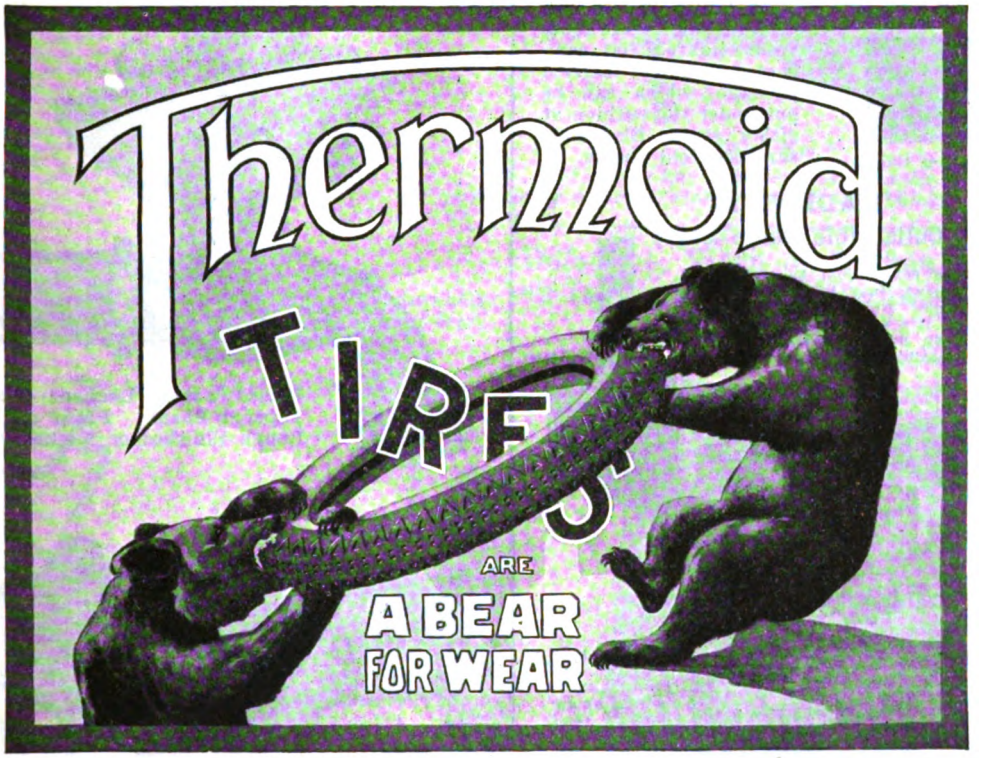
633-647 Front Street **San Francisco, California**

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THERMOID TIRES

Made of the famous CROLIDE Compound, are themselves distinctive

We are assured, and confidently extend this assurance, that **"Thermoid"** is a LONG WEARING QUALITY TIRE—ENTIRELY HAND MADE and EXACTLY SUITED to CALIFORNIA TERRITORY CONDITIONS



—GUARANTEE—

FABRIC TIRES: Ford Sizes, 7500 miles. Large Sizes, 6000 miles.
CORD TIRES: 8000 miles.

DUNHAM, CARRIGAN & HAYDEN CO.

Exclusive Wholesale Distributor for Northern California, Central California, Western Nevada

SAN FRANCISCO, CALIFORNIA, U. S. A.

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TRADE MADEWELL MARK

Camp Cooker



Camp Cooker Set Up



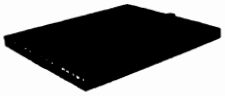
Camp Cooker Closed

Your stock of camp necessities is not complete without the Madewell Camp Cooker. Consists of a heavy wire grill with three side sections of sheet metal to give control of fire and keep dirt out of the food. Folds up into a flat, compact, easily carried package, which can be put under the cushion of either seat. Blackened surfaces fold inside.

"MADEWELL"
Collapsible Camp Stove

A complete range, just as you see it. Has roomy oven, four lids, damper, and collapsible pipe. Note the small space occupied when it's folded up. Easily and quickly set up and perfectly rigid when ready for cooking. A ready seller to auto campers.

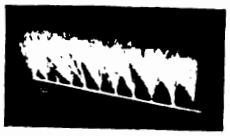




Closed

"MADEWELL"
Rainbow Lawn Sprinkler

Throws a fine uniform spray over rectangular space.



Strongly built. Needed wherever there is a lawn or garden. A ready seller.

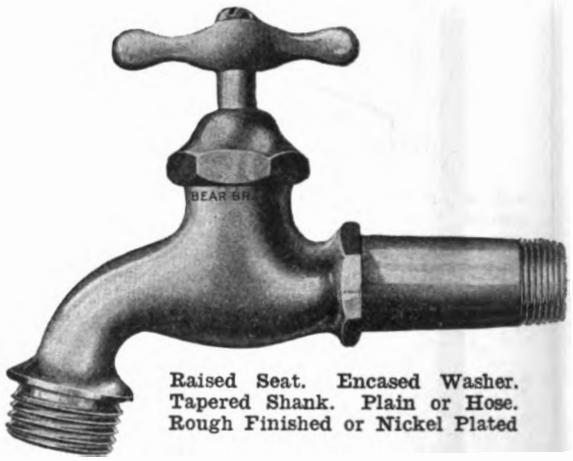
All above products for sale thru jobbers. Write to us for folders.

Madewell Pipe & Culvert Works

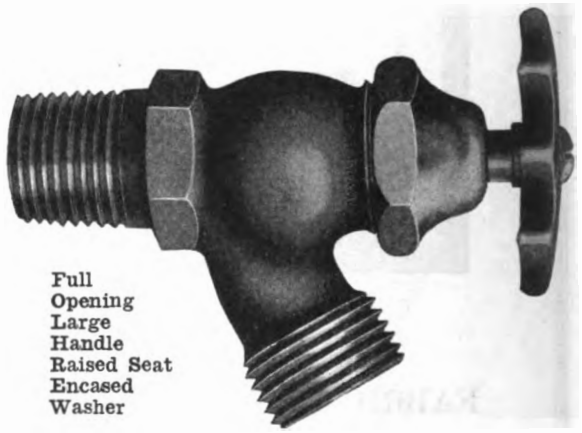
East 12th Street and 25th Avenue
Oakland, California

MADEWELL

BRASS GOODS
OF
QUALITY
Made on the Pacific Coast
For the Plumbing and Hardware Trade



Raised Seat. Encased Washer. Tapered Shank. Plain or Hose. Rough Finished or Nickel Plated



Full Opening Large Handle Raised Seat Encased Washer

Standard Brass Casting Co.

Main Office and Factory
Oakland, Calif.

Sales Office
823 Monadnock Bldg., San Francisco

M. W. WUESTHOFF
Sales Mgr.

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HERE'S AN ITEM THAT SELLS—

CLIPPER

The Best in Belt Lacing

The Lacing Machines



No. 3
Laces a belt in three minutes
For general belt lacing work. Laces any belt not over ⅝-inches thick without removing from shaft.



Baby No. 0
For use in any ordinary vise. Laces belts not over 4 inches wide or over ⅜-inch thick.

Defective, Worn or Broken Parts on Lacing Machines Replaced Free of Charge

THE LACING



Actual size of Hooks.

No. 2—For thin belts over small sized pulley.

No. 3—For thin belts over medium sized pulley.

No. 4—For belts not over ¼-inch thick.

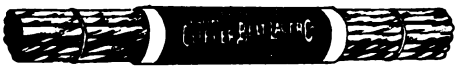
No. 5—For belts not over 5-16-in, thick.

No. 6—For belts not over ⅜-inch thick.



Hooks on Card

THE RAWHIDE PINS



Twisted rawhide. Pins are packed in standard bundles. Each bundle contains 24 pins 12 inches long.

THE FINISHED JOINT



ORDER YOUR STOCK **NOW** FROM

BAKER, HAMILTON & PACIFIC CO.

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PURE MANILA ROPE

"Seaport" Brand



TRADE MARK

"Seaport" is a Pure Manila Rope with Government Standard Strength Requirements for Manila Rope. It is proper rope for Hardware Store trade, where a manila rope is desired.

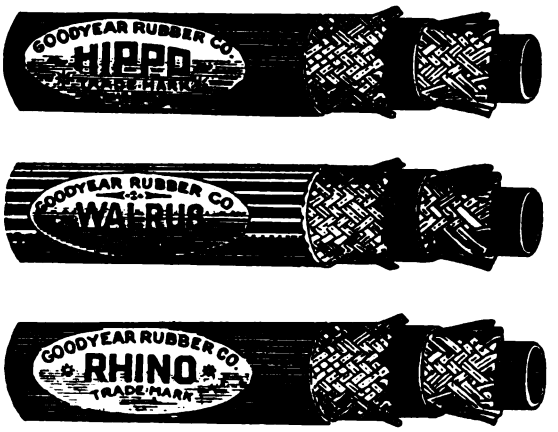
Ask your Jobber for this Rope.

THE PORTLAND CORDAGE COMPANY

Portland, Oregon ... Seattle, Washington

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THE BRANDS OF GARDEN HOSE WHICH INSURE QUALITY



INSIST UPON THESE BRANDS AND YOU GET THE BEST

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SAN FRANCISCO, CAL.

Nos. 61, 63, 65, 67 Fourth St., & Pine St.
PORTLAND, OREGON

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Hardware of Guaranteed Merit, from a House Famous for Its Service.

Tools
General Hardware
Automobile Accessories
House Furnishings
Sporting Goods
Cutlery
Phonographs
Phonograph Records

Wholesalers—Jobbers

Strevell-Paterson Hardware Co.
SALT LAKE CITY

HONEYMAN Hardware Company

Park at Glisan **Fourth at Alder**

White Mountain and Seeger
REFRIGERATORS
TOLEDO STEAM COOKERS
Nesco Perfect
OIL COOK STOVES
Domestic Science
FIRELESS COOK STOVES
GAS PLATES
GARDEN HOSE
LAWN SPRINKLERS
CAMP EQUIPMENT
In Tents, Beds, Cots, Chairs
Nested Cooking Utensils,
Etc., Etc.

A. M. HOLTER Hardware Company

Helena, Montana

Established 1867

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

HOLTER Hardware Company

Spokane, Wash.

WHOLESALE ONLY

Auto Accessories

Plymouth Rope
Automatic Washers
Sargent Hardware
Acme Paints
Rawlings Sporting Goods
Peninsular Line Furnaces, Ranges and Heaters
Schuttler Wagons
Mill, Mining and Logging Supplies

Prompt, Courteous Service

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Service—Equal to the best

Merchandise—of dependable quality

These two outstanding features are responsible for our exceptional development.

We solicit your patronage.

"Everything in Hardware"

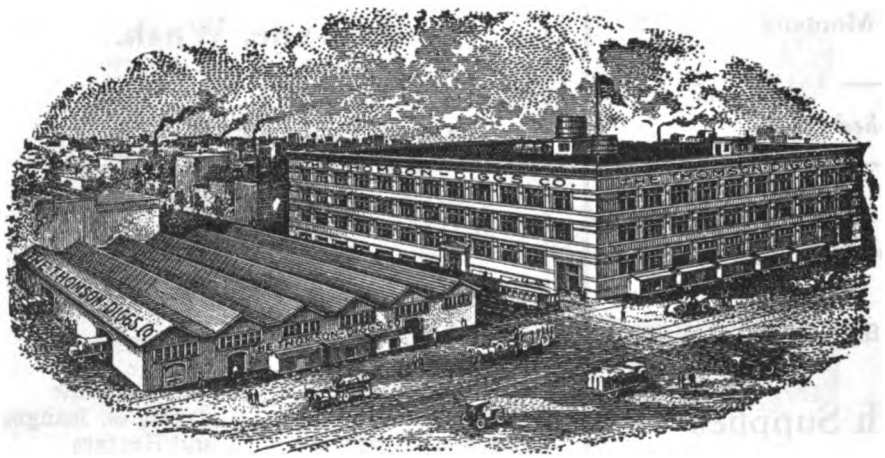
Salt Lake City
Utah

The Salt Lake Hardware Co.

Pocatello
Idaho

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

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BEAR BRAND COLD PACK CANNER



Approved by California Home Canners' Association

For Glass Jars or Tin Cans



Patented

Holds 10 Qt. Jars or 15 Pt. Jars



RETAILERS—BIGGEST CANNING year is here — Many Canneries will remain closed—Reap this opportunity to PUSH sale of this profitable CANNER.

Approved by U. S. Government. No lifting of ten jars at once. Lift out one rack at a time as needed. More convenient than the Wash Boiler type. Your jobber can supply you. Send for catalog and instructions.

WESTERN SALES REPRESENTATIVES

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colo.
Dan M. Bell, 222 Slaughter Building, Dallas, Texas

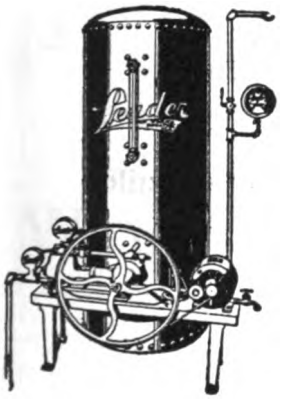
MANUFACTURED BY

Woolwine Metal Products Co.

Eighth Street and Santa Fe Ave.
Los Angeles, California

TRADE *Leader* MARK

WATER SYSTEMS



FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS

PACIFIC PUMP & SUPPLY CO.
853 Folsom Street
San Francisco, California
Sole Distributors

H. Roth & Sons Company

SPECIALTY HARDWARE JOBBERS

942-44-46 Mission Street
San Francisco
California

We carry factory brands only under factory labels and numbers

WHOLESALE ONLY

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YAKIMA
Hardware Company

YAKIMA, WASH.

Jobbers of Standard Lines of Hardware

Wholesale

BUILDERS' HARDWARE, ROOFING, STOVES, TIN AND ENAMELED WARE, IRON, STEEL, PIPE AND FITTINGS, BLACKSMITH AND WOOL GROWERS' SUPPLIES, HOP AND FRUIT GROWERS' SUPPLIES, SPORTING GOODS AND CUTLERY, AUTOMOTIVE EQUIPMENT

Orders filled same day as received



Prompt Courteous Service

A Word About

Stove Repairs

Established over 20 years in this section has enabled us to carry a stock of STOVE REPAIRS unequaled in this great Northwest.

We have gone beyond this—

Our ever increasing demand for STOVE REPAIRS has made it necessary for us to build and operate an adequate manufacturing plant, resulting in SUPERIOR CASTINGS, INCREASED EFFICIENCY and BETTER SERVICE.

We solicit orders thru Dealers and cater to the Jobbing Trade.

SPOKANE STOVE & FURNACE REPAIR WORKS

Incorporated

MAX RUBENS M. M. RUBENS J. I. RUBENS

SPOKANE, WASHINGTON

WASHINGTON
Hardware and Implement Underwriters

OF

SPOKANE, WASHINGTON

IS CONDUCTED BY HARDWARE AND IMPLEMENT DEALERS FOR THEIR SOLE BENEFIT AND PROTECTION

INSURES Stocks of Merchandise, Store and Warehouse Buildings, Dwellings and Household Goods for Hardware and Implement Dealers.

SAVINGS FOR 1920

50% OF PREMIUMS

This is for you if a member of your State Hardware or Implement Association.

An inquiry addressed to

E. E. LUCAS, Secretary

will bring full particulars by return mail.

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Dealers, Attention!
JOE WELSH
Genuine Leaders

Knotless, strong, invisible, can be had from your jobbers in Fishing Tackle.

Good in Fresh or Salt water—a size for every fish. Send for sample cards of the 6 sizes free on application.



OK SEAL OF QUALITY

JOE WELSH
PASADENA - CALIFORNIA
Exclusive Agent U. S. and Canada

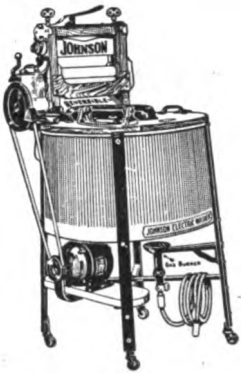
CONCRETE MIXERS



Store and Factory Trucks, Wheelbarrows, Scrapers, Hand Carts, Casters

LANSING COMPANY, SAN FRANCISCO

Johnson Electric Washer



A Household Necessity

The Lowest in Price

Most Economical in Operation and Maintenance

Requires Less Service Work

Lasts Longer

Equipped with special gas burner — Enclosed type motor. Solid copper tub, will not warp, leak, rust or burn out. Thousands in use on the Coast.

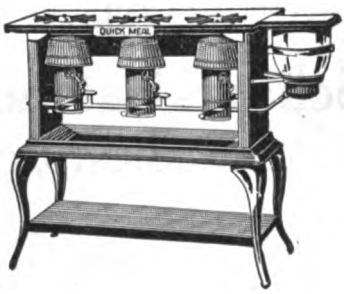
Liberal Dealer's Proposition
Write for Particulars

JOHNSON ELECTRIC WASHER CO.
Dept. E—4000 Adeline Street
Oakland, California



Cupola Burner Oil Stove





Short Chimney Oil Stove

WRITE FOR CATALOG NO. 128

We now have a Large Stock and Assortment of Oil Stoves

SEND YOUR ORDERS TO

QUICK MEAL STOVE CO., DIV.
OF AMERICAN STOVE COMPANY

C. H. SCHIECK
Pacific Coast Agent
715 Indiana St., near 19th St.,
San Francisco, Cal.

We also carry a large line of
COAL RANGES

We also carry a large line of
GAS RANGES

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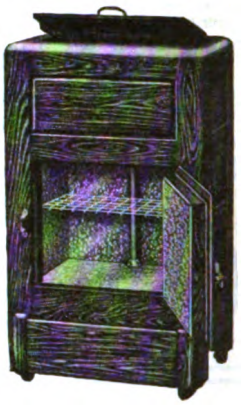
Herrick and Alaska
Refrigerators

PERFECT, SCIENTIFIC REFRIGERATION



"Herrick"

LININGS
Enameled
Porcelain
Spruce
Opal



"Alaska"

LIFE PRESERVER FOR FOODS

Mangrum & Otter, Inc.
827-831 Mission Street
San Francisco

The
Schaw-Batcher Co.
SACRAMENTO, CAL.

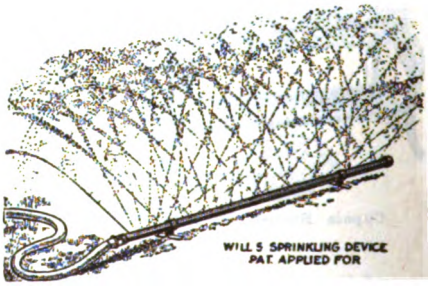
WE OFFER YOU

Hardware
Tinware
Enamelware
Ammunition
Builders' Hardware

OF DEPENDABLE QUALITY

PROMPT AND EFFICIENT SERVICE

Will's Scientific Sprinkler
FOR LAWNS AND GARDENS



"There's a Reason Why This Business Increased 100 Per Cent in 1920.

Three Superior Qualities
Durability—Efficiency—Cheapness

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid Standards—securely attached. No bending or breaking. Hose connection BEST made. The Spray is distributed equally, covering every space and corner.

Made in all Lengths, and to suit any pressure.

Guaranteed for 10 years' service if properly cared for.

Ask your Jobber or send direct to the Factory for our descriptive folder.

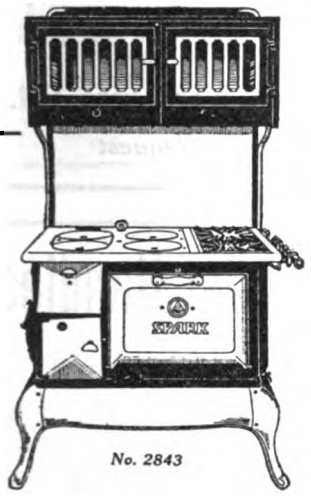
WILLS SPRINKLER CO.
2110 FLORENCE AVE. LOS ANGELES

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Double Summer Profits

By Selling This Popular Labor-Saving Combination

3-Service SPARK Range

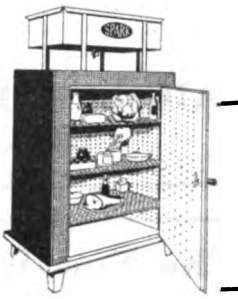


Burns Coal, Wood or Gas, singly or together

Every woman will greet the improvements in this stove with joy. Its three independent ovens, compactness (38 inches wide, 26 inches deep), ultra modern construction (made of rust-resisting steel, with nickel, glass and enamel trimmings; oven thermometer) and two overhead gas ovens (fumeless) are a silent sales' argument which convinces every beholder of its superiority over other ranges.

The Range that sells itself Guaranteed for Five Years

SPARK Iceless Cooler



Pays for itself in ice saved. Works automatically. Requires little care. Gives faultless service. Keeps foods perfectly in its self-generated, air-cooled atmosphere.

The moment women see this SPARK Iceless Cooler they want it because it assures economy, sanitation and less work.

Write for prices and description.

Made in a daylight plant by

Hammer-Bray Co.

OAKLAND CALIFORNIA, U.S.A.

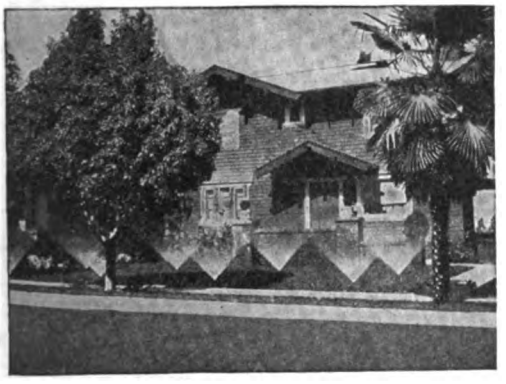
If your locality is not represented, write for the Exclusive Agency for this SPARK Range—the Stove of the Future.

Portland
F. L. Green Co.
Portland Furniture Exch. Bldg.

Seattle
F. L. Green Co.
62 Pike Street

Los Angeles
D. D. Adams
332 South Spring

Thompson Adjustable Sprinkler Head



Sold Through the Jobbing Trade

Thompson Manufacturing Company
East Eighth and Santa Fe Ave.
LOS ANGELES

HERCULES COLD SODER

THE METAL MENDER



Mends any leak in any metal quickly and permanently, without heat or acid. Just apply Hercules Cold Soder, a semi-liquid, from tube, covering hole or crack. Fixes household utensils, brass, granite, aluminum-ware, pipes, gasoline tanks, auto radiators or cylinders. Finds popular sale. National advertising is intensifying demand. Ask your jobber. Write for booklet.

HERCULES PRODUCTS CO.

Dept A **COUNCIL BLUFFS, IA.**

AMERICAN MERCANTILE CO., 510 Battery Street, San Francisco, Calif., Export Representatives

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1880 **FORTY-ONE YEARS** 1921

EXCLUSIVE AGENTS TO THE WESTERN TRADE

ARROW BRAND

CUTLERY

ADOLPH BLAICH, Inc. - - 693 Mission Street, San Francisco, Cal.

Wholesale Only *Samples and Prices on Request*

The New Haven Brownie

TELLS THE TIME DAY AND NIGHT

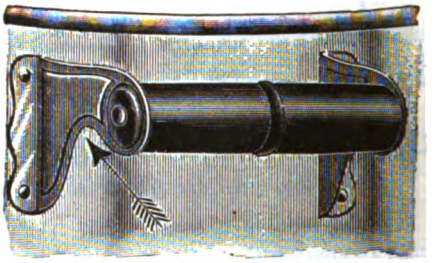


FULL RADIUM WHITE DIAL
ONE DAY INTERMITTENT ALARM

Height, 4 inches. Dial 2¼ inches. Alarm rings for 5 minutes, intermittently in 20-second intervals. Has silent switch. Case, seamless brass, heavily nickel plated. A compact, strongly made, attractive little clock.

MORGAN & ALLEN CO.
150 Post Street, San Francisco, California

Keystone Boiler Handles



No. 1, Regular size for oval boilers.
No. 2, Regular size for square boilers.
No. 40, A new style made to hook over the edge of sinks, etc.
The illustration represents the No. 40 handle. The sides are heavy stamped steel, nicely trimmed.
Send for samples.

BERGER BROS. CO.

Office, 229-231 Arch Street
Store, 237 Arch Street
Warerooms and Factory, 110-114 Broad Street
PHILADELPHIA

STOVE & FURNACE REPAIRS

Welding for All Makes Repairs and Wicks for New Perfection and Puritan Oil Stoves and Heaters

JOBBERS **MYER S. RUBENS** WHOLESALERS

PLATERS Gold, Silver, Nickel, Bronze, Copper, Brass, Blue and Gun Metal Oxidizing PLATERS

GALVANIZING RESILVERING RETINNING

Demountable Rims, Etc. Head and Spot Lights Milk and Ice Cream Cans, Etc.

Silver Ware Refinished
1009 W. FIRST AVE. Also Rented for Weddings, Banquets, Etc. SPOKANE, WASH.

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AT $5.00 RETAIL

The Most Wonderful Air Rifle Ever Invented

Different from All Others

ORDER NOW from your jobber or write us direct for full information regarding the only ORIGINAL PUMP GUN FOR MEN AND BOYS, always in great demand. Sample on request. Attractive discounts.

Benjamin Air Rifle & Mfg. Co.
Broadway & Washington
ST. LOUIS, - - MISSOURI

Pacific Coast Representatives
McDONALD & LINFORTH
Call Bldg., San Francisco



At a Popular Price

The Benjamin

A REAL PUMP AIR RIFLE
ONE STROKE OF THE PUMP AND YOU CAN SHOOT

POWERFUL and ACCURATE. Works on the same principle as Air Drills and Air Hammers. Shooting power always under your control. Each stroke of the gun increases the shooting power. One to four strokes all that is ordinarily required. Never loses its shooting force. Absolutely safe, holding the compressed air for some time. You do not drop in shot until ready to shoot at your object. Nothing to wear out but the valves which ought to last several years, when they can easily be replaced by anyone at a very small cost. Stock of turned walnut, and separates from barrel. Gun is then only 23 inches long.



TRADE
STOVOIL
MARK

Makes Stoves Look Like New

KILLS RUST; PREVENTS RUSTING; CLEANS AND POLISHES.

Write for Wholesale Prices

SUPERIOR LABORATORIES
General Offices, Dept. 11
Grand Rapids, Mich.

GENERAL SALES CORPORATION
Pacific Coast Representatives
718 Mission St., San Francisco
737 Terminal St., Los Angeles
Seattle, Wash.

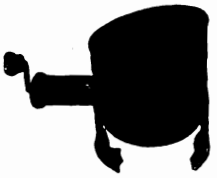


DIXON'S SILICA-GRAPHITE PAINT

Recommended for metal or wood surfaces, iron shutters, tanks, piping, stacks, boiler fronts, iron fences, etc. Pigment is flake silica-graphite; vehicle is best linseed oil. One Quality Only.

Write for Booklet No. 230-B and prices.

JOSEPH DIXON CRUCIBLE COMPANY
Jersey City, New Jersey
Established 1827



GENUINE

HUNTER'S SIFTER

Standard of the World
Since 1880

Sectional View Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO.
Bender Street Hamilton, Ohio

DI-MEL-INE

PAINTS - STAINS - ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. RETAILS 25 CENTS—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

Dealer's Assortment (30 doz.).....$54.00
Jobber's Assortment (12 doz.)..... 21.60
Open Stock, all colors, per gross..... 21.60

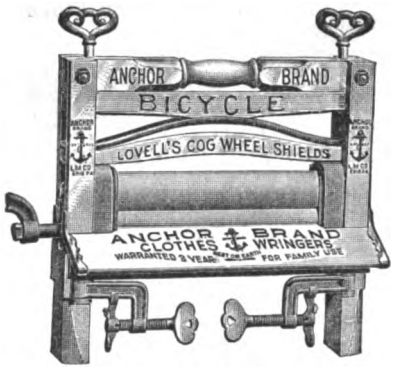
2% Freight allowance, F.O.B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MAHLAUR PAINT MFG. CO.

169-173 Second Ave., BROOKLYN—NEW YORK
Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

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Have You Proved This?

We have proved that a correct design in a universally used article, manufactured strictly for improving its service to the public, will in due time build up a productive organization able to revolutionize previous habits in that line.

Take Clothes Wringers.

Clothes Wringers to-day are common and inexpensive.
But they are only common because Anchor Brand led the way.

Anchor Brand is the Clothes Wringer for most American families.

ANCHOR BRAND TRADE MARK L. M. CO. Erie, Pa.

Anchor Brand Clothes Wringers

LOVELL MANUFACTURING CO., ERIE, PA.
Largest Manufacturers of Clothes Wringers in the World

American Portable Scales



Hardened Bearings. Tool Steel Pivots. Accurately Sealed. Fully Guaranteed.

Made of very best material and workmanship throughout, neatly finished, strong and perfectly accurate.

No better scale on the market, and the low price will interest you. We make the complete line of sizes; also weightless scales.

Write for Catalog and Jobbers Prices

AMERICAN SCALE CO. - Station B, Kansas City, Mo.

THE Royal Self Heating Iron



Largest selling—lowest priced.

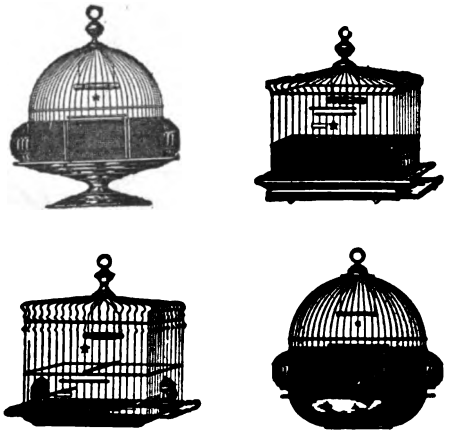
A Profitable Summer Seller
1,000,000 Sales to date proves it's a fast seller

Simple and easy to operate. Highly polished and nickel-plated. Heat regulated instantly. Handle always cool. Correct weight, 6 lbs. Attractive Selling Helps free to dealers. Write today for prices and details.

ROYAL SELF HEATING IRON COMPANY
Big Prairie, Ohio

O. LINDEMANN & CO.

35 and 37 Wooster St., New York *Established 1863*



Manufacturers of JAPANNED, BRASS and TINNED WIRE

Bird Cages and Cage Sundries

A. L. Conger, 703 Market Street, San Francisco, Cal. Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash., Representative for Washington, Oregon, Idaho, Utah, Montana and British Columbia



Camp Spoons
ATLAS TINNED

Now is the time to place orders for these spoons so as to have them in stock for Campers.

Write for catalogue and prices.

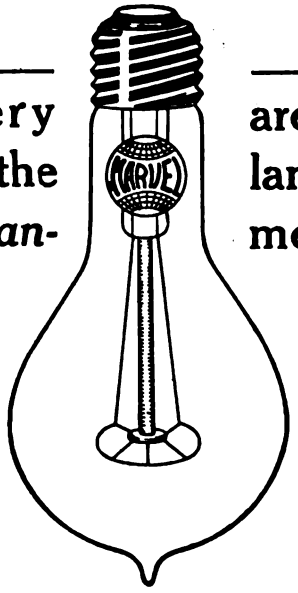
Atlas Mfg. Co.
NEW HAVEN, CONN.

HUGHSON & MERTON
Pacific Coast Agents
San Francisco, Los Angeles

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MARVEL Nitrogen Lamps

All Sizes!



All Sizes!

Stamped on every Marvel carton are the words "One *Guaranteed* Nitrogen Lamp."

You are protected! You and your customers are assured of perfect lamps—no disappointments, no misunderstandings—no comeback claims.

IMMEDIATE DELIVERY

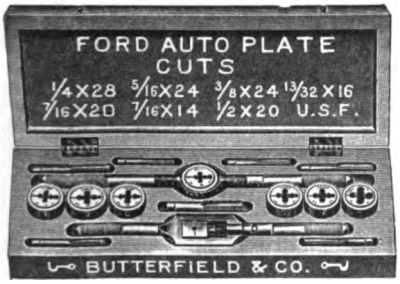
Write or Wire

BRITE-LITE LAMP MFG. CO.

214 Oxford St., Providence, R. I.

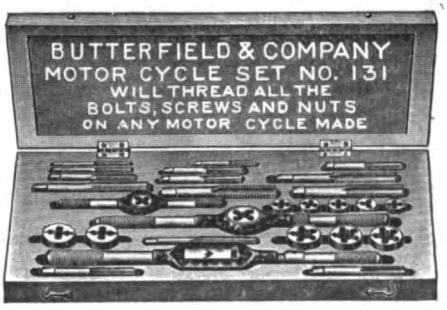
"BUTTERFIELD"

"SPECIAL PURPOSE"—"SCREW PLATES"



"Ford—No. 133"

Note the cutting sizes on the box cover and you will immediately understand why it is indispensable to every garage and every Ford car owner. The odd sizes contained here cannot be found in any regular set.



"Motorcycle No. 131"

This set will thread all the bolts and nuts on the Yale, Indian, Excelsior, Harley-Davidson, Thor and other makes of motorcycles. They are always in demand, so order your stock today.

BUTTERFIELD & CO. Division

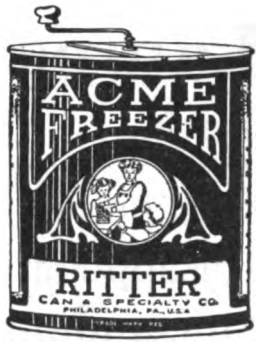
Union Twist Drill Company

DERBY LINE, VT.

CHICAGO STORE, 11 South Clinton Street

PACIFIC COAST REPRESENTATIVE
V. S. Walsh, 560 Mission St., San Francisco, Cal.

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Make Pure Ice Cream Comfortably in 5 Minutes at Home with the

"ACME" FREEZER

This sanitary, non-rustable, all metal Freezer has simple parts easy to put together, and it makes pure, velvety cream more quickly, and with less work and ice than other freezers.

After the cream is frozen, place the ACME in the refrigerator, thus saving ice, time and labor in packing. When empty again, can be put on the pantry shelf.

It's easy to identify the ACME FREEZER by the big blue label.

Your Jobber can supply you with ACME Freezers

Two splendid selling sizes:

2 Quart Size—Retails at $1.50
4 Quart Size—Retails at 2.50

MADE BY

RITTER CAN & SPECIALTY CO., Philadelphia, Pa.

Factory Selling Agents: BEH & CO.
1140 Broadway, New York City

SHUR-TITE BOTTLE CAP

For perfect sealing — and re-sealing—of home beverages, ketchups, sauces, etc., without the use of a capper.



Used Repeatedly

Never Leaks

Instantly Applied

Seals Positively



SELLS RETAIL FOR 5c EACH COMPLETE



Attractive discounts to the trade.

—

ORDER SAMPLE GROSS TODAY

MANUFACTURED BY

PORTER PRODUCTS CORPORATION

615 Keith Bldg. - - - Syracuse, N. Y.

WHITE MOUNTAIN REFRIGERATORS



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A

BRANCH OFFICES:

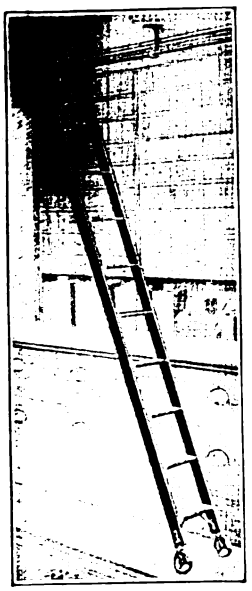
New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo. Melbourne, Aus.

PACIFIC COAST DISTRIBUTORS:

San Francisco.....Dunham, Carrigan & Hayden Co.
Sacramento .....Miller-Hnwright Co.
Portland .....Honeyman Hardware Co.
Seattle .....Schwabacher Hardware Co.

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Milbradt Ladders



Will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write for catalogue showing a large number of styles suitable for all kinds of shelving.

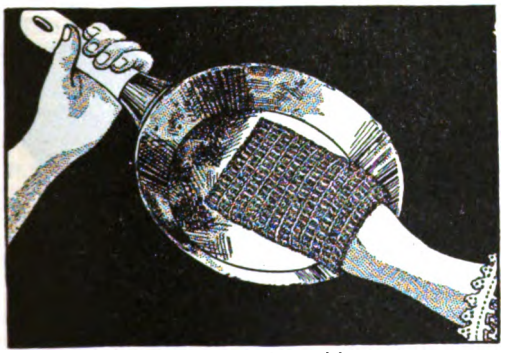
MILBRADT MFG. CO.

2415 No. Tenth St. - - - St. Louis, Mo.

MAGNETIC CLOTH

CLEANS LIKE MAGIC

and is the most ready seller of any domestic device known



No up-to-date kitchen is complete without one; no more worry over Dirty Pans; just a rub or two with Magnetic Cloth and the pan is clean and sweet and sparkles like new. The Magnetic Cloth is made of a special crinkled spun wire fabric and gives excellent service.

Retails for 10 Cents



Send us your jobber's name if he can't supply you.

Manufactured by

JOHN W. GOTTSCHALK MFG. CO.

Lehigh Ave. and Mascher St. Philadelphia, Pa.

McDONALD & LINFORTH,

Pacific Coast Reps., 789 Call Bldg., San Francisco

ALUMINUM

MADE IN OHIO, U. S. A.

ALUMINUM "Real Solid"

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage.

"REAL SOLID" WARE

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.



TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market

Write Today and get our New Catalog just off the Press.

The Buckeye Aluminum Company

WOOSTER, OHIO

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TRINER "LIBERTY"
PARCEL POST SCALE



With indicator showing amount of postage in the regular stamps and additional amount required in war stamps.

Saves work and prevents inaccuracy in counting postage required by new war Revenue Bill

Made only in 20-pound capacity.

Furnished in black enamel finish, glass front, steel top.

Same style, tile top.

Blue enamel finish, glass front, tile top.

Insist on the Triner. Your jobber can supply you.

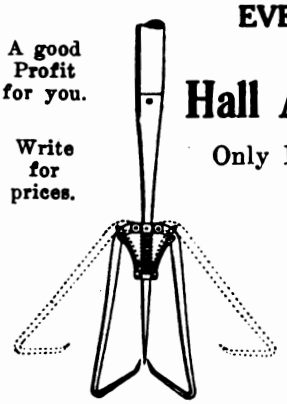
TRINER SCALE & MFG. CO.

West Twenty-First Street Chicago, Illinois

W. P. HORN & CO.
Pacific Coast Representatives
Rialto Building, San Francisco, Cal.
Los Angeles, Cal. Portland, Ore. Seattle, Wash.

A good Profit for you.

Write for prices.



EVERY FISHERMAN NEEDS

Hall Automatic Gaff

Only Practical Gaff Made.
Weight, 20 oz.; Length 17 in.

Hall Automatic Fish Spear and Gaff Co.

601-3 Boston Block
MINNEAPOLIS, MINN.



THE ONLY GENUINE

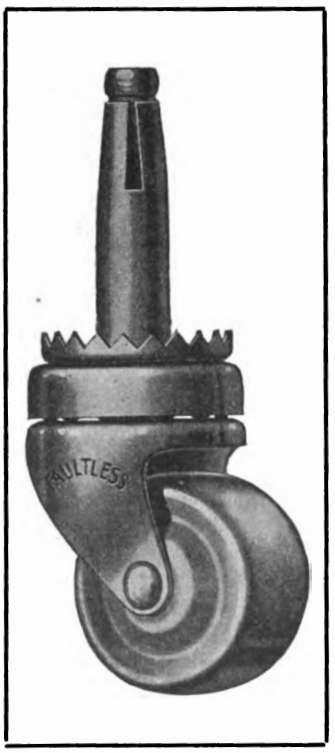
AL WILSON

SPINNERS
BASS SPOONS
CONNECTING LINKS
With the Safety Catch

Famous from Pacific to Atlantic for workmanship and material.

Order through your jobber Write us for catalog

AL WILSON CO., Williams Building, San Francisco



Announcing

THE NEWEST

Faultless Caster

(Roller Bearing)

"Moves the FAULTLESS Way"



Of the same high standard that characterizes the entire FAULTLESS line. A beautiful caster, neat appearing—built with lines that conform to the custom of furniture made today—manufactured to a precision, no rough corners or unsightly scratches, symmetrical. These are a few of the extraordinary features that are standard in this new

FAULTLESS ROLLER BEARING CASTER

Made in all sizes and finishes, with maple, lignum-vitae, steel, cast-iron, fibre or felt wheel. Send for sample best adapted for your purpose.

Faultless Caster Company

Executive Offices

Evansville, Indiana

Eastern Sales Office: 200 Fifth Avenue, New York

BY INVITATION MEMBER OF

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Hardy's "Campers Friend"

A "Down to the Minute" Camp Outfit that Makes Camp Life Enjoyable

—As a running board box it carries a complete Camp Cooking Outfit, a two burner gasoline cook stove and a metal service box, in which to carry a complete dining service.

—The box is convertible in less than two minutes into a Camp Cook and Dining Table, having a top measuring 26½x33 inches and with two spacious shelves underneath for holding utensils, stove, etc.

—With the "Campers Friend" you stand up and cook with ease and sit down and eat in comfort.

—It eliminates the open camp fire for cooking purposes with all its disagreeable features.

—There's no more stooping and squatting in awkward and tiresome positions while cooking and eating.

—The most compact, practical and useful camp convenience ever offered the motorist who tours and camps.

—Dealers can make their camp equipment and sporting goods departments more profitable by stocking this "up-to-date" outfit.

Write for Prices and Illustrated Folder.

JOHN E. HARDY

PORTLAND, OREGON



They're Coming Fast

Orders and Inquiries

from all points are pouring in daily in response to our National advertising in more than a dozen leading mediums.

Inquiries coming from territory wherein we have dealers are referred back to these dealers.

It is Time NOW for you to begin your harvest of the touring and camping season; time to order—

The "Red Seal"

Auto Bed and Tent

"FOUR BEDS IN ONE"

For Tourist, Camper Sportsmen and Home

New 1921 model weighs but 47 pounds, and will support a family. Can be erected within our "Red Seal" tent, either with or independent of the car, or over the seats if desired.

Equipped with a mattress that **Cannot Sag**; tensile steel springs; light steel frame—rigid and strong; folds into small, neat bundle which is carried conveniently on running board.

Write today for descriptive literature and attractive price list

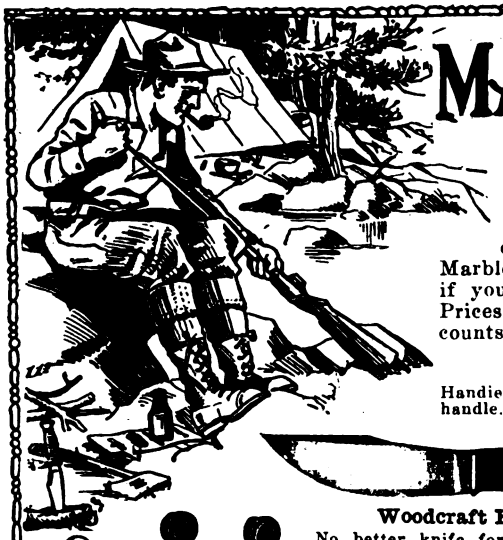
The Schaefer Tent & Awning Co.

1421 Larimer Street

DENVER, • COLO.

DEALERS! The point of interest to you is the comparatively low cost—the wide margin—the waiting market. All inquiries resulting from our national advertising will be immediately referred to you. Begin with the season; get the full reward—Order TODAY.

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MARBLE'S OUTING EQUIPMENT

Feature Goods That Sportsmen Are Familiar With

Outdoor men know they can't go wrong in buying Marble's safety pocket and camp axes, hunting knives, gun sights and cleaning implements, compasses, waterproof matchbox, etc., Marble's goods are sold by leading jobbers—if your dealer can't supply you write us. Prices quoted are list—liberal dealer discounts. Be sure you have Marble's 1921 catalog.

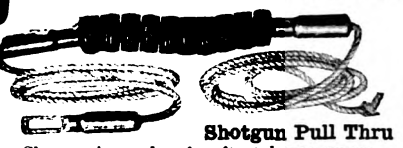


Safety Pocket Axe

Handiest tool ever made for sportsmen—guard folds into handle. Large enough to cut a tree—small enough to carry in the pocket. 2⅜x4-in. blade, finest tool steel. List price—steel handle, $3.25—selected hickory handle, $2.00.

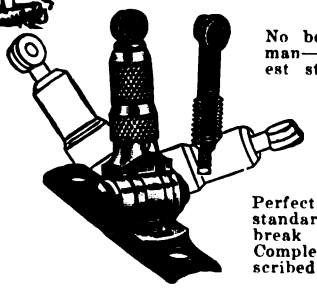
Woodcraft Knife

No better knife for an outdoor man—4½-in. tapering blade, finest steel, checkered at back to give firm grip. List price—Leather handle, $2.25; Staghorn handle, $3.00. Leather sheath included—add 10 per cent war tax.



Shotgun Pull Thru

Cleaner is made of softest brass gauze washers on spiral core—thoroly cleans without injuring finest gun. List price, $1.25. Field Cleaner—for all rifles, same as Pull Thru, list price, $1.00.



Flexible Rear Sight

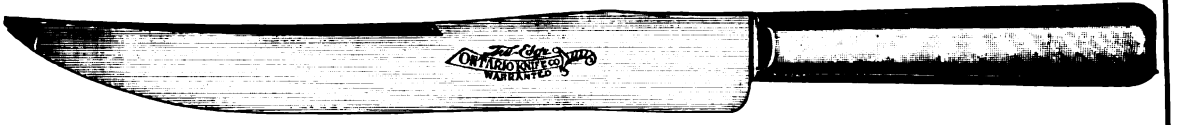
Perfect rear sight for nearly all standard American rifles — won't break if struck. List price $4. Complete line Marble's sights described in catalog.

MARBLE ARMS & MFG. CO.
5380 Delta Ave., Gladstone, Mich.
Pacific Representatives, McDonald & Linforth
739 Call Bldg., San Francisco, Cal.

The Ontario Knife Company, Franklinville, N. Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.



BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE

KNIVES

KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

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1921 N. R. A. Indoor Championship

WON WITH

Peters AMMUNITION

Lakewood Rifle Club, of Lakewood, Ohio, made the phenomenal score of 9,650 x 10,000 in Prone and Off-hand combined.

Prone .....4,997 x 5,000
Only three points down for five-man Team
Off-Hand .....4,650 x 5,000

These Lakewood Champions used exclusively

Peters "Tackhole Special" 22 Long Rifle Cartridges

The Peters Cartridge Company, Cincinnati, Ohio

BRANCHES: NEW YORK—SAN FRANCISCO

PACIFIC COAST BRANCH—585-87 HOWARD STREET, SAN FRANCISCO

MARSHALL-WELLS COMPANY, Portland-Spokane-Duluth-Winnipeg-Edmonton
HIBBARD, SPENCER, BARTLETT & CO., Chicago, Ill. SLOSS & BRITTAIN, Inc., San Francisco

A SURE SELLING WEDGE

WHITELITE LAMPS



DUALITE

Talk DUALITE to the man and woman on the other side of your counter, and you get 'em. They will listen to you. No matter what else they may or may not need for the moment, they will be interested to learn that there

is a lamp that does double duty, serving twice as long as any lamp known, and that you can supply it to them.

Order your DUALITES now. This is the season for you to lay your stock in.

The DUALITE is fully protected by U. S. Patents and is made and controlled exclusively by us, who have for years specialized in gas-filled lamps.

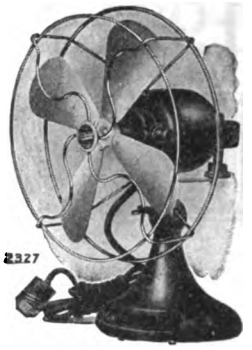
WHITELITE ELECTRIC COMPANY, 368-370 Broome St., New York City

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Sell Electric Fans

Northwind

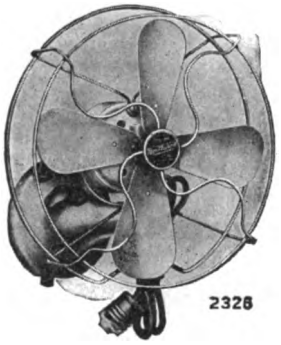
REG. U.S. PAT. OFF.



Many live hardware dealers are selling Northwind Fans—and making good profits.

You can do as well. The demand is there—five successful seasons prove it.

Northwinds are well-made, serviceable fans—good to look at and economical to operate. They carry a year's guarantee, backed by 25 years' experience in making high-grade fans.

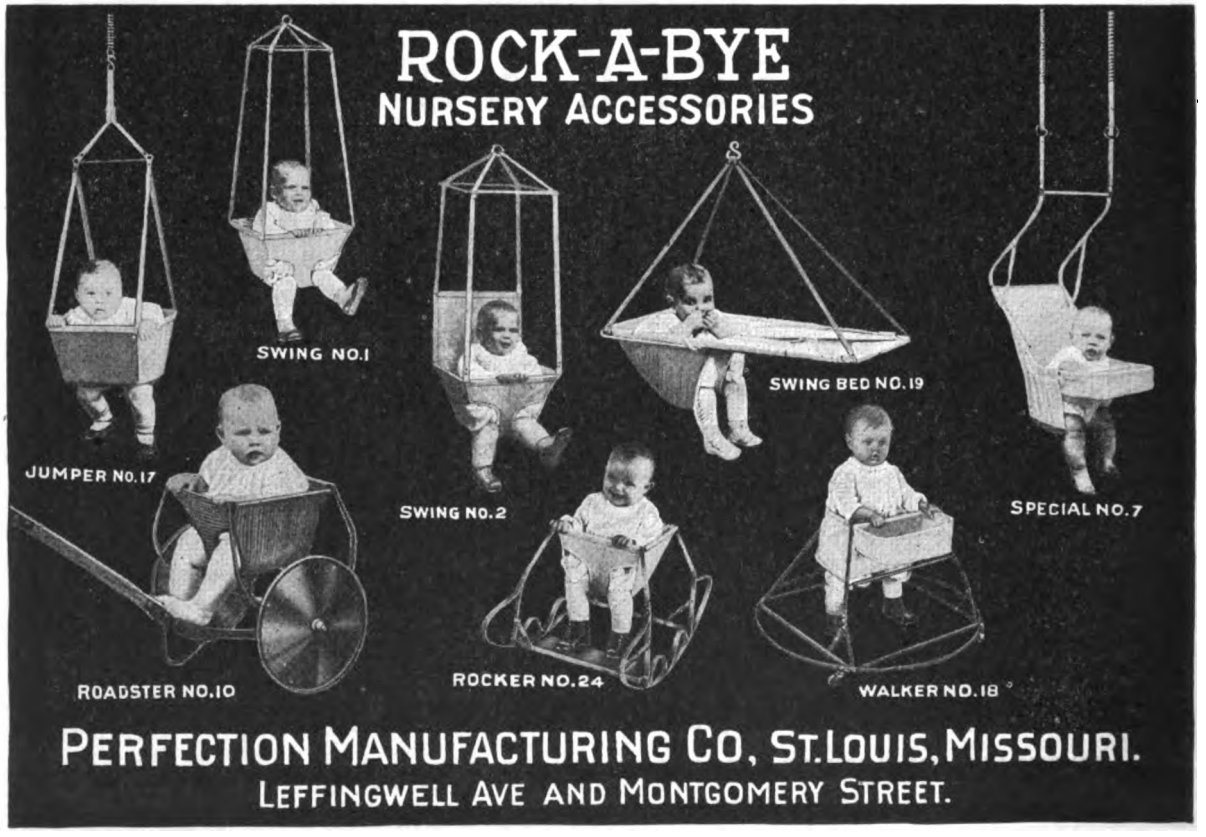


Made in two popular sizes—8-inch desk-bracket type, in mat brass finish, complete with two-speed switch, plug and cord—10-inch oscillating type, adjustable for desk or wall use, in dull black finish, brass-finished blades, three-speed switch, plug and cord. Packed in individual cartons (8-inch, 12 to a case—10-inch, 6 to a case).

These are "universal" fans, operating on 100 to 120 volts direct or alternating current (25 to 60 cycles).

You can't sell fans unless you have them in stock! Order a case of Northwinds from your jobber or

The Emerson Electric Mfg. Co.
2018 Washington Ave., St. Louis, Mo.
Eastern Office — 50 Church St., New York City



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CHATILLON CUTLERY

FOSTER BROS. CLEAVERS

Favorite With Butchers

A tool so ordinary as a cleaver can only stand out prominently over cleavers of other makes when it delivers service that is markedly superior than that delivered by other cleavers.



It is this superior service that recommends Foster Bros. Cleavers to butchers—that makes them use Foster Bros. in exclusion to any other brand—that has made Foster Bros. the standard of the United States.



The two cleavers illustrated are only two of our many designs we carry. Both are well balanced, and afford a keen cutting edge that will wear long before regrinding.

Ask your jobber

THE BRAND IS FOSTER BROS.

85-99 Cliff St.,
New York City, N. Y.

JOHN CHATILLON & SONS
New York U.S.A.



A Winning Appeal to Your Trade

—is assured by these beautiful, high grade, handy, durable and trouble-proof household necessities, the

Elgin Oil Heaters

Smokeless, odorless; equipped with regulator which makes it impossible to turn the flame too high. Automatic flame extinguisher. A child can safely operate it. Display a few in your window. They sell themselves. Write for special display and advertising helps. Let us help you to good profits. Write direct if your jobber cannot supply you.

ELGIN STOVE & OVEN CO.
ELGIN, ILL.

Eastern Distributors. BEH & CO., 1140 Broadway, New York City. Warehouses: New York, Philadelphia, Pittsburg, Rochester.

Chicago Representative: M. S. Kopf, 180 Dearborn.

Detroit Representative: Federal Sales & Supply Co., 1024 Farmer Street.

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DUPLEX DEALERS BULLETIN

ISSUED ONCE A MONTH FOR DEALERS EVERYWHERE

Big Turn-over Easy This Way

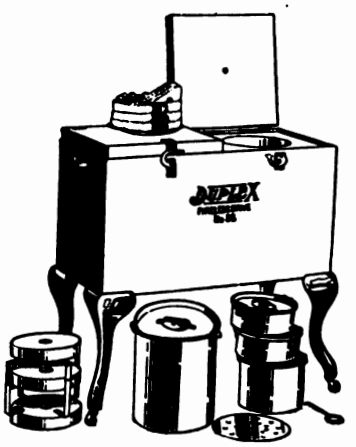
Every merchant hears about the advantages of big turn-over which produces so much larger profits from the capital invested. But what he is interested in is how to get it.

The answer is—the right merchandise, backed up by real selling effort. That is why Duplex Fireless dealers are so successful.

The quality product is there. Home-keepers instantly understand the Duplex time and money saving advantages.

Backing up this product is a thorough national advertising campaign and every assistance in methods to make sales locally.

When you are a Duplex Dealer, you get practical helps, such as window trims, folders imprinted with your name, posters, window displays, assistance in planning newspaper advertising.



The Duplex, all-metal, steel and aluminum construction insures cleanliness as well as long life. An entire meal can be cooked in the heavy well-made aluminum vessels, forming a part of the equipment of each Duplex.

Broad Sales Field For Large Volume

To make substantial continued profits, you must sell merchandise that has a broad field.

The Duplex Fireless Stove appeals to all homes alike. Every housekeeper is interested in the savings it makes in fuel and food bills and the great relief it affords from being tied to the kitchen. The Duplex range of models includes sizes to suit the needs of every prospect.

There's even a size small enough to take along on automobile and camping trips.

We would like to tell you more about the great sales records this household necessity has been making. Write now.

DURHAM MFG. CO.
MUNCIE, IND.
New York, 108 Chambers Street
Los Angeles, 3718½ W. Pico Street
Chicago, 1316 Manhattan Building

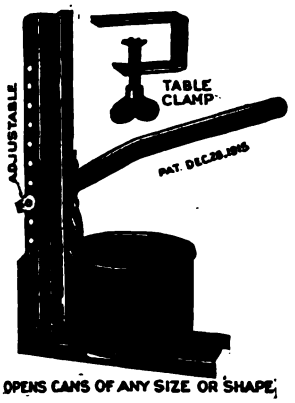
Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (*Nickel-Steel*) *Ware*
El-an-Ge Enameled Ware
and
Pearl-Agate
Turquoise Enameled Ware

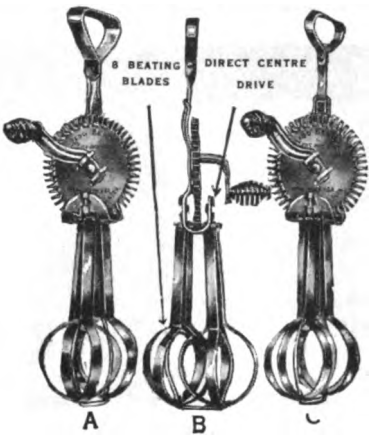
New York Chicago Boston San Francisco

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OPENS CANS OF ANY SIZE OR SHAPE

PRICES and PRICES



Goods of NO quality bring one price; QUALITY goods another. The PUBLIC KNOWS THIS, as well as you and we, and APPROVES it. FACT IS a reasonable HIGH PRICE convinces public of QUALITY, PROMOTES CONFIDENCE and SALES. We have no intention of reducing prices to enter the knick-knack class and decrease your profits.



Ladd Mixer-Churns

LADD ALL-STEEL BEATERS—3 sizes for all requirements.
LADD MIXER CHURNS—1 qt., 2 qt.—Removable Beaters.
SATURN CAN OPENER—Safety, Sanitary.
SATURN REELS—2 finishes—40 ft. cord.

JOBBERS THE WORLD OVER AND US

UNITED ROYALTIES CORPORATION
1133 Broadway, New York



Saturn Clothes-Line Reels

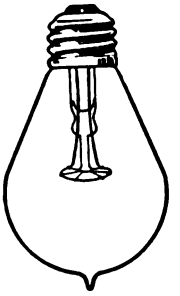
A LAMP THAT WILL HELP YOU MAKE NEW CUSTOMERS

Hygrade Mill Type

A strong, rugged tungsten-vacuum lamp, built solely for use in places where there is excessive jar and vibration.

You can sell Hygrade Mill Type Lamps to mills, factories, garages and similar places, where, up to now, inefficient, dim yellow-light carbon lamps have been the only lamps strong enough to stand up under the rough treatment they received.

Hygrade Mill Type Lamps are practically as strong as carbon lamps—they will stand an immense amount of abuse and rough treatment—are longer lived than carbon lamps and give over twice as much clear light for the same amount of electricity.



Hygrade Mill Type Tungsten-Vacuum 25 and 50 Watts

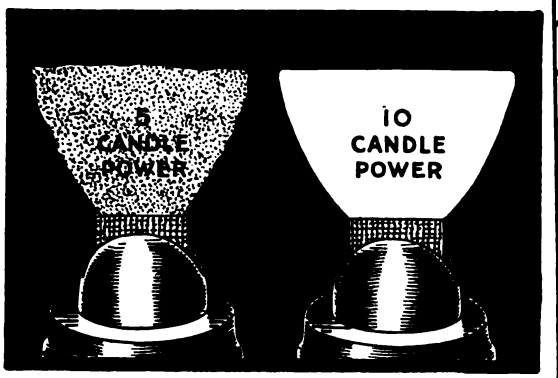
Write Us for Full Particulars

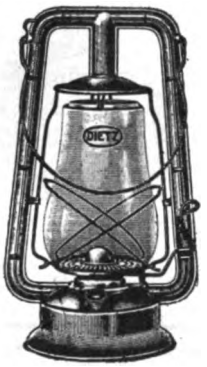
Licensed under the Tungsten Lamp Patents of the General Electric Co

OMER COX
Western Representative
Atlas Building
San Francisco, Cal.

HYGRADE LAMP CO
GENERAL OFFICE AND FACTORY SALEM MASS

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DIETZ "ROYAL"
Hot Blast, 5 C. Power



DIETZ No. 2 BLIZZARD
Cold Blast, 10 C. Power

Wicks Same Size But a Big Variation in the Candle Power

Volume of light in a Dietz Lantern is determined by the fact of whether the air which reaches the wick is fresh and fully charged with oxygen or whether it is adulterated with air which has had its oxygen partly burned up by previous circulation through the lantern. Thus wicks of the same size may carry flames of widely differing candle power.

This is, briefly, why you get more light from a Dietz Cold Blast Lantern than from a Hot Blast Lantern.

R. E. DIETZ COMPANY
NEW YORK

Largest Makers of Lanterns in the World
FOUNDED 1840
Your Jobber Stocks DIETZ Lanterns

DIETZ LANTERNS

YOUR CUSTOMERS PREFER

WITT

Corrugated Ash Cans and Garbage Pails



More than ever, during these warm days, people realize the necessity of a garbage pail, that is odorless—vermin proof—dog-proof and watertight.

Witt Corrugated Pails and Cans on display will increase your sales. National advertising has educated everyone to the worth of these containers.

The yellow label is their guarantee of Quality.

FOR SALE ON THE PACIFIC COAST BY

Baker, Hamilton & Pacific Co	San Francisco
Dohrmann Commercial Co	San Francisco
Dunham, Carrigan & Hayden Co	San Francisco
Heyman-Weil Co.	San Francisco
Holbrook, Merrill & Stetson, Inc	San Francisco
Mangrum & Otter, Inc	San Francisco
Seller Bros. & Co	San Francisco
Whiton Hardware Co.	Seattle, Wash.
J. Bornstein & Sons, Inc	Seattle, Wash.
Schwabacher Hardware Company	Seattle, Wash.
Seattle Hardware Company	Seattle, Wash.
Thomson-Diggs Co.	Sacramento
M. Seller & Co	Portland, Seattle, Spokane
Honeyman Hardware Co.	Portland

MANUFACTURED BY
THE WITT CORNICE CO.
Cincinnati, Ohio

Pacific Coast Representatives
GRIFFITH SALES CO.
693 Mission St., San Francisco

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ORDER FROM YOUR NEAREST JOBBER

The OLD RELIABLE Lines of

American Enameled Ware

—

Marble
(Blue and White)

Swedish
(Mottled Veined)

White and White

—

Sold by all the leading house furnishing and hardware houses

—

30 years of unfailing service and satisfaction

—

THE AMERICAN STAMPING & ENAMELING CO.

MASSILLON, OHIO

3 Plants at Bellaire, Ohio, and Massillon, Ohio covering 15 acres of floor space

"Self-Fluxing"



—a feature that appeals to every class of hardware trade—

Manufacturers use Self-Fluxing solder because it speeds production—repair-men, garagemen and tinsmiths, because it is convenient, rapid and certain—householders, because it is the only solder for the layman. And all of these customers are impressed by the remarkable work it does, and therefore continue to buy—

KESTER ACID CORE WIRE SOLDER
FLUX IN POCKETS

You, too, will like this Self-Fluxing, genuine tin-and-lead solder. First, for the same reason your customer likes it: because it will enable you to do your own work better—second, because it is easy to handle. It stocks two items in one—flux and solder. It's easy to sell; easy to **keep** sold.

Satisfaction all along the line! Why? Simply because fluxing, the hard part of soldering, has been eliminated by putting the flux in the solder. Note that the flux feeds out before the solder melts, insuring a perfect bond; no chance of faulty fluxing; soldering time cut in half!

Try it on your hardest job. Then you can buy it from your jobber in 1-lb. cartons and on 1, 5 and 10-lb. spools.

Auto Repairmen



Tinsmiths



Householders



Electricians



Chicago Solder Company
4229 Wrightwood Ave., Chicago

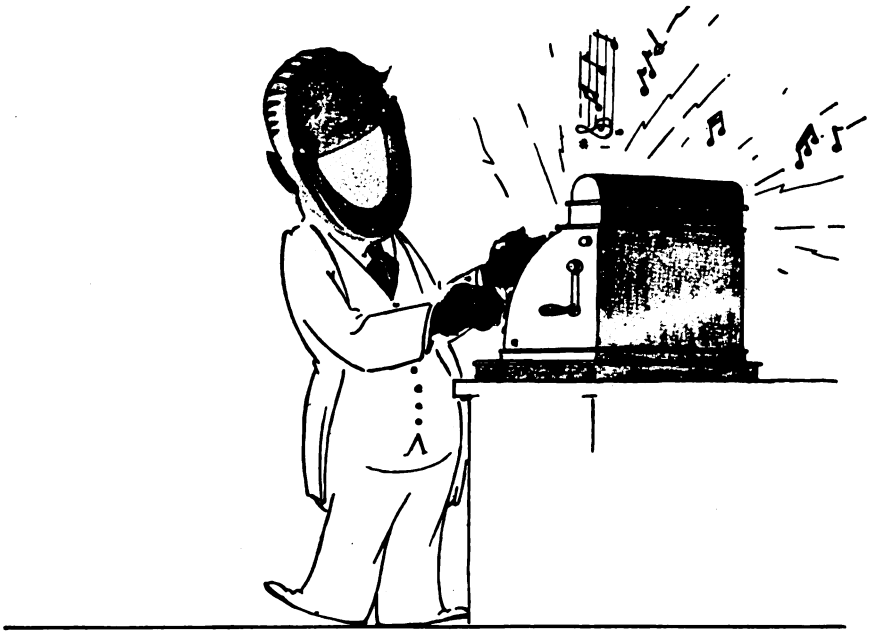
Direct Factory Representatives:
Louis J. Ziesel Co.
216 Market Street, San Francisco
The Faucette-Huston Co., Chattanooga, Tenn.

CHICAGO SOLDER COMPANY, H-W, 8-21
4229 Wrightwood Avenue, Chicago, Illinois.

Gentlemen: Please send me a free sample of Kester Acid-Core Wire Solder.

Name .....
Company .....
Address .....
City ..... State.....
Our Supply House is.....

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The live hardware dealer says:

"I Am Playing Jazz on My Cash Register

"You can hear the cheerful syncopated jingle of dropping coins any hour in the day as you pass my store.

"Housewives have found out that GOOD LUCK rubbers are back to 10 cents a dozen and the dimes are pouring in faster than ever before.

"Here is a well-advertised staple that everybody knows about and likes, at the popular price of one dime per package.

"This is the kind of merchandise that makes things gay in the hardware store."

GOOD LUCK
Jar Rubbers
are made by

BOSTON
WOVEN HOSE &
RUBBER CO.

Cambridge, Mass.

Makers f BULL DOG, MILO and GOOD LUCK Brands of Standardized Garden Hose.

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Hardware World

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Volume XVI AUGUST :: 1921 Number 8

REMEMBER THE "DIG" IN DIGNITY

It is easy to understand why many merchants do not care to canvass. They have been schooled to the idea that the proprietor of a retail firm should be in the store all the time and, not infrequently, they have acquired the notion that there is something "undignified" about canvassing, particularly when the owner himself does it.

Both points are highly debatable. Nowadays it isn't considered so necessary for a business man always to be in his office or store. On the contrary, it is more and more recognized that the manager or owner of an establishment should get out frequently and maintain direct, personal contact with his trade. At any rate, the merchant who does break away from his mercantile routine now and then is usually rewarded with a freshness of viewpoint not possessed by the man who stays inside.

Though the average dealer may be unwilling to "turn himself into a canvasser," the average dealer is finding that at least part of the time spent out among the farmers is a splendid investment. Or even calling on his customers in town and city is an innovation some thoughtful merchants have found advisable. More than in any other season, dealers are visiting their customers and going over their farm equipment needs. Despite the conditions which have been irritating farmers, it is a procedure that most customers appreciate.

They like to think that the dealer himself has enough interest in their welfare to come out and talk it over. It may be only repairs which the farmer can be induced to buy, but even so, the dealer can help him make up a list of needed parts and in various ways strengthen the farmer's good will.

As for the "dignity" part of it, this is a good season to stress the first syllable of the word—"dig." Most dealers desire to go to the heart of the situation and know its every phase. Doing so, they are sure to have a better hold on their trade than ever. Even if a dealer does not "canvass" in the accepted sense, the more he can be with the farmer on the farmer's own farm, the better off that dealer's business, present and future, is likely to be.

MORE MAN NEEDED

Today all up-to-date executives are pleading not for men—but for more man, more manliness, more manhood. More of that indefinable force which acts directly by its very presence, which commands attention, inspires confidence and creates the desire to be dealt with.

We are born believers in this type of man.

To see him is to believe in him.

And the secret of our belief in him is his own belief in himself.

A man's backbone should be long enough to keep him from sitting down when he ought to be on his feet going to it, and strong enough to keep him on his feet until he gets there.

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True Strength of Character

TIMES there are when the Strength of a Man is tested by one rivet—the rivet of integrity, of kindness, of faith, of truth in all things. In forging that rivet, the man has been careless. When the day of trial comes, that rivet snaps, and down goes the whole structure of "make-believe" character.

A man may have the intellect of a Byron, but if, like Byron, he is flint-hearted and immoral, he is a weak man. A man may have the imagination and impetuosity of Napoleon, but if, like Napoleon, he is defective in kindness—if he is willing to march to victory over paths made ruthlessly red with the blood of his fellow-men—he is a weak man.

A man may have an intellect as brilliant and a heart as tender as Robert Burns, whom every one admires and loves because of his humanity and because of his genius, the power, and the pathos of his poetry; but if, like Burns, he yields to illicit amours and intemperate habits, he is a weak man. Strength depends upon the proportionate unfolding and development of all the functions of man's nature.

We do not have to possess long memories to find illustrations. We have seen men in our day possessed of the wonderful power of oratory, of what is termed a "magnetic personality," of the power to express themselves in pleasing words, well rounded phrases, and for the time being to be able to carry the multitude with them by their apparently generous and sympathetic understanding of the burdens of humanity. Yet these same men have proven to be self-seeking politicians, whose private life and character have been disgusting even to the members of their own families and when the full light of truth has been turned upon them their lies, deceit and intrigue have been monumental.

When the Southern Confederacy collapsed, Robert E. Lee found himself a prematurely old man, health gone and fortune lost. The Louisiana Lottery Company offered to make him their president, at a salary of ten thousand dollars per year, with nothing to do except permit the use of his name to advertise their business.

But their traffic was wicked, and Lee was strong. He threw his shoulders back and his chest out, and said: "Gentlemen, my good name and my self-respect are all that is saved from this wreck of war, and they are not for sale. You cannot buy Robert E. Lee." He needed that money to retrieve his fortune, but rather than accept it, at the sacrifice of character, he went down to Lexington, Virginia, and taught school for a salary pitifully small. The rivet of integrity had been well forged.

Nelson W. Willard says: "It seems to me the Strong Man would be a Man of fortitude and serenity, of determination and gentleness, of courage and love, faithful unto death to all that is high and right, a man who, as the Bible says, 'sweareth to his own hurt and changeth not'; in other words, a man of essentially spiritual graces."

"Be Strong!
We are not here to play, to dream, to drift;
We have hard work to do and loads to lift.
Shun not the struggle, face it; 'tis God's gift."

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The High Cost of Strikes

A LARGE volume has been written by Marshall Olds on the high cost of strikes, which, while it contains nothing new, yet it does give facts which one is inclined to overlook or forget, and of which we need to be reminded.

Mr. Olds takes the ground that the high cost of living is due mainly to the numerous strikes that have been taking place, and he cites many facts to prove the truth of his contention.

Strikes are no longer a "purely economic condition," although many people stupidly regard them as such. They seem in recent years to have degenerated into a class hate, which ignores rights and wrongs. The law is defied, lawmakers debauched, interests are paralyzed and the public crucified.

As an illustration to justify the statement that strikes have increased the cost of living, he cites these facts:

At the end of the war there were four million men to be demobilized. This meant four million men must buy civilian clothes. The need was foreseen, but the clothing workers took time by the forelock and they saw how it would work to their advantage if they would strike. They struck for a forty-four-hour week, and with their slack in work it meant a decrease in production of more than one-third, and a wage increase which doubled their war pay.

As a result there were not four million additional suits. As a matter of fact, instead of making four million suits more than was ordinarily required in normal times there were four million less suits, there being an actual shortage of four million suits to meet the demand, hence suits rose to $55 and $75 for even ordinary suits.

The soldiers needed not only suits, but they needed shirts. Sixteen million shirts were required, but the usual strike of the garment makers intervened, and instead of producing these sixteen million shirts more than were needed normally we produced thirty-two million shirts less than were needed, and the price of shirts went up considerably more than 100% You know it if you were buying shirts.

In the same way there was a shortage of twenty million pairs of overalls.

Now, the average citizen reading the daily papers does not hear of these things. He pays for his suits, his shirts and his overalls, and he accepts the assurance of the merchant that the situation was due to the war. True it was due to the war. In a considerable measure it was due to labor taking an advantage of and holding up the public.

We hear a great deal about rents being doubled. We blame people who build houses for charging higher rents. Perhaps they very man who is blaming people for doing this is not putting his own money in houses. He thinks that it does not pay to build a house and rent it. He is often right in the matter. He prefers to rent, but he complains when he has to pay the increased rate. But remember that where in 1909 the wages of bricklayers throughout the entire country were 65 cents per hour, and the man averaged more than 1,000 bricks per day, often 1,200 to 1,500, in 1920 the wages more than doubled, and the laborers were getting $1.25 per hour, laying less than half the number of bricks, or, to be exact, approximately 500 against 1,200 to 1,500 at half the price.

The Cleveland, O., grand jury investigating this matter stated that the testimony produced before them indicated conclusively that it required more than twice as long with the same number of men to erect a house today as it did in pre-war times, and it took twice as many carpenters to do a carpenter's work on a building as it did five years ago, that bricklayers, with almost three times the wages, were laying less than half the number of bricks they did a few years ago.

Manufacturing firms making and selling building material have shown by their records that while wages went up 200% labor costs had gone up 400%, indicating that their employes, while getting double pay were doing half the work they did before the war.

Another kind of a strike which one does not ordinarily hear of is called an eccentric strike. For example, someone invents a new kind of a heating apparatus, and the work of installing this apparatus is claimed by the plumbers' or by the steam fitters' union. Each calls a strike against the other. Eventually they reach a compromise by which the work shall be done, not by one union, but by both unions, doing less work, requiring double the men to do it. This means twice the cost, which is added to the rent.

Another instance was cited where four unions contended that they should be allowed to set the heating register. Eventually the work was given to two of them, although one could do it more quickly and more evenly.

Thus it is that nineteen out of every twenty strikes in the building trades during 1919 were of this kind, strikes of one union against the other, with the result that buildings now cost four times what they did then.

Other strikes which increased the cost was when Irishmen in Ireland would go on a strike because an American court sent an American to jail for a crime committed in America. The criminal happened to be an Irishman.

Then there were strikes because of trouble between Russia and Poland. Strikers would

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strike because an English official would not allow an Australian archbishop to go to Ireland, and another set of unions would strike because the same archbishop was allowed to go there. They would strike in New York because the British imprisoned the Lord Mayor of Cork.

So there were 3,232 strikes in 1919. The United States department of labor, analyzing these strikes, found they involved a loss of 135,000,000 working days. Even at an average price of $6 per day, which, at that time, was very nominal, it meant a loss of about one billion dollars. All this was added to the cost of living, for someone had to pay it, you and I and everyone else who had to buy any of these things, or rent a house, buy clothing, or food products, or anything else had to pay our share of the strike.

In 1920 there were seven separate strikes that added to the price of sugar. Sugar was advancing up to almost 25 cents per pound.

The fishermen on the seacoast struck when ever the fish began to run. The men wanted 500% increase in wages. When the strike was settled the fish were gone, and there was practically no catch of fish. The same thing happened in 1920, which resulted in more than doubling the price of canned fish.

We might cite one instance after another. It is well to remember that each one of us is vitally concerned in the matter of the strikes that are continually taking place.

The laws will not help us at all, that is to say, not new laws. We cannot trust our state legislatures to pass laws in relation to what is termed war between capital and labor. Legislatures are always willing to bow down before any combination of voters who are noisy in their protests and who demand that something be done, and it seems in this day the more riotous the agitators and their greater disregard of law the more favors are bestowed on them by boards of supervisors or town councils or state legislatures.

A POWERFUL UNSEEN FORCE

"You cannot see the force of advertising, but you can feel it," points out Ernest C. Hastings.

"Ever have your hat blown off?" asked the advertising man.

"Yes," said the merchant.

"What blew it off?"

"The wind."

"Did you ever see the wind?"

"No."

"Well, advertising is like the wind—an invisible force. You can't see it but you can and will see the result just as you saw your hat go rolling down the street. And just as bending trees and flying dust are a symbol of the wind in the pictures, the stories I shall print in the newspapers about the merchandise carried in your store will be symbolical of advertising force."

ENOUGH OF "WAR WORK."

(By Ralph Barston)

All over this country you will find traces of sloppy, careless, stupid, awkward, "I-don't-care" work. God knows there were plenty of bunglers before the war began; but they were in the minority. Today the man who does his work with a conscience; the man who feels as personally responsible for the stuff that passes through his hands as if he were going to use it himself stands out like a beacon light on a hill.

Today the man who does care; the man who can throw off the disease that is upon the whole world is the man with stamina and character who can face his Maker with a steady eye.

The world has got to have more of him and pretty quick, too. There is no work, house work, shop work, office work, field work, that doesn't need doing a great deal better than it has been done.

The reward for "war work," that child of laziness and indifference, is starvation, revolution, fire, and murder, and every person who is doing that kind of work today is contributing to the terrible hell-on-earth that is preparing to descend before long. It won't be a fire-and-brimstone hell after death; but it will be a fire-and-gun-powder-and-slaughter hell before death that will make death seem like a vacation—unless we renounce "war work."

We claim to be thinking beings; we let on that we are superior to the animals; we are supposed to be civilized. If beginning very soon something doesn't start at both ends of the line, with the presidents of the big corporations and the newest apprentices of the same corporations, and if these people up and down that line don't begin to put honesty, sincerity, decency, intelligence, and civilization into their work, there will be so little work left that no one will need bother to do it.

CONCERNING COURTESY.

Treating a customer like a rich uncle, so that you may extract his coin, is not courtesy—that's foresight.

Offering a seat to the man who enters your office is not courtesy—that's duty.

Listening to the grumblings, growlings and groanings of a bore without remonstrating is not courtesy—that's forbearance.

Courtesy is doing that which nothing under the sun makes you do but human kindness. Courtesy springs from the heart; if the mind prompts the action, there is a reason; if there be a reason, it is not courtesy, for courtesy has no reason. Courtesy is good will.

Only the generous man is truly courteous—he gives freely, without a thought of receiving anything in return.

A man seldom regrets the things he doesn't say.

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TAXES MUST CONTINUE HIGH.

From time to time we hear criticism and complaint that taxes have not been reduced as had been expected and that the people naturally expect some relief soon.

Any well informed, thinking person, or who will give the subject a moment's thought, will realize the condition into which the nation was plunged.

During the war, extravagance and waste ran riot, the public debt was increased, vast expenditures were pledged and authorized by congress, various commissions were created, pay rolls were not only doubled, but in many cases quintupled, obligations were created that were passed on to the present administration, and which, of course, cannot be repudiated.

The interest alone on the public debt which was created by the cost and the waste of the war period amounts to a billion dollars. Bear in mind this is not the war debt, it is the interest on this debt, and this has to be paid.

The interest on the public debt today equals the total cost of the government in 1914. Aside from that there is war risk insurance, the care of the disabled soldiers, which all admit is an obligation that must be fulfilled, which calls for another billion and a half dollars.

There are certain bonds that mature that must be met. In other words, there are certain portions of the public debt that must be redeemed. Increase in the cost of government operation permeates every department, such as the army and navy, public health service, enlargement of the agricultural department, increase of salaries, higher cost of transportation.

Farmers feel they must have greater cooperation than they have had, livestock interests, mining interests, water conservation, forestry, improvements in rivers and harbors are other expenditures to be met.

The health service alone increased in cost over 400%. The federal reserve system asks an appropriation of $50,000,000 for carrying on stock raising and agricultural loans. The farm loan bank system has been given a hundred million dollars in order to help meet the demands of the farmers.

These are merely samples of demands and obligations that must be met, and it is no small sized job. These things cannot be hurried. They require investigation, and while it does seem, in view of the various reports of congress that a great deal of time is wasted in unnecessary talk, remember that there are conflicting interests which have to be settled, understandings that must take the place of misunderstandings.

Naturally where men are displaced from office, where commissions are abolished, men with their adherents and satellites, politicians and political adjuncts create a furor because they have been led to believe that their particular department is one of the most important of the government. There are a vast number of clerks whose salaries must be abolished.

Some of these things have been accomplished, thousands of clerks have been dismissed. The average decrease in this one item alone has been a thousand clerks a month who have been taken off the public pay roll. When all this is considered it will be seen why the decrease in expenditures is taking place slowly—but good progress is being made—but do not expect the impossible.

No one man or set of men can undo in a few months, work which took a vast organization years to create and build up. Increase in expenditures can be authorized and created over night, but when once such have fastened their hold and fangs on the government it will take months, maybe even years, to demobilize or pry them loose.

There never were such opportunities for making good as there are at the present. Many people always are and always will be whimpering because of conditions and hard times and bad luck. They enjoy having an excuse for their own mediocrity. But the people worth while are bending every effort to take advantage of the favoring factors of the present. They are the ones who will be the leaders and the winners tomorrow.

Failures follow the well-beaten paths because they demand the least effort.

TO INCREASE TURNOVER YOU MUST TURN UP NEW CUSTOMERS.

You pay store rent and salaries on a time basis. This expense is the same for the day, whether you sell a hundred dollars' worth or a thousand. Your heat and light cost you the same, your insurance and taxes, your family's living expenses. You can't beat the clock nor the almanac. Your problem is to make more profit in the twenty-four hours.

Marking up sales margins won't help you much if your prices are reasonable now. In fact, if this slows down your turnover, it works just the other way.

You may think you need a bigger investment. But the chances are your present investment would multiply itself to as big as you want it if it was working as fast as it ought to.

For the convenience of our subscribers and advertisers, we maintain offices and our representatives will be found at any of the addresses mentioned below. Correspondence will receive prompt attention by addressing the office nearest home.

Bostmen's Bank Building, Broadway and Olive, St. Louis | 421 First Nat. Bank Bldg., Chicago | 70 Fifth Ave., New York | Phelan Bldg., San Francisco | 105 S. Houston St., Dallas, Texas
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YOU MUST KNOW THIS IF YOU WOULD SUCCEED.

Here is the secret that changed a young man from an ordinary success into a great industrial leader. The interesting thing about this secret is its simplicity. You can use it right where you are. It doesn't matter how old you are, where you live, what your work is—whether you are a banker, farmer, merchant, clerk, laborer, or manufacturer. And the secret which in one year changed a very ordinary salesman into state manager for a big business was stated over 400 years before Christ by the teacher of Alexander the Great, Aristotle.

Aristotle said: "All men seek one goal: Happiness. Happiness (which is true success) can be found only through expressing all one's physical, mental and spiritual power in usefulness to others."

But that is too general. The advisor of the young salesman took Aristotle's three success essentials and said:

"First of all, you must have a definite, clearly-seen goal. You must know where you want to go. You must know what you want to do. You must pick a career. The boy who goes from job to job, from town to town, without an aim, without purpose, cannot achieve success. You, for instance, are a salesman right now. What will you be a year from now? Five years from now? Like a railroad builder, you must have a plan. You must have a destination.

"Second, you must get the materials you need which will help you reach your goal—help you to do what you want to do. You need health of body and mind. Your mind and your body make you a magnet. You attract what you are. If you have character, as J. P. Morgan said, you can get money. Banks will back you if you have backbone and brains. Friends will help you.

"Third, you must adjust your means to your your end. That is, you must not bite off a pound when you can only chew an ounce. You must not hire ten men when one can do the work. You must not build a ten-story building when your business cannot use more than one room. You must not talk big and do little. You must go ahead one step at a time—not attempt to jump a mile-wide gorge when your best running broad-jump record is less than twenty feet. You can set your goal as high as you please, but you must approach it steadily, surely, by definite, planned steps."

And that is all there is to the Secret of Success. Have a goal. Use what you have where you are to get what you need—and be sure to get what you need, and nothing that will hamper you later. Then use what you have wisely.

—Thomas Dreier.

Opportunity seldom goes to any man; man sees opportunity and goes to it.

WHAT IS SUCCESS?

(By Irving T. Bush)

My experience has been that the greatest difficulty with boys who enter a business house is not that they think wrongly, but that they do not think at all. Many are willing to put in one day of hard work after another in the conscientious performance of their duties, but they seem to believe their thinking should be done by the men higher up.

Many of these young men are perfectly capable of thinking if they will only try. There is no doubt that if any of us can be induced to approach a task with the belief that we are capable of thinking about it and that if we keep on thinking about it we shall probably develop something that will make us do our work better, we shall, in all probability, actually do the work better. After all, doing a job a little better than the other fellow is all there is to success.

Business men are by no means agreed about the college man. One class of employers do not want college men; another class will give them precisely the opportunities other men are given; and there is a third class that very decidedly prefer college men.

The boy who is willing to work his way through college gives at once pretty good proof that he has both unusual ability and unusual ambition. I know of no "practical" substitute for such an education. College at least teaches a boy to think; even if it affords him, often, a very gay time. It also teaches him to study. I am a believer in anything that teaches anyone to think.

The first few years a young man spends in business are devoted largely to developing a point of view, "sizing up" the world, and determining a method of attacking it, or of being attacked by it. When a boy goes into business fresh from college, where he has had everything done for him and has done nothing for himself, the first two years of his career are usually given to finding out that the world expects something from him and is in no wise disposed to take care of him. He begins to realize that he owes the world a great deal.

The men who have worked their way through college, like the men who have enjoyed such a co-ordination of business and college training as I have referred to, do not expect something for nothing. Their immediate concern is not to find an easy way to make a living, but to find an opening, or make one, which holds promise of future usefulness. They are not looking for promotion, but rather for an opportunity to prove that they are indispensable. They got through college because they worked. It is natural for them to expect to go through life on the same basis.

I am the master of my fate, I am the captain of my soul. Work and you win. Loaf and you lose.

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"IMAGINATION IN BUSINESS"

A little book based on the author's 20 years' experience as business counselor is "Imagination in Business," by Lorin F. Deland. Mr. Deland believes in Napoleon's statement that "imagination rules the world."

"Imagination is the synthesis of the mind, that is, the opposite of analysis. It is the putting together of things into a compound—the relating of one thought or object to another and different one; or rather the relating of separate elements."

Imagination, he believes, is as valuable and as applicable in the management of trade as in any of the arts and as essential as in any of the arts except the art of literature. Imagination makes possible an understanding of human nature and individual nature, which is essential to successful business.

Taking instances from his own observations, Mr. Deland illustrates the employment of imagination in appealing to people through selfishness, acquisitiveness and the love of the concrete or material. His examples range from converting a beggar into a man with an independent business, to extending sales of oriental rugs. He says the reason for a certain price, not the price, itself, is the point which is of importance to the success of a sale.

He draws a careful distinction between "invention and that penetrative imagination which, taking facts as they plainly exist, deals alone with them, vitalizes them, realizes their significance, interprets their meaning, and follows them to their last logical conclusion—imagination alone can make a genuine discovery. Afterward, when the discovery has been made, it is invention that comes in and decides the devices or plan by which the discovery shall be worked out."

He concludes that there is a faculty which can accomplish in business remedial and constructive work. "It is not enterprise, nor thrift, nor industry, nor sagacity, nor courage. Nor can all these qualities combined supply the place left vacant by the lack of imagination. They each have their value, and by any of these roads a man may win success. But the faculty of which I now conceive makes him capable of undertaking any business."

GROUCH VS. TOOTHACHE.

If you had to choose between a stores salesman with a grouch and one with a toothache, you would choose the clerk with the toothache—and take him to a dentist and have his tooth filled or pulled. But a grouch manner isn't so easily gotten rid of.

Scientist says we descended from a horse, but a great majority of us did not retain horse sense.

YOU GIVE VALUE TO YOUR GOODS

A lady went into the house furnishing department to buy a vacuum cleaner. She had seen one in the window; had heard something about this new invention, and came to make a purchase from the lazy clerk in the department who was classified on the pay rolls as a salesman.

"Yes, madam," he said, "This is it—$32.50. Five dollars down; two dollars when you get me. Shall I wrap it up, or will you take it home. Cash or charge?" And, wonder of wonders, the sale was made!

This woman got the machine home and made use of it. Some time later a neighbor seeing the machine in operation in her house, got a desire to buy one too, and went to the same store. Her stars were working that day, and she fell into the hands of the earnest, well-informed fellows who you just wish would take entire charge of all your buying for the rest of your life.

He said, "Madam, before you buy this machine I want to tell you something about it. First, let me show you how it cleans mattresses on the beds, without having to turn them over. Next, let me show you how to clean portieres and other hangings without taking them down. And then I would like to show you how to clean the corners of stairways, and get into numerous places beyond the reach of a broom."

To make it even more attractive, he showed the prospective purchaser how to give her husband a good brush-down every morning before leaving for the office by running the end of the vacuum cleaner over his clothes, which made a whisk broom look like two cents.

"Now," he said, "let me show you how this cleaner can be placed in the middle of a room, and suck all the foul air and dirt out of the atmosphere, to purify the room." The customer was elated. She said, "Why, the one Mrs. Smith got doesn't do this, apparently." To which the salesman replied: "I believe it does, but maybe she doesn't know it."

It is interesting to quote what a great economist had in mind when he said that advertising and selling could create a new utility; that whereas manufacturing created form utility in the sense that it improved a piece of material by changing it; and that transportation created place utility in the sense that merchandise was worth more in one place than in another; and likewise time utilities; advertising and selling created information utility in putting more value into an article.

Who can deny that the second vacuum cleaner was worth immensely more to the customer than the first one, although they were both the same, and the price was the same?

Courtesy is the forerunner of business success.

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Encouraging Cash Business

SOMETIMES the business problems which seem most trying are in reality simplest of solution when the underlying factors have been analyzed. And again the simplest remedies often prove the means for working out the greatest commercial difficulties.

Among problems in the hardware business none is more universal nor more insistent than price competition. Many a merchant has gone to the wall and many another has "sailed on thin ice" trying to meet competition blindly with price, without clearly reasoning out the economic factors involved. It can be done, but it must be soundly done.

Within the last year many of the larger jobbing houses have taken decided steps to help the retail merchant follow the market more closely and meet competition, especially of mail order and cash-and-carry enterprises. The new way is not to undersell or cut blindly and ruthlessly. Rather it is to meet the other fellow at his own game.

Mail order houses make their profit in economical administration coupled with a cash-in-advance system. The customer loses the use of his money from ten days to two weeks before he has the use of his purchased goods. The house has the use of the money even before the goods are delivered. There are no credits, no collections, no bookeeping, no guarantees, no bad debts.

It is along this line that the competition must be met. Offer a cash service for a cash price. It's just as easy in your town as it is in Chicago.

Increasing Market Information

Many agencies throughout the West now offer a price service to retail merchants. Sometimes both wholesale and suggested resale prices are supplied, sometimes only one or the other. Several associations unofficially perform this market information service for their members. In other localities private individuals offer the service on a subscription basis. Most recently we have large jobbers supplying such price changes and suggested retail prices to their customers.

Among jobbing houses who have recently inaugurated market information service are such institutions as the Pritzlaff Hardware Co. at Milwaukee, Morley Bros. of Saginaw and the Brown-Camp Hardware Co. at Des Moines.

Thus half the battle has been fought by the retail merchant who follows the market, knows what his replacement cost is and what other merchants are asking and getting for the goods he is selling.

Separate Cash-With-Order Prices

As far as we know, the Honeyman Hardware Co. was the first jobbing house to offer the retail merchant definite means of meeting mail-order and chain-store competition by offering a complete Cash-With-Order service. Over three years ago the company's catalog was published giving "C. W. O." as well as regular trade prices on every item in stock. To take advantage of the cash price the merchant must either send his order accompanied by check, or carry a balance with the company, against which such orders are charged.

Confidential change sheets are issued to the company's customers just like those that go to the salesmen, giving wholesale prices, both trade and C. W. O. (Cash With Order). In connection with each item and price, mail order house

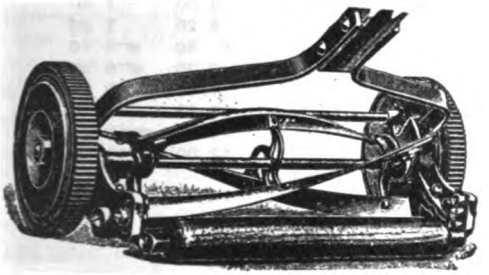
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comparisons tell just what Montgomery-Ward, Sears, Roebuck, and any large local mail houses ask for corresponding items. These lists show the merchant exactly what he has to meet, and exactly how he can meet it on the same cash basis on which the mail prices are made.

In every case the Honeyman prices are guaranteed against decline on date of shipment, so that when lower prices than those shown on the sheets are in effect when the order is received, the customer has the benefit of the lower price. Any merchant is privileged to mail in his order if he should find that the prices on the sheets are lower than any price quoted by the company's salesmen. Mail orders are fully protected against change in price until further information is sent.

The Honeyman Hardware Co. has seen this feature of the business steadily grow since its inception. At first an experiment, it has become a fixture and is

LAWN MOWERS.



MAGIC.

Open Cylinder, 3 Blades, 8 inch Wheels.

Has shaft one-half inch in diameter in an adjustable plain bearing box; three tempered tool steel knives on reel, under knife also nicely temepred. This is an excellent mower for the price.

Cut, in.	12	14	16
Wt. each, lbs	35	36	37
Each	$7 20	7 60	8 00

PRICE COMPARISONS.

M. W.—14 in., No. 184D5561, $8.95 each.
S. R.—12 in., No. 99E6501, $7.75; 14 in., No. 99E6502, $8.45 each.
J. C. S.—14 in., No. F4349, $12.55; 16 in., No. F4350, $12.95 each.

WIZARD, BALL BEARING.

Open Cylinder, 4 Blades, 9 inch Wheels.

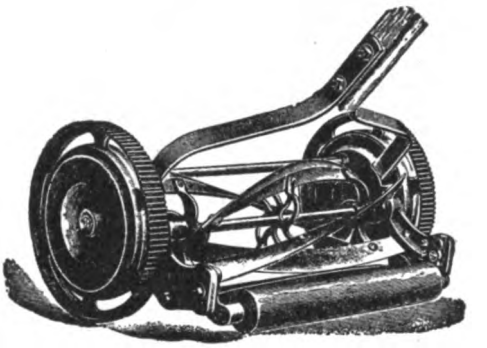
Ball races 1⅛ inches in diameter; ¼ inch tool steel balls; patent cone adjustment; cones hardened and ground and cannot work loose; four tempered tool steel knives on reel; cricible tool steel under knife hanrdened and tempered.

Cut, in.,	14	16	18
Wt. each, lbs	50	51	55
Each	$10 70	11 00	11 50

PRICE COMPARISONS:

M. W.—14 in., No. 184D5572, $12.95; 16 in., No. 184D5573, $13.95; 18 in., No. 184D5574, $14.60 each.
S. R.—16 in., No. 99E6519, $14.00; 18 in., No. 99E6520, $15.00 each.
J. C. S.—16 in., F4352, $16.05; 18 in., No. F4353, $16.85 each.

LAWN MOWERS.



MONARCH, BALL BEARING.

Open Cylinder, 4 Blades, 8 inch Wheels.

Ball races 1⅛ inches in diameter; ¼ inch tool steel balls; patent cone adjustment; cones hardened and ground and cannot work loose; four tool steel tempered knives on reel; crucible tool steel under knife, hardened and tempered.

Cut, in.	14	16	18
Wt. each, lbs	42	44	47
Each	$9 60	10 00	10 35

PRICE COMPARISONS.

M. W.—Do not show.
S. R.—Do not show.
J. C. S.—14 in., No. F4345, $13.90; 16 in., No. F4346, $14.25; 18 in., No. F4347, $14.70 each.

ELM PARK, BALL BEARING.

Open Cylinder, 4 Blades, 10 inch Wheels.

Ball races 1⅛ inches in diameter; ¼ inch tool steel balls; patent cone adjustment; cones hardened and ground and cannot work loose; four tempered tool steel knives on reel; crucible tool steel under knife hardened and temepered.

Cut, in.,	14	16	18
Wt. each, lbs	58	59	63
Each	$11 35	12 75	13 35

PRICE COMPARISONS.

M. W.—Do not show.
S. R.—14 in., No. 99E6514, $13.00; 16 in., No. 99E6515, $14.00; 18 in., No. 99E6516, $15.00 each.
J. C. S.—16 in., No. F4342, $18.90; 18 in., No. F4343, $19.65 each.

These sample pages from the Honeyman catalog enables the dealer to compare the prices of the mail order houses with the price for which the Honeyman Hardware Co. will furnish them with similar goods, in fact a better quality than the mail order houses furnish.

It will be noted that they have taken the pains to refer to the particular item and price that the mail order houses quote so that the dealer has full information as to just what item he can furnish that will enable him to meet the price and still make a profit.

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depended upon by the best customers. The company's policy throughout has been to help their customers through this department, and they always have been alive to suggestions for improvement or extension of this service.

If any verdict as to the success of the Cash-With-Order Department of the Honeyman Hardware Co. be desired, the unanimous approval of the customers and the steady growth in volume and number of accounts in this department is ample testimony of the soundness of the theory and the practical way it has been put into operation.

3-22-21

M. O. H. PRICE COMPARISON.

Page 183.

HAMMERS.

Ball Pein. No. 00.
Similar to
M. W.—No. 84D1565, $1.15 each.
J. C. S.—No. H315, $1.05 each.

No. 1B.
Similar to
M. W.—No. 84D1565, $1.25 each.
J. C. S.—No. H316, $1.20 each.

No. 2B.
M. W.—No. 84D1565, $1.35 each.

No. 3B.
Similar to
M. W.—No. 84D1565, $1.45 each.
J. C. S.—No. H317, $1.40 each.

No. 4B.
Similar to
M. W.—No. 84D1565, $1.55 each.
J. C. S.—No. H318, $1.50 each.

No. 000.
Similar to
M. W.—No. 84D1565, 98c each.

No. 0.
Similar to
M. W.—No. 84D1565, $1.20 each.

Engineers. No. 0.
Similar to
M. W.—No. 84D1574, $1.73 each.

No. 2.
Similar to
M. W.—No. 84D1574, $1.89 each.

Riveting. No. 1.
Similar to
J. C. S.—H325, $1.05 each.

No. 2.
Similar to
J. C. S.—No. H326, $1.10 each.

No. 3.
Similar to
J. C. S.—No. H328, $1.20 each.

Farriers. No. 10.
Similar to
M. W.—No. 84D7052, $1.45 each.
S. R.—No. 9E5742, $1.40 each.
J. C. S.—No. H332, $1.45 each.

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Machinists' Hammers.

MAYDOLE.	Trade Doz.	C.W.O. Doz.
No. 770	22 50	21 50
No. 770½	19 00	18 10
No. 771	17 50	16 85
No. 772	15 50	14 75
*No. 773	14 00	13 30
No. 774	12 85	12 25
No. 775	11 75	11 15
No. 776	10 75	10 50
No. 777	10 00	9 50
No. 778	9 35	8 90
No. 779	8 30	8 40
V. & B.		
No. 0000B	8 00	7 60
No. 000B	8 25	7 85
*No. 00B	8 50	8 10
No. 0B	8 75	8 35
*No. 1B	9 60	8 15
*No. 2B	10 25	8 75
*No. 3B	11 25	10 70
*No. 4B	12 00	11 40
No. 5B—Discontinued.		
No. B6	14 90	13 25

NOT CATALOGUED.
Cheap Grade.

Ball Pein Hammers.
OLIPPER.

8 oz.	3 35	3 65

Riveting Hammers.
V. & B.

No. 0	9 75	8 35
No. 1	10 25	8 75
No. 2	10 50	10 00
No. 3	11 25	10 75

Engineers' Hammers.

No. 0	12 25	11 65
No. 1	13 75	13 15
No. 2	14 50	13 90
No. 3	16 00	15 20
No. 4	17 25	16 25
No. 5—Discontinued.		
No. 6—Discontinued.		

Prospectors' Hammers.
MAYDOLE.

No. 682	23 00	22 00

Bricklayers' Hammers.
MAYDOLE.

No. 562	22 00	21 00
No. 563	19 50	18 75

Prospectors' Picks.
MAYDOLE.

No. 1482	22 00	21 00
No. 1483	19 50	18 75

Farriers' Hammers.
V. & B.

No. 10	14 25	13 50

Here is a sample page of the Honeyman catalog, giving price comparisons with mail order houses, as well as the price of even better lawn mowers, to enable the merchant to meet mail order houses and make a profit.

This cooperation has been enthusiastically received by the merchants in the Honeyman Hardware Co. territory. In fact as far as we have been able to learn they were the pioneers in this movement to cooperate with the merchants and give them definite information and cooperation that will enable them to meet mail order house prices.

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ANOTHER MAIL ORDER BEATER

We heard of a dealer the other day who has about the best little scheme for keeping his trade from going to mail order houses that we "have ever met up with."

His plan is to send for a mail order oil stove, lamp, percolator, etc., priced at, say $7.45 or $8.05. Then when the package comes in he never opens it. Doesn't even untie the string or break the seal. He just leaves the package as it comes, on one of the counters of his store, right near his own stock of similar articles which of course retails at $9.00 per.

Then when some customer comes in and commences dickering about price and wants to know why she should pay this dealer $9.00 when she can send away and get one by mail order for $7.45, he is ready for her. He just tells her he has exactly what she wants and points to the unopened package and says, "There it is, madam, right there in that box. A regular mail order, madam. Just what you are looking for. Got it out of a catalog. You can have it for $7.45."

Madam's reply naturally is, "Open it up and let me see whether I want it or not."

"No," says the dealer, "it will stay right in that package there until it is sold. I bought it and paid for it 'sight unseen.' It goes to the first person who wants to ditto my purchase. Is not that the way you buy goods from a mail order house? I will sell this to you on exactly the same terms. That's fair isn't it?"

This prospect and many others, as a rule, see the point, and the package containing the mail order is still unopened.

Wouldn't this idea work equally well with a mail order saw buyer, or with catalog shopper who wants you to put in a half hour showing and demonstrating a guaranteed hammer and then let him have it at mail order prices?

It's better to say "I must" than to need somebody else to say to you "You must."

THE POWER OF WILL

If you think you are beaten, you are!
If you think you dare not, you don't!
If you like to win, but think you can't,
It's almost certain you won't.

If you think you'll lose, you've lost!
For out of the world we find
Success begins with a fellow's will—
It's all in the state of mind.

Life's battles don't always go
To the strongest or fastest man:
But soon or late, the man who wins
Is the one who thinks he can!

GERMAN COMPETITION.

Although you have seen little about it in the newspapers, Germany is sending an increasing volume of goods to this country for sale at prices radically below those demanded for domestic products. The newspapers have featured a few spectacular instances of underbidding of American, British and other competitors for large foreign contracts; but this underbidding is of much less moment than the underselling which is developing inside our own borders.

The truth is that Germany can today produce practically all of her export lines of merchandise at very much lower cost than is possible here. Why? Because of the drop in the value of the mark to 1½ cents as contrasted with a pre-war value of almost 24 cents; and the industriousness of her workers. Wage rates paid in Germany, measured by dollars, are phenomenally low—anywhere from 50 cents to $1 a day.

This places a most formidable weapon in the hands of German manufacturers and exporters. In fact, it is suspected in international banking circles that the German government and German industrial interests are quite satisfied to have the mark remain at its present low international value. Here is a problem of great gravity for the serious study of our tariff makers at Washington and the business interests of this country. Most of their goods are being stamped made somewhere else than Germany. "Made in Switzerland" is most common, "Made in England," "Made in France," even "Made in St. Louis" appears on some of their products.

A CONCEIT STILL EXTANT.

An acquaintance met Horace Greeley one day and said: "Mr. Greeley, I've stopped your paper."

"Have you?" said the editor; "well, that's too bad," and he went his way.

The next morning Mr. Greeley met his subscriber again, and said: "I thought you had stopped the Tribune."

"So I did."

"Then there must be some mistake," said Mr. Greeley, "for I just came from the office and the presses were running, the clerks were as busy as ever, the compositors were hard at work, and the business was going on the same as yesterday and the day before."

"Oh!" ejaculated the subscriber, "I didn't mean that I had stopped the paper; I stopped only my copy of it because I didn't like your editorials."

"Pshaw!" retorted Mr. Greeley. "It wasn't worth taking up my time to tell me such a trifle as that. My dear sir, if you expect to control the utterance of the Tribune by the purchase of one copy a day, or if you think to find any newspaper or magazine worth reading that will never express convictions at right angles with your own, you are doomed to disappointment."

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Life Story of an American Pocket Knife

LITTLE WILLIE cut a fishing pole on the banks of the Wabash. Mazie, of the dark-brown eyes, sharpened her pencils preparatory to taking dictation from the boss. Harry opened a bottle (of ginger ale). George punched a hole in a piece of harness. Old Doc cut a sliver of steel from a workman's finger. Robert did some pruning on his young trees. Ed scraped the insulation off'n an electric wire (not live). Jim opened a can of sardines for wifey. Howard drove a couple of screws in the rocker. Percy manicured his finger nails. Sam sampled a bale of cotton in the compress. And each one did it with a pocket knife, you bet.

There's a Pocket Knife for Every Purpose

Hardly a man or a boy in the whole country but carries a knife of one kind or another. Leave your pocket knife at home some morning and see how well you get through the day without it. You'll be borrowing one before noon.

So when you take a trip through a cutlery plant with the editor, you will understand where all the thousands of pocket knives go which you see in your mind's eye passing through the various processes of production. What may interest you more will be the many complex operations required to turn out what on the surface appears to be a simple product. There are approximately 300 distinct operations required to manufacture a two-bladed jack knife.

Now let's see if we cannot obtain an adequate idea of how pocket knives are made, what materials go into their construction and what kind of people turn out the product. Most of us feel that pocket knives are just "knives." After the trip perhaps we'll change our minds.

So come with the editor on a visit to the largest, most up-to-date and best equipped plant of its kind in the United States, if not in the world—that of the Remington Arms Company, a name that stands for quality and service.

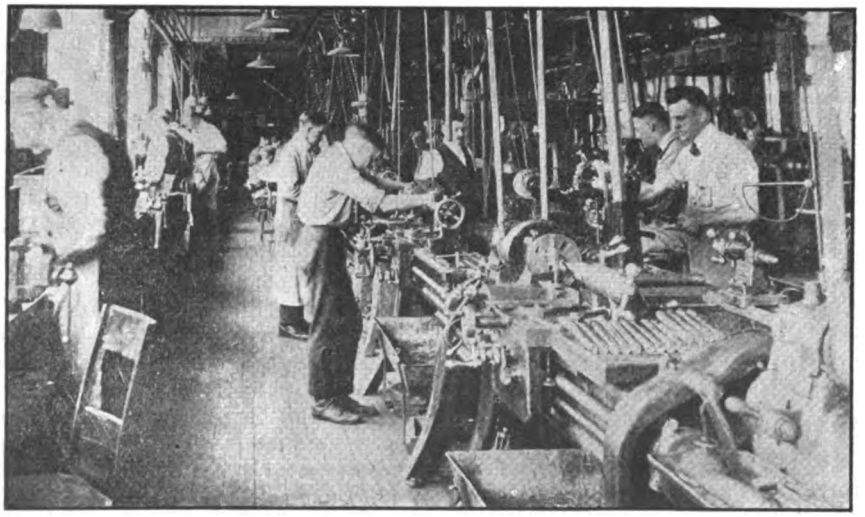
What's a Knife For?

"The prime function of a knife is to cut—to cut keenly." After all, the cutting edge of a knife is what the consumer buys notwithstanding the importance of each component part in relation to the other. This slogan is in the mind of every worker in the plant. There are still left in the United States a few industries in which pride of craftsmanship obtains. One of them is in cutlery manufacture.

The war has given a distinct impetus to American cutlery manufacturers, supplying both market and new producing facilities. The labor now recruited for the work was obtained quite largely from the arms and ammunition factories, and much machinery, sometimes entire plants, have been converted into cutlery factories. Some cutlers went into munition work after the first gun of the war was fired, and are now glad to get back to their old trade. When trained labor for certain operations cannot be found, men and women are trained for the work for which they are best fitted. The fine cutlery work must, of course, be performed by master cutlers.

Automatic machines are now being used in every operation where they can contribute to the actual improvement in the quality of the product, or reduce the production cost. Where machines for real automatic operations did not exist, Remington made 'em. For instance a new machine now inserts the brass pins in the knife handle and rivets them, was designed and built in the Remington works. This has been the policy in the arms and ammunition factory for years.

Standardization of parts is the basis of quality and quantity production. In pocket knife manufacture with the great variety of blades and handles which the market demands, standardization and interchangeability are es-



The light, neat, fully equipped tool room, where are made all dies and edge tools used in the factory, and where all repairing, maintenance and improvement of machinery is done. It is here that many of the automatic machines used in the factory have been devised and built.

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sential to produce a high quality product at a marketable price. The handle die, that is, the shape and size of the pocket knife handle, determines the class and purpose of the knife. It is very much like the last of a shoe. Several kinds of shoes, differing in color and style, may come from one last. And various styles of pocket knives may come from one handle die. The various parts of pocket knives are so standardized that the blades and other parts of one size and shape will interchange.

Begin With Raw Materials

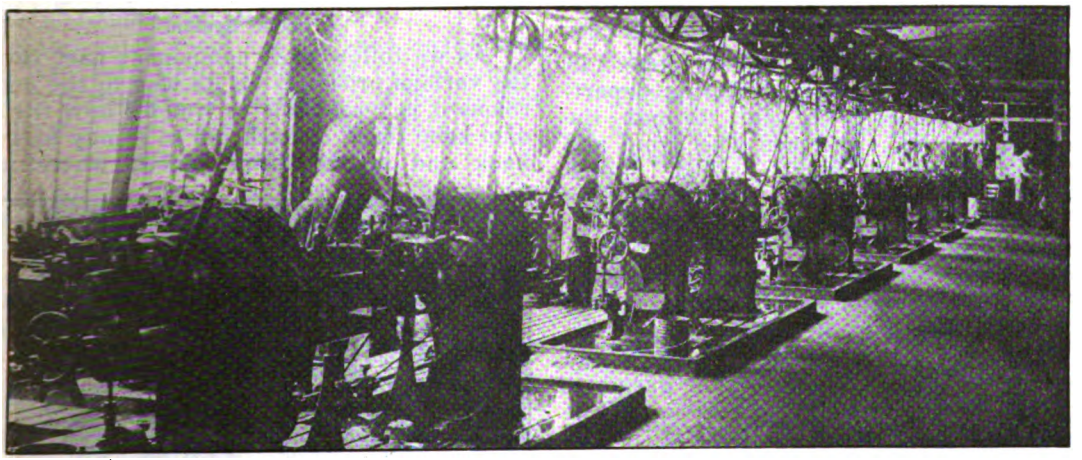
In making our survey of the cutlery plant it is logical to begin in the general stock room where the raw materials are stored. Here we find such materials as blade steel, tool steel, brass, nickel silver, handle materials, grease, emery cake, buffing compounds and other raw products. Every lot of raw material must pass muster in the analysis and inspection of the Research Department before going into actual production. The Remington Company have maintained this department for years in connection with the manufacture of ammunition in their Bridgeport plant and are therefore able to undertake analysis and inspection of materials which would be prohibitive in point of cost in a plant operated on a small scale.

Passing to the cutlery tool room, we see where are made the dies, all of the tools and many of the automatic machines entering into the production of pocket knives. The program of the tool room is planned weeks in advance of the production processes.

Blade Is the Vital Part

No knife can be better than its blades. In the manufacture of blades the steel is delivered to the cutters who cut the material into sections which can be conveniently handled in forging and the shaping process which follows. The forging is done by special workers long experienced in this one step in making pocket knife blades.

The blades are then passed on to be trimmed accurately to the desired shapes. After the blades are pierced, making ready for the rivet, they are forwarded to the heat treatment department where they are hardened and tempered. The patent methods of heat treatment governs the uniformity and quality in blades. Between the degree of two much hardness and the degree of too much softness there is a temperate degree which conduces to strength, toughness and keen-cutting requirements. Men are rare who are able to perform this work day in and day out, producing a high uniform standard. The long experience of the company in hardening and tempering gun parts, bayonets and other like products has been utilized to the utmost in this process. This room is screened so the light is very evenly diffused daylight in order that the operators may easily judge the color of the metal.



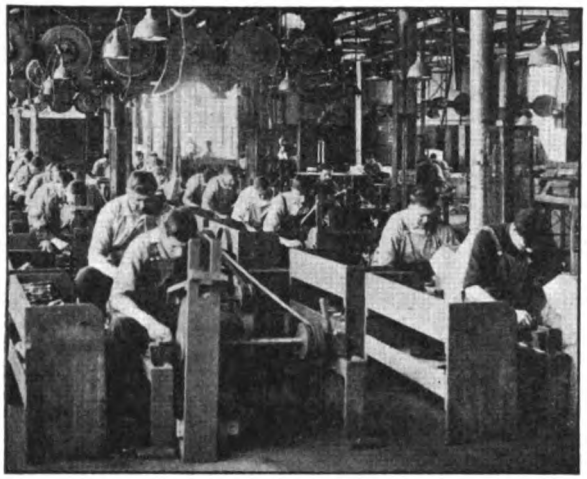
Machine Grinding. After the blades have been cut from raw steel, heat treated and tested, they go to the grinding department, where they are ground in automatic power machines. Many of these machines have been devised, perfected and built by Remington experts right at the plant.

After the blades are hardened and tempered they are tested and straightened. In order to test the blades for flaws, each one is thrown against a block of steel. Blades which do not ring true are rejected. Following the straightening process by automatic machines, the blades are sent to the grinding department where they are ground on automatic power machines. After grinding, the tang (base) of the blade is die-stamped with the trademark.

Importance of Blade Finishing

The blade finishing department is one of the very interesting departments in the plant. Rows of blade finishers operating "double headers" and bending over whirling wheels perform one of the most important operations in knife making. Blade finishers are among the most expert and skilled workers in the entire plant. In this department fine blue glazing and

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Blade Finishing Department. These workers have mill stones above their heads and before their eyes, but not around their necks. Their judgment, dexterity and muscular control must be very keen, for they finally grind the edge and polish the surface of the blade after it has been mounted. Sitting before their "double-headers," they perform one of the most important operations in knife making.

crocus polishing (mirror finish), is done. In another section of the blade finishing department "punch blades" are put through the finishing operations. The men who grind and finish these blades are highly skilled. Punch blades are for punching holes in leather. Each blade is proved in a piece of tough leather before it passes on.

Some of the abrasives and polishing compounds used are dry and some are wet. One of the operators who uses an emery paste which looks like mud, wears wooden "pants" and wooden shoes. These unique nether garments protect him from the sloppy abrasive. While this polisher may inspire amusement in the minds of visitors by reason of his apparel, he draws down a nice little envelope every pay day which many of us would like to bank. He knows just how much to take off each blade and gets well paid for the "know how." Wooden pants may never become vogue, but they're mighty handy around a cutlery works.

In all the rooms where grinding, glazing and polishing are done an exhaust system is in operation which sucks out the emery and other dust from the grinders so that the workmen are protected and the air is clear and clean. The dust is conveyed to a settling tank on the roof whence it goes to a place for collection and removal.

Springs, Bolsters and Linings

Springs are cut out, forged and heat treated in much the same manner as the blades. Following the shaping they are pierced and trimmed to length. They are then forwarded to the heat treating department where the same care is given them as to the blades. After this they go to the spring finishing room to be ground and have the inside polished. The springs are ground and polished on the inside at this stage since this surface cannot be reached after the knife is assembled. They are then put into stock for assembly.

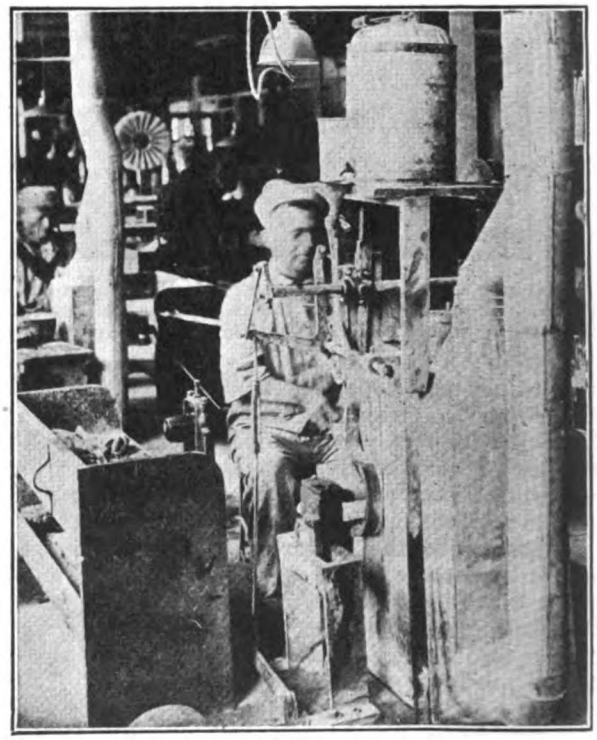
The linings or bolster scales are the (inside) linings of the handle and are first "blanked" from sheet brass, nickel silver or steel, holes being pierced for rivets at the same time. These linings conform to the die pattern of the respective shapes of the knives. The handles are fitted to the lining scales and bolsters are made of mother-of-pearl, stag, genuine stag, genuine buffalo horn and pryemite (nitro cellulose composition) in a large variety of colors.

The bolsters or tips are the metal trim on the outside and at the ends of the knife handle. They are pressed out of brass, steel or nickel silver and are shaped and trimmed by automatic process.

The component parts of the handle are assembled and pinned together by semi-automatic process. This combined product then goes to the cutlers for assembly and blade fitting and is considered a unit in the assembling process.

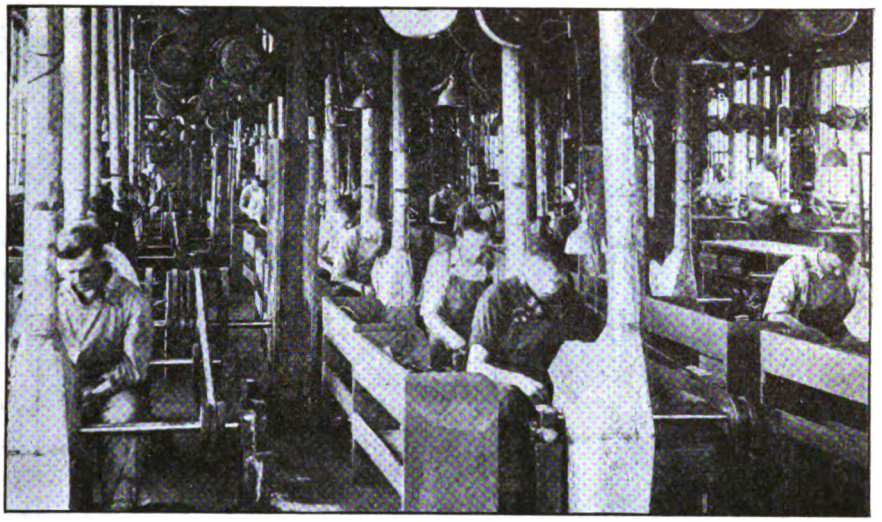
Tracer System

As we follow each component part through the various processes on its way to the cutlers' rooms it is reasonable to wonder how the foremen keep track of each job so it may be traced back and responsibility placed where it be-



Grease and Lime Brushing. This fellow, along with others all around him, performs a step in the many phased polishing process. Some operators wear "wooden pants" to protect them from the sloppy wet abrasives. An exhaust system sucks the emery and other dust from the grinders into a settling tank on the roof.

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Hafting. Rows and rows of skilled workers with sensitive fingers, responsive hands, and trained eyes take the finished knife with its handle mounted and successfully grind, burnish and polish it before it goes to the inspection department.

longs in case of production troubles. Mistakes happen in the best organizations. A tracer system by means of vari-colored cards placed in each tray of component or assembled parts gives an accurate check on the work.

In the stock room the finished component parts are kept until forwarded to the assembling departments. From this point the product is inspected after each step in assembly.

Steps in Assembly

The first operation is to make up the handle. Pieces of ebony, stag, pyremite, pearl, etc., are fitted to the linings. This is known as "matching." The scales or outer parts of the handle are fastened to the linings by wire rivets. This operation is done on special automatic machines in the larger works, though in many pocket knife factories it still remains a hand operation.

Then the handle is "routed" on one side by automatic shielding machines for the nickel silver shield, which is the metal plate found on most pocket knife handles. The next step is drilling the shield and attaching it to the handle.

The complete handle now goes to room where the springs and handles are assembled. They are then forwarded to the cutlers, where the blades are inserted, adjusted and fitted. After the blades are riveted the knife is completely assembled, but is not yet a finished product by any manner of means.

Inspection and Finishing Important

During the process of assembly the product is in what is known as the "cutlers' room." These processes are very important steps in the production of a pocket knife, because the parts must be properly fitted together to turn out a quality product. All the expert and painstaking work done prior to assembly can be nullified by carelessly putting together the various parts. Operators go over each knife and see that they open and shut, or "walk and talk," properly, after which the knives are forwarded to the inspection department, where they are carefully scrutinized for any defects which may have been overlooked in former operations. The same close inspection given firearms and ammunition is given the products of the cutlery works, and it is because of this care that a high standard in quantity production can be maintained.



Wareroom Finishing. This department includes edge-setting, cleaning, etching, numbering, wrapping and packing. Most of this work is done by women with their greater delicacy of touch. The clean, airy, light building reflects itself in the work of the employes and so in the product.

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After all, no matter how good a product a manufacturer makes, it is important that he should use discernment in the selection of his representatives.

It has been the invariable policy of the Remington Arms Co. to exercise the same care and discrimination in their sales representatives as they do in their products.

Hence a "Remington Man" is in keeping with t he high quality of their products.



JAMES L. HEAD

As District Manager for the Southwest, with headquarters at St. Louis, Mr. Head now occupies the desk which Western Sales Manager C. L. Reierson vacated when he became President Reierson and moved to New York. Mr. Head is a native Missourian and was such an enthusiastic sportsman that he was attracted to the Remington organization. He is a former amateur champion trapshooter of the United States. To show how the healthy, outdoor, sportsman's life lasts, Mr. Head's score for 1921 was 962, though he retired from the traps professionally ten years ago. Mr. Head enters the cutlery field with the same enthusiasm and ability that has characterized his work from the start.

H. R. PATTERSON

District Manager and chief sponsor for Remington arms and cutlery in the seven states of the "Northwest Territory," with headquarters at Minneapolis. Mr. Patterson began with Remington when he was 22, and he has stuck for some 15 years, so you can see what each thinks of the other. He proudly points out that his school has been his fellow men and the experiences he has had with Remington goods as "missionary" and executive. He is most interested in the possibilities and advantages which the new cutlery line presents.

After the inspectors have finished the knives are forwarded to the handle finishing, or "hafting," department, where the entire handle is finished by going through successive grinding, burnishing and polishing operations. Then the product returns to the inspection department for examination for minor flaws and defects.

The warehousing department includes the operations of edge setting, cleaning, etching, numbering, wrapping and packing. The knives first go through a process of rough cleaning, passing on to the etchers. Operators prepare them for etching the maker's name or brand on the front or "mark" side of the master blade by coating that side with a special varnish. Other operators make the impression of the name in etching machines. As the impression is made the varnish under the etching plate is removed automatically. Acid is then applied which etches the name into the steel. The blades are then immersed in an alcohol bath to remove the acid and varnish. Here also the blades are given their strong, keen cutting edges. Most of this work is done by women, who are better able to do fine work of this character by reason of greater delicacy of touch. The foreman of this department may have two daughters and a son working under him and other sons employed in other departments. This is not uncommon among those who devote their lives to cutlery, although it is found to a greater extent in England and on the Continent than in the United States.

The next operation is numbering—stamping the number of each knife on the reverse tang of the master blade. After being cleaned once more the knives receive another inspection. Then they go to the buffing and polishing machines, which are operated by men. A final cleaning and inspection follows. All knives with the slightest defects are rejected.

Entire Pedigree Stamped on Carton

The product now goes to the packing rooms. The knives are transported in trays on trucks. Here they are placed in moisture-proof cabinets. In packing, each knife is wrapped in rust-proof paper and packed one-half dozen to the box. The boxes are sealed in "glassene" paper to prevent rust and are then packed two dozen knives to a carton. Each box of six knives has stencilled on the bottom a code number by which the product may be traced back in production to the time of assembly. The model number of the knife is stencilled plainly on the end label. In addition, the carton has a code number to indicate the labeler and packer.

An Aid to the Jobber

The use of a glassene wrapper on each box of pocket knives not only protects the contents from moisture but it is an indication to the jobber's stock clerk that the package has not been broken. The absence of the glassene wrapper indicates that one or more knives have been withdrawn from the box in making up assorted orders. This prevents short shipping of orders to the retail customer.

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Lacking a recent and adequate picture of J. G. Heath last month, we were forced to use one that merely bore a slight resemblance. We were so overcome with shame after our edition was printed that we insisted he have this up-to-the-minute likeness "for our files," and we take this opportunity of making public apology and reparation for the injustice we perpetrated last month. Due to Mr. Heath's active and genial life, his friends say he actually grows younger with each recurring birthday anniversary, and this new picture is ample evidence of his perpetual youth, his continuously pleasant aspect, and his mysterious ability to grow handsomer every year.



J. G. HEATH

In any group of Remington district managers or leaders, Mr. Heath would be conspicuous by his absence, for he heads one of the largest as well as most important divisions of the sales territory—the 12 western states. He has made Remington products his life and his light for over 25 years, and he is one of those rare men in business who can make his work his play and his joy also. The men he does business with are the ones he plays with and who call him by his first name. It is under the direction of such master hands as Mr. Heath's that Remington arms and ammunition have gained and held their favor with the trade. The new cutlery line is being received in the same spirit and with the same warmth.

Most all jobbers have some system to check broken packages of goods, such as a pencil mark on the end label. The system fails, however, whenever a stock clerk breaks a package and forgets to mark the end label. On the other hand, the glassene wrapper is the signal of the full package. Its use eliminates checking by the box and puts the responsibility up to Remington instead of the clerk. Another advantage is found in the wrapper as a protection against dust and dirt. Provided the package has not been broken by the jobber, the retail dealer receives his pocket knives in boxes with fresh, clean labels. This is helpful in making an attractive window or case display.

A Brand New Product

In placing cutlery on the market Remington started with a clean sheet. Everything is new—new personnel, new methods, new equipment, new designs, new dies, new tools and new ideas. There are no musty traditions or archaic methods to hamper and inhibit the growth of the cutlery organization as the line is increased from year to year.

What counts is not "How much have you?" but "What have you done?"

The place for the "knocker" is outside the door.

The Blann Hardware Company of Cicero, Ind., have opened for business, handling a full line of everything pertaining to hardware, plumbing supplies, electrical, sporting goods, etc.

The Moneta Hardware Company, 4402 Moneta Avenue, Los Angeles, are erecting a two-story brick building, which is about ready for occupancy.

They will handle a full line of everything pertaining to hardware, sporting goods, automobile accessories, housefurnishings, etc.

WILL WRITE COST DICTIONARY.

Addison Boren, manager of the works accounting bureau, Yale & Towne Manufacturing Company, Stamford, Conn., has been named to head a committee to write a lexicon of cost terminology. He will have as his assistants a member to be selected by each section of the Industrial Cost Association. To the end that the cost world may come to speak a common tongue and confusion in the now often contradictory meaning of identical terms be eliminated, Mr. Boren will proceed at best speed to present a report before the end of the year.

It is the expectation of the association to get this document into print and secure wide distribution, an accomplishment which will mark a basic advance toward standard practice. Those who know Mr. Borden predict that he will become the Noah Webster of the cost world. He pledged himself to research and diligent study and said he would ask all interested in clarifying cost terminology to lend him serious aid.

SEEING IS BELIEVING

Secretary Stone of Kentucky vouches for this:

A doctor came up to a patient in a lunatic asylum, slapped him on the back, and said: "Well, old man, you're all right. You can run along and write your folks that you'll be back home in two weeks as good as new."

The patient went off gaily to write his letter. He had it finished and sealed, but as he was about to affix the stamp the latter slipped through his fingers to the floor, alighted on the back of a cockroach that was passing, and stuck. The patient hadn't seen the cockroach. What he did see was his escaped postage stamp zigzagging aimlessly across the floor and following a crooked trail up the wall and across the ceiling.

In depressed silence he tore up the letter that he had just written and dropped the pieces on the floor.

"Two weeks!" he cried. "I won't be out of here in three years."

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Impressions of the National Convention

(By Secretary Roy Smith)

I CANNOT understand why any national organization holds its annual meetings in June, especially in a southern city. Those in attendance surely are more comfortable at home in warm weather than they are in some stuffy hotel at a convention. So it was at Louisville, and no one could enlighten me why it was.

On the way, my first stop was at Abilene, Kansas, where I visited H. J. Hodge, secretary of the National Federation of Implement and Vehicle Dealers. Abilene is a pretty little Kansas city, noted for its unusually pure water—99.98% pure, and I will say it's some water. Had a pleasant four hours' visit with Secretary Hodge, who went into many details of his organization. He took me for a ride and showed me the town of which he is very proud, and I don't blame him for it.

Roy Smith, from out of the West, jots down some personal experiences and impressions which occurred to him on his trip to the convention of the National Retail Hardware Association at Louisville. In his frank, forcible way he gives some interesting sidelights on the Convention as he saw it.

As I sat around the hotel Saturday morning, I overheard the old settlers saying to one another, "It's a beautiful morning, but it will be hot before nightfall." Well, they predicted rightly. I would say it was hot that day.

I left at 12 for Kansas City and arrived there at 5 p. m., and it was gloriously warm. As the railroad passed through the Kaw Valley or by the river of the same name, I was told it was the most fertile section of Kansas. I saw some very nice farms and corn, corn, corn, corn. Every other field was corn, and this also applies to every central state I passed through. I saw enough corn growing on this trip to supply the world. On previous trips east, I have gone in the fall when it was cool and all crops had been harvested.

I arrived in St. Louis Sunday and it was still hot, not warm, but hot. Spent Sunday looking around my old home port, St. Louis. Most everybody goes to the country on Sunday or up the river or stays close at home and tries to keep cool. The few people I saw on the streets were in their shirt sleeves and hunting the shade, and I was with them.

About 6 o'clock it started to rain, then thunder and lightning. I enjoyed the shower, noise and light and it was some cooler at 10 o'clock when we left for Louisville, arriving there at 7 next morning.

Blue Grass and Southern Beauties Missing

Louisville is rather a pretty southern city, with its narrow streets and old buildings. Of course, having heard of Kentucky's beautiful ladies, its blue grass and fine horses, I kept my eyes open.

Sorry to say, I didn't see any beautiful ladies such as I am used to at home; the blue grass is in some other part of the state, and as for fine horses, I only saw mules.

It surely was nice and warm that week in Louisville. Before you had half dressed in the morning you were perspiring and you went through the whole day the same way. The only cool spots I found in the East were the rathskeller and Mammoth Cave.

500 Join in Mighty Song

Convention opened promptly Tuesday morning. President Ludlow sounded his gavel and called the meeting to order. Then we all sang America, 500 strong. It was some song. It was beautiful.

The program was all fixed and from start to finish not a moment was wasted. It was business and talks by business men. Only three gentlemen outside the ranks of retail hardware dealers appeared on the program.

Various presidents, secretaries and delegates from different states were assigned subjects to talk on and discuss. After the opening talk, questions were asked and answered from the floor of the convention by members. This part of the program was most interesting. The representatives in attendance came from the North, East, South and, last but not least, the West.

California with its four delegates in attendance is the baby association as to life in the national body. The new delegates received a warm welcome. Some talked of a national meeting in San Francisco in 1923 or 1924. I would be willing to wager a good straw hat that the convention would come for the asking. Speaking of straw hats, 99 men out of every 100 wear one. Even I had to buy one, just to be in style and try to keep my poor old head cool. First straw hat I have bought in years.

A Kiss on Joe Welsh's Forehead

For entertainment, one night there was a dance, another evening we spent on the Ohio River on one of the large pleasure steamers, and the last evening we all journeyed to a pretty pleasure park of Louisville, which was very nice.

During the meeting many songs were sung This was new and novel to me and very pleas-

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ant. A witty Scotchman from Ohio sang a song and told a couple of funny stories. His burr was wonderful, and he also had a boyhood school friend in California, one Joe Welsh of Pasadena. He wanted me to kiss Joe on the forehead for him when I saw him. So, Joe, as you read this, consider yourself kissed, until t reach Pasadena.

When I started to tell the bunch about some of the wonders of the West, and our cool weather around our Bay, they called me a liar, liar, liar—why they can't believe it, or don't want to.

An All Day Hole—But Cool

On Friday we visited the Mammoth Cave. It's some hole in the ground. You can walk for 12 hours and not see it all, so they tell me. Three hours was all I needed to satisfy me. The rest I took their word for. On Saturday I visited headquarters at Argos and was agreeably surprised at the size of the offices. Our delegation was nicely entertained and we were shown every courtesy everywhere, and we were much enlightened on the activities of the association.

Altogether it was a fine trip throughout. We all enjoyed the meeting, learned much, met interesting people and saw many interesting things, long to be remembered. It was one of those journeys you would rather look back on than do over right away. One comes to see the advantages of his home environments.

THIS ONE ON MEN.

She entered the hardware store and complained about a lamp she had purchased, demanding that it be taken back.

"What's the matter with it, madam?"

"It has all the faults of my husband with none of his virtues."

"Please explain yourself."

"Well, it has a good deal of brass about it, it is not remarkably brilliant, requires a great deal of attention, is unsteady on its legs, flares up occasionally, is always out at bedtime, and is bound to smoke."

Pull a creditable load and you'll need no "pull."

He was a wise man that said he hadn't time to worry. In the day time he was too busy and at night he was too sleepy.

If you do not think beyond your job rarely will you make much advancement. Do what you are doing well—so well that you are actually preparing yourself for the next step up.

Hurry is the enemy of quality. It is difficult to do anything well and to do it in a rush. Plan to have time enough to execute and finish the task you undertake in a workmanlike and skillful manner.



E. M. HEALEY HEADS NATIONAL

The National Association has been fortunate indeed in the type and character of their executives, and Mr. Healey will compare most favorably with any of his predecessors, which is saying a great deal. His earnestness and zeal in behalf of every movement that makes for the welfare of the retail merchants is well known. We shall have more to say of Mr. Healey, his work, and the various matters upon which the convention touched, in subsequent issues.

DISTRIBUTION POLICIES NEEDED IN BUSINESS TODAY

1. Work for greater volume.
2. Prune off needless expenses.
3. Merchandise to attain faster rate of turnover.
4. Lower mark-ups to increase net profits by volume.
5. Concentrate on branded lines because of faster turn-over and price stability.
6. Build up cash reserves if it is at all possible.
7. Take inventory losses quickly.
8. Make every unit produce to full capacity.

Do what you have to do and do it now. Spell now backwards and you have the answer.

The boss is often reminded that fine piano keys could be manufactured from the hiatus between collar and hat of the average employe. All ivory is not found on elephants.

Think not of yourself as "the architect of your career," but as the sculptor. Expect to have to do a lot of hard hammering and chiselling and scraping and polishing.

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Competition the Life of Trade

The Great Game of Business Competition Should Be Clean as Between Gentlemen and Sportsmen if Both Business and Public Are to Derive Its Best Benefits

(By T. J. Callahan)



Business is the greatest game of the men of America, and unlike other games, it's open for every one full 300 days of each year. You can bat over 300 and the satisfaction is more than equal to that of the best game of ball you have ever witnessed.

End runs to the opponent's goal in the last few seconds of a great college football game are duplicated so many times in the game of business that we expect them regularly.

Eighteen holes in seventy call for the best the golf club can furnish for a celebration because of its rarity, but business furnishes even more phenomenal players than the best golf club in the country can boast.

The game of business gives rewards to the successful participants more valued than any other game, be it golf, football or baseball or any of the gym sports. No other game gives the pleasure and satisfaction to its participants for cleanly played, it furnishes the means for health and happiness and all the joys of mankind.

The game of business cannot be well played by the superficial—it requires close study, it takes the best that's in a man; brains and energy constantly applied will bring great rewards to its players.

Most Wonderful Thing Man Makes

A little school girl once said that the most wonderful thing a man ever made was "a living for his family" and the game of business played by men devoting their thoughts and their energies to the game furnishes its rich rewards.

Pleasure and profit are the rewards of business, neither alone but both together. Without the pleasure derived from business I would not want to participate as heartily as I do and without the profit I might lose much of its pleasure. Both together and no greater rewards can any game produce.

Men stay in the game for many long years —not for the profits that accrue, but for the great pleasure of seeing the realizations of the many dreams of their youthful days and touching elbows with the younger ones in the game they again thrill with the ardor of the new participants.

An old friend of mine, who has gone beyond, was still sticking to his work. Sixty years he had spent at the game. He needed no more money and I had a wrong view of him. I thought he still wanted more. So I said to him: "Mr. A., why don't you retire and enjoy yourself? Get away from this work, the many details of your business. Why do you wear yourself out this way?" He looked at me as if he had been hurt. "My boy," he said, "don't you know the great joy there is for me in being busy, in having some work that I know is waiting for me to do; in seeing things done by those associated with me?" Then he stepped closer and even more seriously said, "Tom, if I would quit as you suggest and lay down my work I couldn't last a month."

Monopoly Degenerates

It would seem that the easiest way to gain the rewards of business would be to build a fence around a certain prescribed territory and allow no one to sell your products there but yourself.

This has been tried many, many times and dismal failure has been the result. Probably no case can I recall so vividly as that of the Bell Telephone Company in Ohio. A distinct monopoly, and I do believe that one phone company should be better than two. But the Bell companies languished, the service so poor that few people aside from business houses cared to have phones. Then what an awakening with competition.

Upon their toes the new companies were—they got the best fellows from the old companies. Their service was better, facilities far in advance, so the old company, awakened rudely from their Rip Van Winkle sleep, saw what they should have seen before—the great field of demand, which was for the harvest, and they, the harvesters, could not see because of their heavy eyelids of self-satisfaction.

How the old companies then did come back —truly an awakening. Now, instead of being satisfied with their condition, they are continually talking and planning for years in advance of the improvement and betterment of their service.

Business Does Require Competition

For without competition it is a monopoly even as the Bell companies were a monopoly and would languish and fail utterly to keep step with the times.

Competition brings you upon your toes—shoulders back and chest out—eyes wide open to create the good will for our business which good service alone is able to create.

So we require competition, which Webster defines as: First—Act of competing; emulous

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contest; rivalry. 2—The effort of two or more parties, acting independently, to secure the custom of another party by the offer of the most favorable terms.

Competition implies a struggle or contest between two or more persons for the same object. But I like the synonym of "emulation," meaning an ardent ambition or desire to equal or excel. Emulation is commonly regarded as honorable or praiseworthy; as, emulation among students incites to industry.

Should Be Clean

In other words, a friendly contest, wherein the contestants seek the honors and glories of the victors with the same clean-cut sportsmanship so noticeable of our great college games and amateur sports.

We want competition, gentlemen, the clean-cut competition that elevates business to the place where it belongs.

Encourage Home Owning

"In contentment there is great gain," the psalmist said, and truly there are no alarms of anarchy, bolshevism or socialism coming from the home-owning workers, who are the back bone of this land. You help as well as produce factories and continue their operation to keep the home owners employed and sustain their families and little ones.

How differently is the new home when compared with the other great pleasure—the automobile. Each furnishes enjoyment—the first is an investment that goes down into the next generation with frequently an added value over its cost, while the latter is an expense that rapidly eats up the principal and requires continual operating expense and upkeep for the enjoyment.

Possibly the most impressive stories of European conditions that I had read recently were the letters of Ole Hanson of Seattle, telling of his inquiries among the working people of Europe. Possibly in England the workers are more thoroughly organized than here, but to Mr. Hanson's inquiries of the various union headquarters he was told that not one man in 500 to 1000 was owning or trying to own his own home.

Think of this, and then turn to our own country, where every worker has a deep-seated desire and intention to be at one time or another a home owner.

The First Impression

What makes the first impression on every visitor to a town? It's the buildings of that town—the store buildings, the city buildings, the houses of the great and rich and the homes of the workers.

The automobile salesman doesn't wait for you to get ready for his car. By no means, for he has been singing his story throughout the whole country until you are sold with the idea of ownership.

Why don't we sell our community with the greater idea of better homes and better buildings? They are assets not only to the owner but to our town as well.

Competition is said to be the life of trade, and it is, gentlemen, but it takes co-operation to put ginger into our business.

Rational competition is the competition that builds up a business, builds up a community and helps build up even a competitor. You can no more sell all the hardware required in your neighborhood than you can force every family of a town into one church or one religious faith.

Rational competition is the competition that seeks every legitimate means to further the ends of your business. That plays the game of business as a game as clean as the best football game you ever saw. That neglects no opportunity to win, but the winning must be clean-cut and on its merits only.

Your competitor has a right to existence—your town needs him and you need him. For without him you might go to sleep as the Bell Telephone Company did and you and your community suffer.

But Ruthless Competition

Now, opposed to rational competition is ruthless competition, the desire to obtain business regardless of the means—when quantity of sales and not quality of service is paramount.

Ruthless competition is the death of trade—for not only is this type of business man operating an unprofitable business but he is actually a menace to the community. He who sells without a profit takes away both the pleasure and profit of his own business, but also from that of his competitor as well.

You must take a profit (a reasonable profit) not only to pay your bills and give a fair income to your help but maintain your position in your community.

So your competitor is now cutting prices. This reminds me of a little anecdote.

There had been a difference of opinion in the preacher's family, in which six-year-old Mary thought she got the worst of it. So at prayer time she was unhappy and resentful toward the world in general and her own ministerial family in particular. But she knelt at her mother's side, as usual, and went through her ordinary evening petition. Finally she added: "Oh, Lord, make all the bad people good." She paused for a moment, then, as an afterthought, concluded: "And if you can, please, make all the good people nice."

Price cutting does not create new business and many charges of price cutting are due to rumors thoughtlessly or maliciously circulated by busy-bodies. Before you take snap judgment, why not be sure and thoroughly investigate.

Edgar James Swift says: "Failure to suspend judgment until the essential factors are

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discovered, and to persevere in the investigation until they are found, is the explanation of many blunders in business and in social reform. Ninety per cent of the business ventures are said to be failures, and this is the chief cause. Men like to decide and act. An unsettled state of mind is not pleasant."

And again: "We all believe many things which we have no good ground for believing." Bertrand Russell said, "Because subconsciously our nature craves certain kinds of action which these beliefs would render reasonable if they were true."

An ounce of prevention is worth a pound of cure. If you think you are not getting your share of the business, don't take snap judgment, find out what is the matter first. Your service may be poor, your office may not be courteous. Possibly you, yourself, may be dreaming of the days of 1919 when your customers hunted you up to force an order on you.

Profits Must Be Reasonable

Don't rush into price cutting. If your service is worth anything at all, it is worthy of a profit to you. You must be content with a reasonable profit, for the days of large profits have gone by and are only a pleasant memory of the years 1919 and 1920.

Suspend judgment of the rumors of price cutting by your competitor. Go visit him and see if you can't work together. Get together the lumber dealers and bring the carpenter, the mason, the tinner and plumber. They are all interested in your problem and will gladly give the movement a boost. Don't forget the newspaper man, for he is mightily interested in your town and is always willing to help progressive movements.

This is the ounce of prevention you have at hand, ready to work for you and bring back results.

Remember, price cutting teaches your unscrupulous customers that a little fancy lying on their part will bring still an extra concession from you and it will take many pounds of cure, much patience and months of good business practice to overcome the evil so easily started.

Cut Prices Will Not Help

Stable values create confidence—confidence begets business. You can do more good for yourself—you can make more demand for your commodities by asking a fair price which gives you a reasonable profit and this same price be your final price.

DANGEROUS FISH

Joe Welsh was talking to some friend of a fishing trip he was contemplating on his holiday.

"Are there any trout up there?" questioned one of the friends.

"Trout? Thousands of 'em," replied Joe enthusiastically.

"Will they bite easily?"

"Will they?" reiterated Joe. "Why, they're absolutely vicious! A man has to hide behind a tree to bait his hook."

ADVANTAGES OF A "ONE-MAN" BUSINESS.

Occasionally we hear merchants bemoan the fact that they only have a "one-man business," and they appear to think that if they had a business that justified a partnership or forming a corporation, how much better off they would be.

True, there are advantages in having a business organization, manned by capable executives and partners, but when you begin to examine many businesses how rare it is that you find men of equal ability and management yoked together. Rather does not one generally find some one man bearing the burden. If you are fortunate in having a first-class partner, consider yourself most fortunate, but for the man who complains about a one-man business, remember there are always two sides to bear in mind.

This is typical of what I know. I know a business house—four partners. They are losing money, and the reason is at the top, not among their workers. One of them is a very capable man whose thoughts are clear as crystal. The others are impractical, but firm in the belief that they are the greatest business men that ever happened. They are twenty years behind the times, but believe that they are up to the minute. They don't read trade journals or attend business meetings because they say they learned their business years ago.

The members of this firm do not pull together, and they are therefore sliding backwards.

I know a business man who has an expensive organization of salesmen, bookkeepers, stenographers and office people. They are first-class people, every one hard workers, loyal, devoted, and their ability and work have been large factors in building up the business to its present large proportions. But the changing times have lessened the demand for his goods. He is losing money; he don't know exactly what to do; and he is walking the floor o' nights. He feels the weight of his large organization, but he hardly dare reduce his expenses by dropping such capable people. And there he is between the gentleman with horns and the sea, which is very deep. He would give good money to have a one-man business.

You have many things to be thankful for, Mr. One-Man Business; and once in a while it will be wise to go off by yourself and count your blessings in a cheerful frame of mind.

TO BE SURE

"If flies are flies
Because they fly,
And fleas are fleas
Because they flee,
Then bees are bees
Because they bee."

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SUCK-SESS SEEK-RETS



Onst there wuz a Man who went into bizness for Hisself. This man had many a good idee, but few of these Idees ever got a chanst to sea the light of Day, for he lacked the Gumption an' courage to put his plans into execution. He wuz awlways wondering why he couldn't Kash in on these Brilliant Stunts, but he never Learned that a plan has to be set Actually to work, in the rite weigh, if it is goin' to amount to anythink.

He awlways stopped his Mental Processes while his Scheme or Plan was half baked—and natcherally it awlways fell flat. He would stand back an' Scratch his hed an' say:

"Well, what do you know about that! I thought it would work, but it won't!"

Then he had a fixed Notion that sumbody wuz goin' to Rook him sum day, forgettin' that the country had about 1,999,999 folks who had never so much as dreamed of playing him a dishonorable trick.

Sew he went on from year to year, Shying at this, that an' the other, but awlways congratulating hisself that he had maid the crooks afraid of him, and sew saving his own bacon.

One day he red A advertisement in a Magazine, what told a wonderful Story. All you had to do wuz to send in $25.00 an' a Wise Guy would tell you eggsactly how to succeed in life under all circumstances.

Our friend had never got ahead very far, sew he scraped up the 25 iron men an' sent them on, Parcel Post.

This is the advice what he got:

"You will never succeed, as so many people would have you think, by applying a cut and dried set of rules and formulas. But, my friend, you will surely succeed in astounding measure if you will think out each problem to its satisfactory solution as it arises, and then will apply common sense in putting the solution into practice.

Friend bizness-Man wuz sew mad when he got this—that he danced a jig an' went to the Post Office authorities to komplain that he had been Bunkoed.

But the Law couldn't help him. For the Law doesn't take Account of whether you have maid a bad bargain or a good one, if no contract has been broken an' no Misrepresentation can be proved.

Besides, the government man red the Advice, looked Keenly at our Friend, and sed that the Success Rule in his opinion wuz worth the price.

It's yours for the taking!

WHAT THRIFT REALLY MEANS

What are you going to buy with it? That is the real question of importance facing the people of America, makes a tremendous difference both to the individual and to the community in which he lives how that question is answered.

"There are a good many persons who shudder or shrug their shoulders whenever the word thrift is mentioned. This is because they have a wrong idea of the meaning of this word. Thriftiness does not mean becoming a 'tightwad' or enduring a lower standard of living—quite the contrary.

"Thrift does not mean the mere hoarding of money; it consists in the spending of money, but for things of permanent value, for things which will add to your comfort and welfare or, to put it in other words, for those things which will improve your standard of living.

"Prof. Carver, of Harvard University, in a recent widely quoted article, says: 'Thrift does not consist in refusing to spend money or to buy things. It consists, under a money economy, in spending money and buying things, but in spending money for things of a different kind from that which thriftlessness buys.

" 'Thrift buys things with a relatively vivid appreciation of the future; thriftlessness buys things with a relatively dull or weak appreciation of the future. Thrift regards future needs as comparable in importance with present desires; thriftlessness regards present desires as of greater importance than future needs.

" 'Thrift very generally consists in investing money; that is, in buying income-bearing goods. As a matter of observation thrifty communities (and thrifty individuals) spend more money in the long run than thriftless communities for the sufficient reason that they have more money to spend.' "

LOWEST WAGE SHOULD ALLOW FOR SAVING.

A margin for saving is an absolute necessity for the well-being of the American working man, according to President Warren G. Harding. In a recent speech outlining the minimum wage requirements of the wage earners of this country, President Harding said:

"In our effort at establishing industrial justice, we must see that the wage earner is placed in an economically sound position.

"His lowest wage must be enough for comfort, enough to make his house a home, enough to insure that the struggle for existence shall not crowd out the things truly worth existing for. There must be provision for education, for recreation, and a margin for savings."

Opposition begets strength.
Discussion provokes thought.
Contest increases skill.

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"Tuning Up" Yourself

It is a familiar sight to see musicians, especially those who use stringed instruments, "tuning up" before they begin their part of the program, whatever it may be, says an exchange.

They might argue after this fashion: "I am too busy to bother tuning up. Besides, why should I?

"The strings are there and the other parts of the instrument, and they should be reasonably ready for use. They were all right last time.

"The other fellow, who hasn't much to do or who wants to make something of a show, can tune up if he likes, but as for me, I'm too tired or too busy.

"I have got along so far without doing much tuning up, and I reckon I can go on the rest of the way, as well as I have come this!"

Can you imagine a musician of that caliber playing in a symphony orchestra, or before a discriminating audience? Not much! Even a cheap restaurant would not tolerate him. Probably the best he could expect would be to be allowed to saw away on a street corner.

Same in Business

There are a lot of business men who are just as unwise about themselves as this. They think they can go on, day after day, week after week, month after month, and year after year, without "tuning up."

After awhile as might be expected, nerves begin to jangle, the very closeness to their problems causes them to lose the sense of perspective and they either deteriorate into small, grubby business men who merely hang on because of their dogged persistence, or else they face a nervous perchance a mental breakdown altogether. Either one is serious; neither pays.

Overhauling Your Motor

It is just as important that the delicate human instrument with its myriads of fine wires in the shape of nerves, its brain cells with their peculiar functions, and its wonderful system so marvelously interdependent, should be "tuned up."

The musician can buy another instrument; the business man cannot buy another body or brain. He may be driven to the point of having the one he has, tinkered as nearly into shape as possible by the best doctor or surgeon he can find, but after all, the best remedy is prevention.

Spare Time Invested, Not Wasted

Sometimes we wonder to see men who are head of large corporations, the business of which runs annually into millions, spending so much time—as it seems to us—at golf, motoring, camping, fishing, or whatever particular type of recreation appeals to them.

And yet, if you and I were to talk to these captains of industry, the chances are that they would tell us that there is no more important part of their routine than "tuning up." It helps them to be physically and mentally fit for the big tasks which they are continually obliged to face.

The man who keeps his nose continually on the grindstone will soon suffer from two physical defects. First, he will become so cross-eyed that he cannot see plainly; and second, his nose will wear off gradually, so that after awhile he will not be able to even smell.

Make a Daily Habit

We cannot continually draw upon a bank account without making regular deposits, for soon we will come to the end, and our bank checks will be returned marked "No Funds."

This is always humiliating; it impairs our credit and injures our self-respect.

After all, the Chinese people are wise in their day and generation, in that they pay a physician as long as they keep well, and promptly stop the regular remuneration otherwise due him, as soon as they fall ill.

We admire the heroic fortitude of the early martyrs, who suffered for principle. There are modern martyrs also, who are unavoidable victims of circumstance, but we have no right to have any patience with people who deliberately neglect themselves and abuse body and brain, which would serve them well, if given half a chance.

Weekly Tinkering

Any man who invests money in a motor car expects to pay out more or less in time or money or both in keeping it in "shape."

If he ran it, through thick and thin, without paying much attention to its mechanical needs, except to keep gas and oil enough to insure locomotion, he could be sure he would have trouble some day. Such a man would be just the type to be impatient and resentful because that trouble came at a particularly inopportune time. Before a locomotive or a sea-going vessel starts out on a journey, its essential parts are all carefully tested, and it is "tuned up" for the trip.

There are a variety of ways in which the "tuning up" process can be effected by the man in business. Anything which invigorates him in mind and body will be effective. He requires recreation, pure and simple, and it should be taken in moderation, regularly, and along lines which he especially enjoys.

One man may be benefitted by hunting or fishing; another by frequent musical treats; still another by a game which pits his wits and skill against another's. There is nothing like a change of occupation to give a healthful rest.

How Associations Help

It tunes up a man to come in contact with others in his same line of calling, and so he is

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near-sighted if he neglects the opportunity to join whatever organizations are available which will prove an inspiration—the local retailers' association, the state association, the local chamber of commerce; clubs, which are helpful in their nature, or possibly fraternal organizations which appeal to him in their fundamental principles, but not to the extent of "running" outside things—they take time and thought which few businesses can spare.

Contact with people of the right type out of business hours is an important part of "tuning up."

A change of scene is a necessity occasionally, for the man who never stirs from the home county becomes narrow and lacks the inspiration of the achievement of others. It is a good plan sometimes to climb over the valley walls and see what is on the other side.

An instrument which has been neglected for a long time is more difficult to tune and does not stay in tune as long as one which has been properly cared for. The owner of a very fine piano neglected to have it tuned for a number of years, because it was used so little. When discords at last made it imperative, the instrument was tuned. It took long and patient work and the tuner said: "This piano will not stay in tune long. It ought to be tuned every three months, or oftener, for a considerable period of time to get it back if possible to where it was."

It doesn't pay to put off "tuning up." It is too expensive. Not in dollars and cents alone, but in that subtle quality of power to produce results which only keeping in tune can insure.

Ralph Waldo Trine's well-known book, "In Tune with the Infinite," opens gates which give a far vision, showing how even the smallest instrument may became a part in the great orchestra of the Creator. Life is a complex matter unless we simplify it by returning to first principles—and then it becomes a song, the singing of which we never tire!

When You Are Forty

Thin out the gas mixture—eat less, smoke less, drink more water.

Drink at least 9 glasses a day, one on rising, at breakfast, at 9, at 10:30, at dinner, at 2, at 4, at supper, at bed time.

Don't drink the water at meal time as a "wash down" for mouthfuls of dry food. The saliva changes starchy food to sugars, etc., and such food must be thoroughly chewed. Drinking the water first or last is best.

Sitting erect in the chair, standing erect with the weight evenly distributed on both feet, holding the stomach in and the chest out—are simple things, but very vital to the intestinal functions.

Dr. Brady, the eminent Elmira, New York, physician, who writes for 30 odd newspapers, lays more stress on sommersaults than any other "medicine."

Six on rising and six at bed time.

Bend forward on the bed, duck the head and roll over. After a week or so on the bed, take to the floor and never mind the bumps, at first; you'll get more supple as you practice.

At least three miles walking, every day, is Dr. Brady's second prescription for everybody.

Just three things to remember:

9 glasses of water,
12 sommersaults,
3 miles of walking,

that thy years may be longer, and thy service greater.

The walking may be "sugar coated," and taken in the form of dancing, swimming, rowing, tennis, golf, hand-ball, boxing, wrestling, or what-not.

"MY STENOGRAPHER"

She can take my dictation,
With ease and elation,
She knows how to smile,
And she knows how to file.
She can keep her lines straight,
And never come late;
She can paragraph well.
Hears the telephone bell.
But what makes me sore,
And what makes me roar,
Is the fact that she never can spell.

She never chews gum,
And she never is glum.
She doesn't powder her nose
Or wear open work hose.
Her spacing is neat,
And her carbons complete.
She finds every letter,
None could do better.
But what makes me yell,
And what makes me tell,
Is the fact that she never can spell.

Her spacing is grand,
And she writes a good hand.
She can find all my papers,
Without any capers.
She has speed to burn,
And her salary she earns;
Also files every letter in turn.
But this capable Miss,
With all she does well,
Can never, oh, never, learn how to spell.

Eve never knew she was nude until she ate the apple.

Isn't it about time to pass the apples again?

If the best way to get the most out of life is to fall in love with a great problem or a beautiful woman, why not choose the latter and get both?

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CONFESSIONS OF AN OIL-STARVED WASHING MACHINE

(By Frances McMannon)

My owner's first mistake was to disregard my manufacturer's warning to see that I was thoroughly oiled before operating, but evidently she was so anxious to put me to work that she did not think it necessary to read my instructions.

She then overloaded me, notwithstanding the fact that I am marked with a "water line," and filled me up with luke warm water and clothes far beyond the capacity given in instructions from my manufacturer. Of course, I always do my very best under all circumstances and think I put out a washing that day to do me credit, considering the handicaps under which I was working.

I thought of course she would oil me before the next wash-day, but when she started me again without apparently giving any thought to my thirsty bearings, I groaned.

It was during the fourth week of this kind of treatment that, fortunately for me, my belt stretched and of course my operator's first thought was to call the dealer instead of reading the instructions, which told in a few words just how simple it was to turn a certain screw to take up the stretch in the belt.

Oh, how thankful I was to see that nice man from the store, who seemed to understand my needs, for he tightened the belt and told her how badly I was in need of an oiling—now surely she would give me some oil, but no, the next week I was started under the same conditions. I felt myself breaking down.

My bearings were all showing the effects of this abuse. Bolts and nuts were loosening up. The instruction book that came with me advised frequent oiling and tightening of all bolts but my operator evidently saw no need of undertaking what no doubt she considered as a "messy job." If she would only read the instructions she would not find it difficult to locate the oil holes, all plainly marked on the chart.

It was during the fourth month of my life that the oil cups in my motor dried out (they had been filled at the factory, and I suppose I became so angry at the abuse I was receiving and after saving her so much labor, that I actually "spit fire." Of course she became alarmed at my actions and sent for the repair man. I knew he would understand that I was not to blame.

But how she raved and fumed about "unreliable junk"—just think of it, after me hearing her sing my praises to her friends. It didn't take him very long to find out that I had been sadly neglected. He cleaned out all oil holes, thoroughly oiled all my bearings and filled the oil cups in my motor and, in short, did only those things which if done months ago, as per my instructions, would have saved me from hearing the harsh words of my mistress.

I was grateful for the good treatment I received and showed my appreciation by running smoothly, but my much vaunted "silence in operation" was a thing of the past, as my torn bearings were beginning to rattle. But, oh, if she will only heed the instructions and give me a little oil once in a while! And why, oh why, don't she treat me with some of the consideration she shows her cleaner and sewing machine—I save her twice as much labor as they do, at least so she tells her friends.

BUSINESS IS BUSINESS

"Business is Business," the Little Man said,
"A battle where 'everything goes.'
Where the only gospel is 'get ahead,'
And never spare friends or foes.
'Slay or be slain,' is the slogan cold,
You must struggle and slash and tear,
For Business is Business, a fight for gold,
Where all that you do is fair!"

"Business is Business," the Big Man said,
"A battle to make of earth
A place to yield us more wine and bread
More pleasure and joy and mirth;
There are still some bandits and buccaneers
Who are jungle-bred beasts of trade,
But their number dwindles with passing years
And dead is the code they made!"

"Business is Business," the Big Man said,
"But it's something that's more, far more;
For it makes sweet gardens of deserts dead,
And cities it built now roar
Where once the deer and gray wolf ran
From the pioneer's swift advance;
Business is Magic that toils for man
Business is True Romance."

"And those who make it a ruthless fight
Have only themselves to blame
If they feel no whit of the keen delight
In playing the Bigger Game,
The game that calls on the heart and head,
The best of man's strength and nerve;
"Business is Business," the Big Man said,
"And that Business is to serve!"

—Berton Braley.

MORE TRUE TODAY

At a brilliant gathering in France, Voltaire turned to David Garrick and asked, "Who, in your opinion, are the prettier—Englishwomen or Frenchwomen?" To which the eminent actor replied, "I am no connoisseur of paintings."

The Blackfoot Hardware & Implement Company has succeeded the Sterling Hardware & Implement Company of Blackfoot, Idaho.

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MARBLE PERISHES—MIND IS ETERNAL

If we work in marble, it will perish; if we work upon brass, time will efface; if we rear temples, they will crumple into dust; but if we work upon immortal minds and instill into them just principles, we are then engraving that upon tablets which no time shall efface, but will brighten and brighten to all eternity. —Daniel Webster.

WORK SOLVES THE PROBLEM

The Belgians are only a little less an inspiration to the rest of the world in peace than they were in war. The American consul-general at Brussels in a report on the industrial situation shows that except for a single industry manufacturing has been restored practically to its pre-war basis. The exception is steel working, which is handicapped by lack of raw material, and this is not the Belgians' fault. Textile mills are flourishing. There is no bolshevism, and labor troubles are practically unknown. The country has suffered less from the so-called "crime wave" than any other country in Europe.

To appreciate what the Belgians have accomplished, it must be borne in mind that the German army destroyed a full third of their factories. The railroad and water transportation system was virtually wrecked. Railroads to the extent of 1200 miles were torn up, 1800 bridges were demolished, and 60,000 railway cars and 2500 locomotives were stolen. More than 400 miles of canals were rendered unfit for service.

Belgium has not figured largely in the news since the armistice was signed. There is nothing particularly sensational in every-day hard work, attended by thrift and patience. Yet the accomplished result is worth more than passing mention. Our consul-general might have written an epic on the subject, which as a matter of fact is what his statistical review of the rejuvenation of that war-torn land very nearly comes to.

An Educator for the Merchant and Salesman

The advertising pages of the "HARDWARE WORLD" are one of the splendid educational features of it.

They serve as a persistent educator of the best goods, most economical labor saving appliances, best mechanical equipment and most profitable selling lines.

They give the talking points, the merits, the selling points, of the various lines that are usually handled by the hardware merchants.

In no other way can a merchant or a salesman get the points so quickly and so effectually as by noting our advertising pages.

It is always the man who is best informed of what is to be had, where it is to be gotten quickly and cheaply, what its merits are, that is the best salesman.

The knowledge gained from its advertising pages probably in the majority of cases, is acquired unconsciously and without mental exertion.

A dealer or a salesman is perhaps wholly unaware that he is getting a valuable addition to his general knowledge of merchandising and of the goods that he sells.

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USING RED INK IN LETTERS

An effective collection appeal is made by the following letter used by a wholesale grocery house. The success of this letter has been traced to the red ink used to emphasize the fourth paragraph. This paragraph—in this case it reads: "Charles B. Hatch, account overdue, $105"—is always typed in red letters.

Dear Sir: Your name in red ink on our letter is something we want to avoid. You do too, I am sure.

Here is the way the account now stands:

"Chas B. Hatch—bills receivable—$105."

But unless we receive a check by the 17th, here is the way our bookkeeping department will have to enter it:

"Chas B. Hatch—account overdue—$105."

The bad feature about this entry is the effect it has on our credit man. But then your check before the 17th prevents all this.

Yours for good credit,

This letter was sent to nearly 300 retailers located about the state. Within 10 days 110 had paid their accounts in full and 50 others replied expressing their regrets at being unable to remit. Within two weeks and a half some form of reply was received from all but 48 out of the 300. A classification of these 48 proved them to be the least desirable customers, for the greater part small stores where the extension of credit was perhaps not the best of judgment.

SUGGEST THE FIRM FIRST

One of our good subscribers, Thomas J. Hisey, of Phoenix, suggests that just as "Safety First" has come to be the slogan of the industrial and the transportation world, in like manner the equally applicable phrase the "Firm First" should be adopted by the merchandising world.

This slogan should be taken to heart not only by proprietors but by all of the employes of a business. By working together the firm's interest may be advanced. As the firm advances so the success and progress of each employe is assured.

In many ways the "Firm First" may be lived up to. Employes should be loyal to their employers; courteous to customers, and by trying to improve present conditions, and the institutions for which they are working, with suggestions or by actual service, they will be advancing their own interests.

PAINT OPPORTUNITIES NEGLECTED WHEN ROOFS ARE NOT PAINTED OR STAINED

"What do you need to make your business more profitable?" was asked a paint dealer recently.

"More volume of sales, of course," was the reply.

"Are you taking advantage of every opportunity to increase your volume?"

"I thought I was; why?"

"See those two men on the roof of that house over yonder? What are they doing?"

"Reshingling the shack," said the dealer without seeing the point.

"Why?"

"Old shingles rotted; that's a common occurrence."

"The siding seems to be sound."

"Sure," said the dealer, "the siding's painted."

"You sell shingle stain, don't you?"

"Yep; need any?"

"No, but I think that fellow who is reshingling his house over there needed some pretty badly a couple of years ago. Why didn't you sell him some? Can you see a single shingle roof from here that is stained? I can't. Every one bare as a newborn babe, and every one of them will have to be reshingled before many moons. And yet you say you need more volume of sales to make money in the paint business. Did you ever take the trouble by advertising, by circularizing, by personal solicitation, by letter or any other way to point out to the owners of shingled buildings that their roofs needed protection from the elements as well as their side walls, and that they would decay and have to be replaced if they didn't have it?"

"By jingo!" exclaimed the dealer, "I never did; but say, old top, I'm going to do this little thing beginning this very day. I see a lot of volume in that idea. Wonder why I never thought of it before?"

If you will only plan to make each working day of the year one hour longer by wise use of your time, you will increase the producing period of the year by an entire month.

The surest way to get higher up is to cooperate all you possibly can with the higher-ups.

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HOW TO BE A "SALESMAN" BESIDES BEING A "CLERK."

All salesmen must be good clerks but all clerks are not good salesmen; by this we mean that clerking is the first step to successful selling and the fundamental principles of a salesman's calling are, willingness to work; honesty and a perfect understanding of the goods that he is selling.

A Healthy Appetite for Work

Is the first indication that a man is going to make a successful salesman, for he has undoubtedly discovered that the harder he works the more knowledge he gains and eventually the greater gain to himself. This man will likewise show an undying desire to please, which, after all, is the direct avenue to the ultimate sale.

Pleasing a Customer

consists of many important steps which pave the way to gaining you his confidence, and the easiest way is honesty.

It is impossible to tell a customer anything but the truth without being eventually found out; adhere to the truth and right here is where it is necessary for you to have a profound knowledge of your stock to enable you to answer all questions about the goods you are selling without drawing upon your imagination with the possibilities of ever so slight a misstatement or an exaggeration.

Remember This

Never mention the other man's goods and if the buyer insists upon bringing them up, don't say anything detrimental, but casually remark that your competitor's stock is good but that your store's is far better—take advantage of this opportunity to tell of the exclusive features of your store and press home the fact that you are working for a firm that is above the average in selling goods.

Each word you say will gain the confidence of the buyer that you are above the average salesman working for an above the average store. When a customer complains about deliveries, don't say anything that will hurt the delivery man—don't call him a "bonehead."

Perhaps there will be some complaint about the quality of the goods, but always refrain from making a hasty remark about "a bad lot," which necessarily reflects upon the man who bought them—gives the impression that he's not a competent buyer and, certainly, no first-class house would employ an incompetent buyer.

If you are working for a second-class house you are a second-class salesman.

But you're not a bonehead! You're not a second-class salesman!

Never say anything but good about anybody in your store, from the errand boy to the boss, and tell all the good that you know. Anything that reflects credit on the house reflects credit upon you, the representative of the house!

Study Your Stock

Too much study cannot be put into the goods that you are selling, not only the actual selling of them but go back to the making of them and forward to the use and possibilities of even new uses.

Study your competitor's goods so that you may have an even knowledge of what he is offering, thereby enabling yourself to bring out the distinctive advantages of what you are selling.

"No" is a most elusive work and it takes an excellent salesman to know just when it is used with its intended meaning by a customer and when there is possibilities of that customer changing his mind.

"No" should never be final with the salesman, even when definitely uttered you should not overlook the opportunity of slipping in some casual remark such as: "Well, perhaps at some later time," thus you always leave your customer as a prospect, but, don't go too far; if a buyer says "No" with heavy emphasis, don't argue, never debate—persuade, convince, advise, but never make a customer feel that he is wrong—perhaps mistaken, but never wrong.

Mr. Statler, of the famous Statler hotels, has advanced some slogans for his hotels which might well be applied to the present day store. While not the literal translation, their application would be: "The customer is always right." "This store is yours while you are here, our clerks want you to feel toward them as you would to home-folks." Don't misconstrue the application of these slogans, let the customers be always right—temporarily—but spare no effort to convince him that what you sell is the best to be bought at that particular price.

Knowing when you have sold your buyer and just when to "wrap up the goods" is the final test of the finished salesman—how strong is your closing argument and do you know the phychological time to tell it? Don't oversell. sell as quickly as you are convinced that your customer is ready to buy.

NEW "KINK" IN SELLING ROPE.

The Lawrence Hardware Co. of East Palestine, O., have at last discovered how to carry samples and sell rope without obliging clerks to carry the heavy coils upstairs. The coils are placed in the cellar, directly under holes bored in the floor of the store. Through these the ends of the rope are drawn, and hung on hooks in front of the counter at which the rope is sold. As the customer examines the sizes, the ropes are pulled up and when he finally selects, enough of that size is pulled up through the augur hole to supply him and the end again hung on the hook. A dozen different samples may be shown in this way without loss of time, to say nothing of expeditious sales.

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POWER OF FIGURES

(By the Cub)

Every business man knows from experience the lack of practical education possessed by the average young man or woman, who goes into the business world, after "graduating" from high school or college.

A large part of the fault lies with our educational system, with our impractical and Socialistic teachers and professors, who are so filled with theories and isms that they deem it of supreme importance to "instruct" their pupils in such doctrines, neglectful of the principles that will fit them to make a living in the every day life of the business world.

The average boy or girl has little or no home training or discipline. Seldom do we find one who is taught to be exact or thorough in his or her work. Often parents encourage their children while young to do "smart" things, or anything to "get by," or that will be "good enough."

When these boys and girls grow up they carry with them the same spirit.

How rarely does one find a graduate who can add up a column of figures—correctly the first time — one that should be done in five minutes, without making an hour's work of it, or getting someone else to check their work.

They haven't been taught the value of such training in their home, or in their school or college life. They think it a waste of time, failing to realize that training in mathematics enables them to concentrate and to "think out" their work constructively.

Even if an adding machine was used, if these same persons were the operators, at least 25 per cent of the time they would strike the wrong figures on an adding machine, because of this lack of thoroughness of concentration.

We could lay aside our Grammars and forget the parts of speech,
But we must depend on figures and the lessons which they teach.
Gender, Person, Case and Number have their uses and their place,
But Old Nible Footed Figures outstrip Grammar in the race.
Grammar polishes our language, fills our minds with tiresome rules,
While Arithemtic supplies us with the best we get in schools.

Every day we work for wages, every dollar that we spend
Must be reckoned up with figures, if we come out in the end.
Calculations help the farmers estimate their numerous bills,
Calculations aid the butcher and the man who runs the mills.
Bankers all depend on figures, merchants couldn't run a day
If they placed their trust in Grammar and threw their 'Rithmetics away.
Engineers could sell their transits, architects destroy their plans
If figures had to yield to Grammar with all its deep complex demands.

Nothing ever has beat figures in their power to demonstrate,
Nothing ever has been truer, teaching lessons small and great,
Nothing ever could be better, solving mankind's vast demands,
Than the boundless power of figures in the calculator's hands.
Taxes couldn't be collected, revenues would go to smash
Rents would have to be neglected, custom houses take a crash,
Governments would be a failure, nations soon would cease to stand
If Arithmetic was sidetracked, leaving Grammar in command.

THE COUNTRY NEWSPAPER

The old joke, "The doctor buries his mistakes, the editor's are advertised," will always remain young. The editor does not mind, for he is accustomed to being slammed. He understands, better than any other, the weaknesses of human nature, and goes blithely on his way when the kickers kick and the grouchers grouch.

But the editor, especially of the country weekly, is appreciated by those who know of his work, and by those who are workers themselves. Therefore he can pass over the slurs of the thoughtless and the vicious.

Recently ex-Governor Francis, of Missouri, had the following to say of the country editor:

"Each year the local editor gives from $500 to $1000 in free lines to the community in which he is located. No other agency can or will do this. The editor, in proportion to his means, does more for his own town than any 10 other men, and in fairness he ought to be supported not because you like him or admire his writings, but because the local paper is the best investment a community can make. It may not be brilliantly edited or crowded with thought, but financially it is of more benefit to the community than the preacher or teacher. Understand me, I do not mean mentally, and yet on moral questions you will find most of the papers on the right side. Today the editor of the local paper does the most for the least money of any person on earth."

Admirably stated, but the Governor might have added that the county press is more truly representative of the community than is the metropolitan press, no matter how many pages of alleged "funny matter" the latter may contain or how ably prepared may be the editorial matter. The editor of a great city paper very ambitiously attempts to mould public opinion, while the editor (and he may be compositor, proof reader, pressman and the "devil" besides) reflects the views of his constituency. It is not that he is a "poll parrot," but that, mingling with his readers as he does, he absorbs their ideas and they absorb his, so that the paper really represents the community. More power to the country press.

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Over Balancing Business Lulls

Thomas A. Edison said something the other day of far more interest to salesmen than his widely discussed List of Questions. It goes as follows:

"I have been through five depressions during my business life. They all act alike. This latest one acts exactly like all the rest. The men, who if business fell off 66 per cent increased their selling effort 75 per cent managed to pull through as if there was no depression, and the efforts of such men tend to shorten the periods of depression."

Imagine what would happen in the business world if every window trimmer, every clerk, every manager, every salesman should read the above message and believe it and start out to practice it!

What a Fall and Winter the hardware business would have!

EVOLUTION OF GUNS AND AMMUNITION.

When one of our forefathers of prehistoric times picked a stone off the ground and threw it at his natural enemy, the lion, he unknowingly invented guns and ammunition. The stone was the ammunition and his arm was the gun.

One day a cave man, with a little more intelligence than his brothers, discovered that a stone, held by the folds of a piece of rawhide and whirled around the head, could be made to fly farther and hit a harder blow than a stone thrown by hand.

This was the second step in the development of guns and ammunition. Later on in history the bow and arrow were invented. As the world progressed, we find the demands for means that would strike a harder blow at a greater distance than the arrow would, so the cross-bow and bolt with its many modifications came into existence.

About this time powder was invented and then came the struggle to devise some means of using the explosive force of this substance. The first devices for this purpose were heavy and cumbersome weapons, more like cannon than guns as we now know them. A flash pan for powder was provided alongside the touch hole and fired by a match or torch applied by hand.

Later the torch was eliminated and a slow burning match for fuse was fastened to a movable cock operated by a trigger in such a manner as to dip the match into the powder in the flash pan and thus fire the gun. This arrangement was known as the matchlock.

The wheel-lock came into existence about the beginning of the fifteenth century. This consisted of a toothed steel wheel containing a spring and wound up with a key like a clock. A piece of flint was held against the toothed edge and when the trigger was pulled the toothed wheel revolved, setting up a stream of sparks from the flint which ignited the powder in the flash pan and discharged the gun.

Along about this time we read of guns having been made with a twisted barrel. This was the first attempt at rifling.

The next step in the evolution of our present day gun was the invention of the flint-lock. This consisted of a piece of flint fastened to the cock and adapted to hit against a steel plate and make a spark which would drop into the flash pan, fire the powder and set off the gun.

At this time we have records of several attempts being made to construct a repeating rifle. Guns were made up having several barrels, some had revolving barrels like our present day revolvers, others had magazines in the stock, but all were crude, although along the right idea.

The greatest single improvement in guns and ammunition since their inception was the invention of Alex. Forsyth, a Scotch clergyman, who, in 1817, patented the percussion system of firing. In this system the hammer of the gun was adapted to fall on a cap containing a primer, producing a small explosion, which fired the main charge of powder and set off the gun. This is much the same system as is used in our present day cartridges.

Up to this time practically all guns had been muzzle loaders. We now find the breech loader coming into use. Since the adoption of the breech loader up to the present time there have been innumerable inventions on guns and ammunition and the modern gun and cartridge are just about as close to perfection as human ingenuity and skill can make them. They represent a long series of inventions by experts in their lines seeking constantly to improve even the best previous devices.

POPULAR

When the late Bill Nye was planning to start his weekly paper, a friend one day propounded this question:

"Bill, is your paper intended to reach any special class?"

"You bet," replied the bald-headed humorist, "the class that has $2."

The Killeen Hardware Exchange, Killeen, Texas, are the successors to the Polk Hardware Company.

The Graham-Robinson hardware store is a new corporation which recently opened for business at Venice, Calif.

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(To readers of the HARDWARE WORLD: Mr. Buckley is always glad to furnish free legal advice on current problems that vex them in their own business. Any dealer desiring this special service is invited to state his case clearly and briefly in a letter to the HARDWARE WORLD; a careful reply prepared by Mr. Buckley will be forwarded him as promptly as possible.—Editor.)

WHAT MAY HAPPEN TO A SECRET PARTNER

(Copyright by Elton J. Buckley)

The point of partnership law which is brought out by the following letter, I do not remember writing anything about for a long time:

Atlantic City, N. J.

I will thank you for some views upon the following problem, omitting all names if you are pleased to publish the letter. About a year ago a young cousin desired to engaged in the retail ———— business in this city and not having sufficient capital I agreed to stand back of him to a certain point. There were reasons why I could not be known in connection with the business so the agreement, which we made in writing, between us was that I should contribute a certain sum of money, and should not be responsible for any of the firm debts. The business was to be run in his name and he was to be considered the sole owner. My connection with it was to be a secret between us, so as to safeguard me from being responsible for the firm debts, which we were advised would be the case if my name was not used. The agreement, however, was that I was to be a regular partner and receive half the profits. I also had a verbal agreement with him that if the business did not succeed in itself the first year, I would be willing to give up a little more money.

My cousin managed the business and managed it very poorly. The consequence is that we find ourselves about $5000 in debt and with nothing ahead. It appears that somebody must either put up more money, or it will fail. I am not willing to put up any more money, and what I wish to know is, if the worst comes to the worst, can they hold me responsible for any of the $5000 worth of debts, since I was not to be known as a partner, and nobody relied upon me in dealing with the business. I am informed now that if the creditors get after the business they can put my cousin on the stand and make him tell whether anybody but himself has any interest in the business.

The question therefore is, to what extent is a secret partner, who has not been held out as a partner and whom no one outside knew as one, responsible for the debts of the partnership? Is he responsible merely up to the extent of what he has put in, or to the full extent of his personal holdings, as a regular partner would be?

The answer is that he is responsible for everything to the full extent of his personal holdings, precisely as a general partner, for that is what the law considers him. The laws of all states provide a way in which a man who wishes to make a limited investment in a partnership, so that he will not be liable for the firm debts—the very thing that this correspondent wished to do—can accomplish the desired result. If he doesn't use that way, he is gone, provided he is smoked out. And he always can be smoked out, for all that is necessary is to put the ostensible partner on the witness stand in whatever proceedings have been undertaken, and ask him whether anybody has any interest but himself. I have done this repeatedly with perfect success where the witness did not wish to perjure himself.

The law as to dormant or secret partners is tersely stated from a leading case thus:

One partner has an implied authority to bind the firm by contracts relating to the partnership business, whether such contracts be evidenced by bare agreements, oral or written, or by negotiable instruments and this rule is applicable to dormant as well as to known partner. A dormant partner is liable for the contracts of the firm during the time he is actually a partner.

The acceptance of a promissory note from the ostensible partners by one unacquainted with the existence of a dormant partner, will not preclude the creditor from bringing an action against all who participated in the profits of the partnership.

In other words, even if you have dealt with Henry Jones, and been glad to deal with him, under the impression that he was the sole owner of a business, even if you have taken his personal note for some transaction in connection with the business, you can still go after William Brown, if you find out afterwards that he was a secret partner with Jones.

It is a good thing to remember when you are tempted to go into deals in which you are not to be known.

LIFE IN THREE WODS.

"Stop, look, listen!"

The reflective man stopped to read the railroad warning.

"Stop, look, listen!"

"Those three words illustrate the whole scheme of life." said he.

"How?"

"You see a pretty girl; you stop, you look, after you marry her you listen."

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"ORDER RECEIVED AND WILL HAVE ATTENTION"—WHAT IT MEANS

(Copyright by Elton J. Buckley)

The man who keeps close to the law, as of course a lawyer must do, sees a curious and interesting change occurring in the run of the cases through the books, as changes occur in the various staple trade markets.

Where the markets are declining he will notice a crop of law suits brought by the seller of merchandise against buyers who, because the markets have slumped, are seeking to escape from their contracts.

When the markets are advancing, he will see a crop of law suits brought by buyers against sellers of merchandise who because the undelivered goods are worth more money are seeking to escape from their obligations.

The arguments used and the legal positions taken by the respective plaintiffs in these suits are keenly interesting. One suit brought by a seller to induce his buyer to accept goods has just been decided in a Western state. It is a type of the suits that will crop up by the dozens for some months to come now, and involves a legal principle which ought to be highly useful to remember, both to seller and buyer.

In the case referred to, a retail storekeeper, on November 2, gave a jobber's salesman an order for certain merchandise, "for delivery on or about February 15." The order was written on a blank which the salesman used for that purpose, and on it was set forth the style and kind of goods ordered. Also the words, "This order not subject to countermand." It was not signed by anybody. One copy was left with the buyer, and the other was taken away by the salesman and sent on to his house. Part of the printed wording was a condition that the order should be subject to approval by the seller. The jobber received his copy, and sent a postal stating that the order had been received and would receive attention.

On November 24, of course before the goods were shipped, the buyer wrote the seller, cancelling the order. The seller replied, refusing to accept cancellation and asking the buyer to go through with the transaction. Later the goods were shipped, refused by the buyer and stored for awhile by the railroad. In the end the seller brought suit against the buyer for the full amount of the contract, on the theory that there had been a definite order for certain goods, which the buyer had no right to cancel without the seller's consent, and full delivery. And on the surface it appears as if there had been an order for itemized merchandise, given to a salesman authorized to take it, and forwarded to and received by the jobbing house, who acknowledged it as an order and said it would have attention.

Yet the court held that since the order had never been actually accepted, it could not be enforced. As to the jobber's acknowledgment of the order, stating that it would have attention, the court said this:

> This in the ordinary sense of the words used, would mean nothing more than a promise that its acceptance would be considered. In the absence of a further showing of the intention of the parties, the better view seems to be that a letter acknowledging the receipt of an order, coupled with the words, "the same shall receive prompt attention" or "prompt and careful attention" is not of itself an acceptance which will prevent a withdrawal of the order by the buyer or bind the seller to fill the order, though it may be evidence to be considered with other cirsumstances.

The court further held that in the case of an order obtained by a salesman who had no authority to himself accept orders, it was the duty of the seller, if he wanted to make a contract out of it, to specifically accept it. Until it was specifically accepted, the buyer had a right to cancel it, because it was not a contract, and therefore not subject to the rule of law that one party to a contract cannot cancel it without the other's consent. The court's decision on that point was as follows:

> In case of orders for goods given traveling salesman, if the seller, whose authority extends only to the solicitation of orders and the forwarding of them to his principal for acceptance or confirmation, it is well settled that the order or offer may be withdrawn at any time before it has been accepted. Although an order does not provide that it is subject to the seller's approval, and does provide that it is not subject to change or countermand, it nevertheless is held that it may be countermanded prior to its acceptance by the seller, where it is given to an agent whose only authority is to take orders and forward them to his principal for acceptance.

The moral is that in a deal like this the party who values it should see that it is completed, that is, that an acceptance is sent. Otherwise it will be left up in the air like the order in the case we have been discussing.

WHY DO YOUR CUSTOMERS BUY?

Every retailer knows that the five senses play a large part in the completion of a sale. But just how important is each one?

By considering the reactions of several thousand patrons, a big department store has found that out of every 100 customers

Eighty-seven per cent will buy the attraction of sight—including goods on display (whether in the windows, on counters or on show cases), and those to which their attention is called by advertising or demonstration:

Seven per cent by the attraction of sound;

Three and five-tenths per cent by the attraction of smell;

One and five-tenths per cent by the attraction of touch; and

One per cent by the attraction of taste.

It therefore follows that at least seventeen-twentieths of the activities of a store ought to be concentrated on the arrangement of attractive displays, advertising and the like, including the instruction of employes in the best ways of showing goods.

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WHEN YOU CAN GET BACK THE PROFITS SOMEBODY'S DEFAULT COMPELS YOU TO LOSE

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A case which has just been tried in the Massachusetts courts is attracting considerable attention among the trade, but the fact that it merely followed settled principles of law gives me a chance to say something about the legal principle involved in it, viz., the right to recover profits which somebody's breach of contract causes you to lose.

In the case I refer to, a shoe manufacturer took an order from a retailer for a large quantity of special shoes to be made to that retailer's order. Before the order was completed and delivered, the market on that grade of goods went off, and the retailer did what so many others have done under similar circumstances, he cancelled.

The manufacturer, however, had the courage of his convictions, and refused to accept the cancellation, and the retailer persisting, suit was entered for damages. The point of the case which seems to be arousing comment was the form of damages which the manufacturer sued for. He sued to recover the profits which he would have made on the order had the retailer allowed it to go through.

The court upheld the view that he was entitled to his profit, and the jury gave him a verdict of $3,337.

There is nothing specially unusual about recovering profits or damages in such a case. As a matter of fact, there are cases in which lost profits are the only damages which have been sustained.

The progressive attitude of the law as to allowing the victim of a breach of contract to collect his lost profits is very interesting. Under the old English and American law, you couldn't collect them at all, for they were considered highly speculative and uncertain. Because it wasn't certain that you were going to make any profit, the law said you couldn't collect any.

The modern law has changed all this. Today any business man who has entered into a deal with somebody who falls down on it, causing a loss of profits, can collect those profits as damages, if he can prove them with reasonable certainty. Proving them with reasonable certainty is usually the point of difficulty. You don't have to prove with absolute certainty that you would have made a profit and exactly how much, but only that in all reasonable probability you would have made approximately so much.

I can show how this principle works by citing a case or two. A dentist was taking a sea voyage and the boat lost his instruments. They could not be immediately replaced, and he sued the owner of the boat to recover the profits he said he would have made with the instruments if he had had them. The court threw his case out, because it said his profits depended on too many contingencies.

In another case the owner of a farm had considerable grass on it, which the owner of a nearby chemical works destroyed with fumes. The farmer sued to recover the profits which he thought he should have made from cattle which he might have bought and raised on the grass. It developed, however, that he didn't have any cattle, and hadn't even arranged to buy any, therefore the possibility of profit was too remote. He lost his case.

In a third case a retailer was ousted from a building in which he was about to establish a business. Of course, as the business was new, he had never made any profits, but he sued to recover the profits which he figured he would have made had he been allowed to stay. He fixed these profits in a very ingenious way. Another man in the same line of business went in the building, and the man who was ousted argued that his profits ought to be measured by what the second man made. The court, however, took a different view and refused to allow any profits to be collected. There wasn't enough certainty about it.

On the other side of the matter, a few cases will show the conditions under which the law allows lost profits to be collected.

Where, as in the Massachusetts case, A agrees in a valid contract to buy from B certain goods which have to be specially made, the seller can recover all his lost profits if the buyer defaults, whether the goods have been made or not. The rule is wholly different if the goods don't have to be specially made. If they are ordinary stock goods, the seller can recover only the difference between the purchase price and the market value at the time of breach.

There was a case in which a manufacturer granted to an agent the exclusive right to sell his goods within a certain territory, and then went in there and sold over the agent's head. The court held that the agent could recover the profits on all the sales the principal had made.

Where a man sells his business to another and agrees not to re-engage in the same business again, the buyer, if the seller does go in the same business again, can recover the profits he lost by that, if they are in any way susceptible of proof.

Where a retailer or a jobber buys goods from a manufacturer, and the manufacturer knows they are to be sold again, the buyer can collect the profits he would have made on the resale if the manufacturer doesn't deliver.

The same is true of a railroad which fails to deliver, if it knew the goods were for resale and that failure to deliver would prevent the resale and lose the profit.

Nowadays, where an established business is interrupted by any negligence or breach of contract on somebody else's part, the loss of profits due to the interruption can be recovered.

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The most extreme case I know of, as showing the radical change in the law, was one in which B wanted to make a business deal and needed to borrow some money. A agreed to lend it to him, and B, on the strength of this, went ahead and made a contract for the purchase of some stuff. Then A laid down, though he knew all about the deal and B's contract to purchase. B lost the deal, but successfully sued A to recover his lost profits on it.

Somebody tried to use the principle of this case in a suit against a debtor who had agreed to pay a debt at a certain time. The creditor, depending on this, made certain business arrangements which fell through when the debtor didn't make good. Afterward the creditor sued to recover his lost profits, but the court said he couldn't recover any profits, he could only recover interest on the money that wasn't paid him.

The lost profits of an established business are always a standard by which to measure what the future ones will be, but future profits of a new business can never be recovered, if the making of them is interfered with, because there is no way in which they can be measured.

TREATING CUSTOMERS IS NOT UNFAIR COMPETITION, THOUGH THE FEDERAL TRADE COMMISSION SAID IT WAS

(Copyright by Elton J. Buckley)

Another of the federal trade commission's rulings, intimately affecting the conduct of everyday business, has been set aside by the courts in the case of the New Jersey Asbestos Co. vs. Federal Trade Commission, which has just been decided by the United States circuit court of appeals for the Second district. If any reader hereof wants his attorney to look the case up, it is reported in 264 Federal Reporter, 509. The case decides that giving presents to customers to influence trade is not unfair competition. The federal trade commission said it was. It also decides a question which was not precisely before the court, but which is most important in some lines of business, viz., that giving a present or a bribe, whichever you want to call it, to an employe to induce him to influence his employer to do business with you, while a fraud on the employer whose employe takes the bribe, is nevertheless not such a fraud as the federal trade commission, which calls such a practice commercial bribery, can do anything about.

A year or two ago the federal trade commission conceived the idea that the practice of making one's self solid with customers by treating them to cigars, or liquor, or entertainment, or giving them presents of any kind, a practice which in one phase or another has from time immemorial existed, was unfair competition. A considerable number of suits were begun on this theory against concerns which admitted doing this, nearly all of which laid down without a fight and discontinued the practice. The New Jersey Asbestos Co., however, appealed, and its case has now been decided in its favor. The court says that the practice of "entertaining" customers in one way or another "has been an incident of business from time immemorial," and has even been recognized by the income tax regulations. It intimates quite plainly that it is none of the federal trade commission's business.

The following is from the decision:

"The payment of money or the giving of valuable presents to an employe to induce him to influence his employer to make a contract of purchase is a fraud justifying the discharge of the employe within his contract term of service, and perhaps the recovery by the purchaser of the amount or value of such inducement from the seller, upon the theory that it must have been included in the price. But even in such a case we think it would be a matter between individuals, and not one so affecting the public as to be within the jurisdiction of the commission, under our decision in the Gratz Case, 258 Fed. 314, 169 C. C. A. 330. However, it stretches theory to the breaking point to suppose that the entertainment expenses found unfair in this case constitute fraud practiced by the respondent and by the employes on the purchasers of the respondent's goods.

"It is difficult to conceive that the purchaser would have a right to recover the amount of such entertainment as a part of the price paid for the goods bought, or that he would have a right to discharge the employe within the term of his service on this ground. So broad a construction of the statute would bring within the disposition of the commission a vast number of subjects and controversies which in their nature belong to the legislative and judicial departments of the government. For instance, advertising is a method of selling goods, which, without increasing their merits, increases their cost; and so does securing servants of competitors by paying them higher wages, though we suppose no one would say the act gives the commission a right to regulate these matters."

I suppose a hundred concerns have stopped being pleasant in this way to their customers because of the federal commission's ruling. My own oft-expressed opinion has always been that it was not unfair competition for the seller of merchandise to use this method of ingratiating himself with his customers. My thought has always been that nothing was unfair competition which was done openly and above board, which was not fraudulent or dishonest, and which anybody could do. If this test is good, a great many of the federal trade commission's rulings on unfair competition, like the one figuring in the above case, and the one forbidding the guaranteeing of prices against decline, fall to the ground.

WILL MANUFACTURE MAIL BOXES

The Elkhart Hardware & Mfg. Co., headed by H. M. Stanton, Elkhart, Ind., have purchased the Metal Forming Corporation of the same city, the equipment, machinery and manufacturing rights of the Gem and Jewel line of city mail boxes. They intend to manufacture this line together with other hardware specialties.

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WORTHY OF CONSIDERATION BY MANUFACTURER

Editor HARDWARE WORLD:

We have always considered that the pricing and packing of articles by the dozen and gross was a relic of the Middle Ages, and should be consigned to that bourne, from which no traveler returns.

So in spite of the great inconvenience to ourselves we decided on pricing all articles in our new catalog on the decimal system, practically eliminating the words dozen and gross from the book. We should be glad to see these terms entirely eliminated from the English language.

Our catalog is intended for the use of retail dealers and as they sell over their counters so have we attempted to price the articles in our catalog. There are some lines, of course, that are still sold by the dealers in dozen packages, such as flatware, screws, gate hooks and eyes, screw hooks, screw eyes, tacks, etc. With the exception of these few lines, you cannot find the words dozen and gross between the covers of our new book.

It is to be hoped that manufacturers everywhere will realize the inconvenience that they are putting the trade to and pack their products by the decimal system; instead of putting a dozen in a box they will put ten or some decimal fraction of 100.

We are subscribers to your publication and would be glad to see such an influential magazine as yours take up this question and assist in every way possible in having this most desirable change made. We are satisfied that most manufacturers see the wisdom of the change, but are too conservative to adopt it.

We believe that Sargent & Company, the Stanley Rule & Level Company and some others of the big manufacturing concerns are earnestly endeavoring to bring about a change to the decimal system, but until the majority of the manufactuing concerns see the wisdom of the change there is bound to be more or less confusion.

Yours very truly,

Vancouver, B. C. McLENNAN, McFEELY & CO., Ltd.

The F. R. Murray Co., Ltd., who are well known importers, commission merchants and manufacturers' representatives of hardware specialties of Vancouver, B. C., have moved to larger and more commodious quarters at 1154 Homer street. They are extending their business along kitchen furnishing lines, and will be pleased to receive catalogs and prices from manufacturers of these goods.

IN TERMS HE UNDERSTOOD

An ex-sea captain, expostulating with his pretty daughter, exclaimed, "This is a fine time to be coming home after automobiling with that lubber!"

"But, daddy," exclaimed his daughter, "we were becalmed. The wind died down in one of the tires and we had to wait for it to spring up again."

HOUSEHOLD HINT

Little Mary was attending her first class in domestic science and was asked to tell briefly the surest way to keep milk from souring. And Mary, being an exceedingly practical child, gave this recipe: "Leave it in the cow."

MULEOLOGICAL

On mules we find two legs behind
And two we find before;
We stand behind before we find,
What the two behind be for.

But like as not we'd get a swat
To send us through death's door,
Should nature take a change, and make
The legs behind be four.

GERMANY BESTOWS HONOR UPON THOSE AMERICA IMPRISONS

As indicative of the present government of Germany or the German republic, the daily press dispatches chronicle the following:

"An unpleasant reminder of a half-forgotten chapter of the war is the news from Berlin that Captain Franz Rintelen has been awarded the Iron Cross of the first class, 'for high service on a special mission which caused punishment and loss of his freedom.' In plain English, Rintelen, or Von Rintelen as he is better known, has been awarded this military honor as a reward for his imprisonment in America.

"Rintelen incurred that imprisonment by plotting against the peace and welfare of the United States at a time when Germany and this country were still at peace. His specific acts were efforts to embroil Mexico and the United States, the wholesale forging of American passposts for war purposes and interference with this country's foreign trade. He engaged in the manufacture of bombs with which to blow up allied ships plying to American ports. His most notorious offense of a concrete nature was the placing of bombs on the British steamship Kirkeswald in May, 1915.

"He was indicted, tried and sentenced to five years' imprisonment in the Atlanta penitentiary, and was released after serving about three years. The judge who sentenced him expressed regret that he could not make it a life term. His whole attitude before, during and after his imprisonment, was one of cocky and contemptuous indifference to the rights and dignity of the United States.

"An Iron Cross more or less is nothing much in Uncle Sam's life, though most Americans would rather see this particular Prussian wearing an iron collar. But it is hard to understand why Germany at this time should flaunt Rintelen thus in America's face. It is not by such procedure that Germany can regain the good will of the American people."

Babbitt Bros. Trading Co. have been reorganizing their hardware department. The head office at Flagstaff, Ariz., is still under the supervision of John Lind, a veteran who looks after the welfare of other branches. M. B. Startzman is another pioneer in the business who has been transferred from the Winslow to the Williams store. Peter Elus, from Holbrook to Kingman, Fred Williams from Kingman to Winslow.

Mr. Lind says he now has the best hardware organization that he has ever had, and the business proves it. Their headquarters are at Flagstaff, and with branches at Holbrook, Winslow, Williams, Kingman, Grand Canyon and Phoenix.

FIGLEAFILY SPEAKING—

"Efficiency dates back to Eden," says Secretary Nish.

"How so?" asked Secretary Jacobs.

"Well, that's where they first used the loose leaf system," said Nish.

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HOW FAR CAN A DOG RUN INTO THE WOODS

James Cattell, a well-known financier, gives this experience which is typical of the present:

"In times when things look bad, I always take an account of my stock of assets, of my powers to do, in order that I may be ready to take advantage of the new day when the shadow departs.

"In 1914, during the dark days when unemployment ran into tremendous figures in the United States and even many of our financial leaders lost courage, I was speaking in Cleveland. After my speech, a leading banker called me aside and said: 'Cattell, you were with the Jay Cook outfit, back in the days of the panic of 1873. You have been through all the panics since then. I have confidence in your judgment. Tell me your honest opinion. Are we coming out of this thing without a crash or must there be a universal panic? I said: 'Before I answer your question, I want to ask you a question. How far can a dog run into the woods?'

"He flushed and looked me in the eye and said: 'This is no time for joking, Cattell. We had a meeting last night of our directors. We are carrying many firms. It is a serious question. Give me an honest and serious answer.' I said: 'I am not trying to joke. Answer my question. How far can a dog run into the woods?' 'Why,' he said, 'he can run into the woods as far as he wants to.' I said, 'No, he can't. After he gets half way in, he is running out again.'

"When you get ten minutes beyond midnight, you are not deeper into the night, you are starting into a new day. In a country which has a normal power of producing wealth, according to my latest estimate, of over $1100 every second, nights and days, Sundays, holidays and all, every hour that you put off the crisis, you are building up a reserve force which, in time, must tell and that is what I meant by asking the question I did ask.

"I think we have got over the dark hour. It is dark still but we are getting near the new days. We have run into the woods more than half way and are now running out of it instead of into it. Betterment will come from that day."

P. E. Wolf & Son have succeeded to the business of Mr. Steinoff, at Olivet, Michigan.

The Quality Hardware Store, 531 Stephenson Avenue, recently opened for business at Iron Mountain, Mich.

The Columbia Hardware Company are the new owners of the W. D. Schutt hardware stock at Pasco, Washington.

Edward Hemmerlein & Bro. are now occupying their new quarters at Dubois, Ind., and will be pleased to receive catalogs in all lines.

ADVERTISING LOWERS THE COST OF GOODS

In one of its advertising talks to dealers, the International Harvester Company proves conclusively that advertising does not add to the cost of the goods. This article may well be passed on to dealers and the public through the columns of the local press:

"One of the outlawed, moth-eaten ideas that still persists in some minds is the one that advertising is an extra item that has to be saddled onto goods and makes them cost more.

"If this were really true, the whole fabric of advertising would collapse of its own weight in less than six months; in fact, it never would have existed.

"When large department stores hire highly-paid experts to write their ads for them, and take thousands of dollars' worth of space in the papers, they don't do it for the fun of spending money to tack onto the cost of their goods.

"For they know that volume of business is what keeps expenses down, and advertising is absolutely essential to get the volume.

"If a motor car manufacturer puts up an expensive plant, with possibly a single giant trip hammer costing fifty thousand dollars, and then builds only one car, what will be the cost of it?

"But when through national and local advertising, he gets the demand that enables him to turn them out by the thousands, right then is when he is able to put a price on them that is in direct inverse ratio to quantity.

"In the good old days when a nickel bought something, you often sold an article 'a nickel apiece, six for a quarter.' What was the idea?

"You were simply paying a sixteen and two-thirds per cent premium on volume.

"Good advertising serves exactly the same purpose, and costs you a much smaller margin.

"But so-called advertising, which does not advertise, is only an item of expense to you. When you substitute the 'I sell' idea for 'Why you should buy,' it becomes a liability instead of an asset.

"Give your customers real, interest stimulating facts about goods in season, and you will prove to your own satisfaction that good advertising costs no one anything in the long run."

DON'T STOP

If you stop to find out what your wages will be
And how they will clothe and feed you,
Willie, my son, don't go on the Sea,
For the Sea will never need you.

If you ask for the reason of every command
And argue with people about you,
Willie, my son, don't go on the Land,
For the Land will do better without you.

If you stop to consider the work you have done
And to boast what your labor is worth, dear,
Angels may come for you Willie, my son,
But you'll never be wanted on Earth, dear!

—Rudyard Kipling.

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How the Dye Industry Affects American Safety

WAR stories at the present time are usually about as welcome as ants in the ice box. All of us have had our fill of war, war articles and "such like." But we are going to risk it and take a chance of the disapproval of some readers, for we really believe this little story should be of interest to every man or woman who calls himself or herself an American.

The art of warfare—I don't know why they call it an art, nothing very artistic about it—is as old as the race itself. Way back in the age when our forefathers climbed down out of the trees and decided that tails were no longer in style, warfare consisted of throwing a brick at the enemy or hitting him with a club.

Later someone found that a spear was more deadly than a brick and some knife manufacturer discovered that a sword made a much neater job than a club, but still it was necessary to hit your opponent in order to get rid of him.

The art slowly progressed. I think it was our old friend J. Caesar who tells about the invention of a catapult or machine for throwing good sized rocks at the enemy. And let's not overlook the bow and arrow, which is an art even more elderly than the catapult. Thus it went for many centuries. Warfare consisted of ninety per cent hand to hand work and ten per cent of shooting at perhaps fifty or a hundred yards.

Development of Gunpowder

And long about 1345 or 1346 an old monk found that gunpowder, when properly ignited, gave vent to a pretty good sized noise. Along about that time the French and English were having one of their then customary little scraps and the new invention was tried out at the battle of Crecy in 1346. The results were very good, inasmuch as the noise upset the equanimity of the horses considerably and leave it to a horse to upset his rider when he—that is the horse—is upset. As a result a few thousand brave knights were ingloriously dumped on the ground, and there they lay not being able to stand up wrapped as they were in cast iron breastplates and helmets. No wonder gun-powder was voted a great success.

A little later it was discovered that this same gunpowder, when properly enclosed and ignited, would throw things around considerably in addition to being a good noise-maker. Hence we have the cannon and rifle of today.

And there the art of warfare remained for some four or five hundred years. To be sure improvements were made in the rifles, guns and explosives, but the basic idea was the same. We still thought the only way to kill a man was to hit him with something whether it be a brick or a bullet.

Development of Poison Gases

And thus the present war opened, a 100 per cent explosive war. But one day a German chemist broke away from all lines of reasoning and made the astounding statement that it was not necessary to strike a human being with a projectile in order to kill him. You could strangle him with poison gases. To be sure this method of warfare was barred by the Hague Conference of 1899, but that agreement was only another "scrap of paper."

As a result warfare was revolutionized on the morning of April 22, 1915, when the Germans sent over a cloud of chlorine gas on the Allied trenches and wiped out whole regiments. Military authorities state that if the Germans had followed up the advantage won that day, they could have reached the sea. But fortunately they did not realize the damage which had been done and thirty-six hours later, British chemists had rushed improvised gas masks to their troops and the line was saved.

You know the remainder of the story, how gas after gas was tried, how gas mask after gas mask was invented—the best of them hellish contrivances—and how we, in turn, turned out some powerful gases. More of this later.

What Has All This to Do With the Dye Industry?

A great deal. In 1912 Germany practically controlled the dye industry of the world. To be sure some of our chemical companies were turning out a few dyes; but it was a hard battle to fight with the German trust.

When the war broke out Germany shut off our supply of dyes and also a great many drugs, such as aspirin, which we had been importing.

> You doubtless see the references in the daily press to the "dye industry," and perhaps you don't know why there has been so much talk "pro and con" about it. Heretofore it seems as if the "cons" have had the best of it, if we are to judge by the political press dispatches about the "dye trust" and their wanting to "monopolize" the business. What is underneath this talk? There may be a reason as well as considerable propaganda.

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Remember how sore we were when our black socks turned gray in the first washing and how our skirts took on outlandish hues after a few wearings? Well, that was all part of a preconceived plan. Germany knew our dye industry was weak and could not supply the country. She also knew that you and I would complain bitterly and she hoped our state department would take this up and bring such pressure to bear on the English that they would lift the blockade. Things didn't work out that way, but you will admit it was a good plan.

So we set about building up a dye industry and it was a hard struggle. The Germans had been developing this industry for forty years and had invested $500,000,000 in it. One German factory alone turned out some 11,000 different colors. We were mere babes in arms but we made wonderful headway.

Dye Industry Important Phase of Preparedness

The dye industry is essentially one of organic chemistry, in which we as a nation have only dabbled, but which takes years of thought and experience to even approach mastering. We had comparatively few men thoroughly trained in this branch and our first efforts were most wasteful. However, we had the natural resources and soon very definite progress was made, in fact so much progress that we soon lost our distrust for the more common American dyes.

Then we entered the war. Over night our dye factories became gas factories. The relation between the two branches is very close. Just as an example, from nitrogen, which comes from the air, we can obtain by different processes an anaesthetic, an explosive, a war gas and a smokeless powder. Here indeed is a peaceful industry which may, over night, become a great source of strength in war and this same peaceful dye industry performed heroic service for this country.

Now the proposition arises: Shall we disregard this industry and return to a state of unpreparedness as far as the manufacture of dyes or poisonous gases is concerned?

We have our great man power, our ammunition factories, our small arms factories and plants producing large guns. We are prepared for future wars—if such be the will of the Omnipotent—in this respect.

And yet:

We are only 45 per cent prepared. "How so?" you say. It is estimated that at the end of the recent war 55 per cent of the shells going over were gas shells, to say nothing of the immense amount of gas discharged by other means.

Give Germany her dye works, or in other words, her gas factories, and take every gun away from her and she is still 55 per cent armed.

Give us our guns, ammunition, etc., but without our gas, we are only 45 per cent armed. And yet we propose to throw away this 55 per cent of our strength, the dye or poisonous gas industry.

England and France Far-Seeing

England and France have seen the writing on the wall. They have legislation which provides that all German dyes shall be totally excluded from their respective countries except such as may be licensed for importation, and they license only those which cannot be obtained by British makers. As a result any British dye user can obtain any dye he needs, because if it is not made in Great Britain, it can be imported.

But why is it necessary to protect our dye industry? Can they not compete with the foreign manufacturers? They cannot, and here are some of the reasons:

The German mark is worth from one and one-half to two cents in this country, but this same mark will buy ten cents worth of goods or labor in Germany.

Germany has a dye industry equipped to supply the whole world, and this trust cannot be run at a profit unless it does supply the whole world. Some half a billion dollars has been invested in this industry in Germany and that amount is sufficient for them to put up a real trade fight in order not to lose their investment. The Germans have the necessary experience and skill which we lack. England and France have excluded their products and the United States is still open.

If they cannot dump their dyes in this country, their huge investment will be greatly depreciated; they lose their best exporting and most lucrative industry and see grow up in the world some two or three opposing chemical industries which automatically, with our revised ideas of warfare, make two or three great opposing powers.

It behooves every American to read this article by a business man, who has no connection whatever with it.

P. C. Handerson has given these facts for every American who loves his country and wants to know the truth.

America was not only caught napping, but her people were victims of a vicious propaganda before the war, and 150,000 of her youth were buried in foreign lands as a result. It is worth while to know the facts.

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A Preparedness That Costs the Government Nothing

What we need at the present time is legislation protecting this infant industry similar to that in vogue at present in England and France. For here is an industry that is both useful in times of peace and essential in war, and yet so young and at such a disadvantage at the present time that a few shiploads of German dyes marketed in the United States at fighting prices, prices if need be even below the German cost of production, would wipe it out in a few months. And the Germans would use these fighting tactics, for once the American dye industry is wiped out, they would have the vast market of the United States to themselves.

Every person who considers himself or herself a true American should give careful consideration to this proposition. Are we as a nation going to subscribe to a ruthless German trade invasion which would exterminate our dye industry and wipe out one of our great natural sources of wealth and national defense?

Two years ago the House of Representatives passed the Longworth Bill providing adequate protection for the dye industry. The bill was unanimously reported in an improved form by the Senate Finance Committee, but languished in the Senate because of a filibuster. If this bill is not passed, industries are as certain to be destroyed as it is certain that death and taxes get us all.

The only objection is the necessarily greater cost of American production, but when you stop to think that the dye in your new suit (if you have one) costs only about 32 cents and in your socks about one tenth of one cent, you can see that this item will never be noticed.

We see great discussions in our dailies, weeklies and monthlies concerning the battleship versus the aeroplane. We are interested. And yet an industry which produces a liquid so powerful that three drops on any portion of the human skin causes death, is overlooked. We think with pride of the great fourteen inch shells on our battleships. That shell travels its course, explodes, does its damage and that is the end of it.

And yet an ounce of a certain innocent looking white powder will continue its dire work for weeks, going around corners and through the smallest cracks.

What we need is a sense of proportion in order to learn the lessons of the World War and to prepare ourselves if ever such another catastrophe breaks upon the world.

—Drill Chips.

G. D. Henson & Company, Celeste, Texas, hardware and furniture stock has been damaged by fire.

The Arcadia Hardware Co., Arcadia, Cal., have just completed remodeling and improving their store and adding to their warehouse facilities, which will give them the opportunity of carrying a larger stock. They report a good season's trade.



REPRESENTING SCHRADE CUTLERY

G. M. Griffith and the Schrade Cutlery Co., of Walden, N. Y., take pleasure in mutually announcing the business connection of one with the other. Mr. Griffith will hereafter represent the Schrade Cutlery Co. in the Western territory. Mr. Griffith is thoroughly recognized and long established as one of the leading cutlery representatives in the West, and very naturally he will be able to handle the new connections with characteristic ability and dispatch.

The feature of the Schrade line is their patent press button lock pocket knife, and this number, we understand, is stocked and sold by practically every jobbing house and wideawake cutlery department throughout the West.

It will be interesting to our readers in some future issue to learn more of the personal history of our friend Mr. Griffith, and we have his promise that he will tell this story one of these busy days so that we may pass it on.

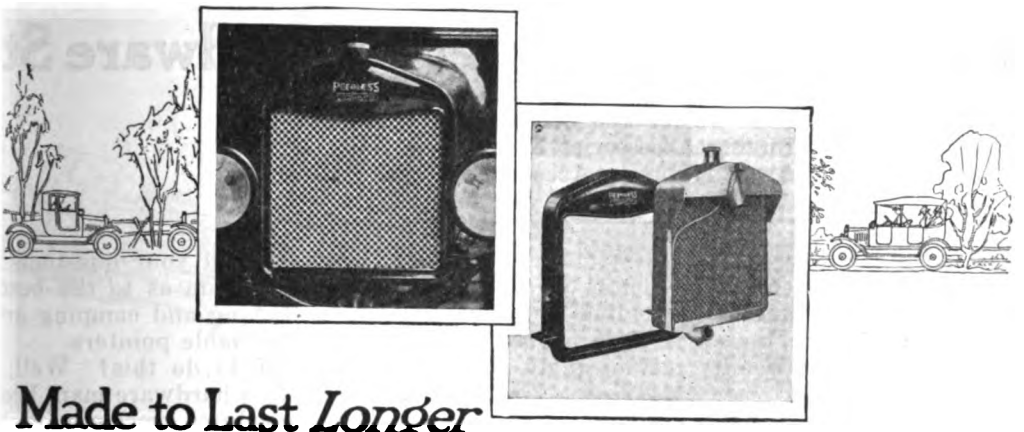
Mr. Griffith is western manager for the Geneva Cutlery Corp., on their razor line, with offices in San Francisco. As active head of the Griffith Sales Co. he represents in the West such national manufacturers as the Witt Cornice Co. and the Ferdinand Dieckmann Co., both of Cincinnati.

Arrangements have just been completed whereby Mr. Griffith will also represent the American Hone Co. of Olean, N. Y., in connection with his other cutlery lines.

H. D. Tyler & Co., manufacturers' representatives, Los Angeles, San Francisco, Seattle and Portland, tells us they have succeeded to the business of A. C. Riddell, which includes the representation of the Fraim-Slaymaker Hardware Co., padlock account; the Barcalo Mfg. Co., Fate Root Heath Co.

The H. D. Tyler Co. are now actively engaged in covering the entire territory on the Pacific coast. They sell the jobbing trade only, and by reason of their experience in the hardware trade are in position to give an excellent representation.

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Made to Last *Longer* and to give *Better* Service

One hundred and twenty-five thousand Ford owners who picked the Peerless Guaranteed Honeycomb Radiator in preference to a host of others, will tell you that it **does** give longer, better service. They'll tell you that it **does** eliminate the radiator troubles common to Fords—that it **does** pay for itself in the service it renders.

And here's why it does: The ordinary tubular radiator has 1211 inches of cooling surface. The Peerless has 5600 inches. The tubular core of the ordinary radiator carries 44 cubic inches of water. The honeycomb core of the Peerless holds 174 cubic inches. What's the result? On hot days, when the ordinary radiator is boiling merrily, throwing off a cloud of steam and threatening to cause pre-ignition and scored cylinders, the Peerless is cooling efficiently. **It simply won't boil.**

On cold days, it is just as efficient. When an ordinary radiator freezes it's almost sure to burst, for there's no "give" in its tubular core. But the brass honeycomb core of the Peerless is flexible—it expands as the water freezes—**it won't burst.**

Besides, the special construction of the Peerless makes it extremely durable. The bottom plate, an exclusive Peerless feature, takes up all road shocks and adds rigidity and stability to the radiator. It will be giving service long after other radiators have been bumped to pieces.

These same features which make it **the** radiator for Ford owners make it **the** radiator for dealers to handle. The fact that it won't boil makes it a heavy seller in the summer—the fact that it won't burst makes it a steady winner in the winter. It's a sure year-'round profit-maker.

It costs little to stock the Peerless Radiator—but the turnover is rapid and the profits heavy. You can't afford not to handle it. Ask your jobber for details or write us direct.

THE CORCORAN MFG. CO.... *Dept. 14*

Section Ave. **Norwood** **Cincinnati, O.**

Besides radiators, Peerless Products for Ford Cars include: Peerless Wheel Discs, Peerless Fenders and Combinations, Peerless Tool Boxes and Peerless Running Board Shields.

PEERLESS
HONEYCOMB
GUARANTEED
RADIATORS
FOR FORD CARS

The Peerless Radiator retails for $25.00 and offers a substantial profit to every dealer who handles it.

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Automobile Accessories in a Hardware Store

Nine Out of Ten Customers of Your Store Are Buying Accessories From Some One. If They Are Not Buying Accessories From You, Who Is to Blame?

MORE hardware stores should carry an extensive line of accessories. Those who take a half-hearted nibble at the line, and then condemn it because the stock they have purchased does not move readily are not qualified to judge it properly.

Think What It Means

There are over 9,000,000 automobiles and trucks in use in the United States today; 250,000 motorcycles; 150,000 tractors; 18,000 trailers. Each one is equipped with from five to five hundred dollars worth of accessories. Each of these whirligigs needs extras and repairs. Every driver of one of these machines buys some extras or equipment known as automobile accesories.

Some dealer sells these. The field is open to you, if you will only go after it. But no dealer can rightfully expect results if he does not put in a fair sized line, give it a good location, and make a display that will attract every car owner who enters his store.

In the first place, a dealer should make a separate department of auto accessories, putting it in charge of a live young clerk who knows something about automobiles and accessories, who is up-to-date, and can give a good line of talk to car owners.

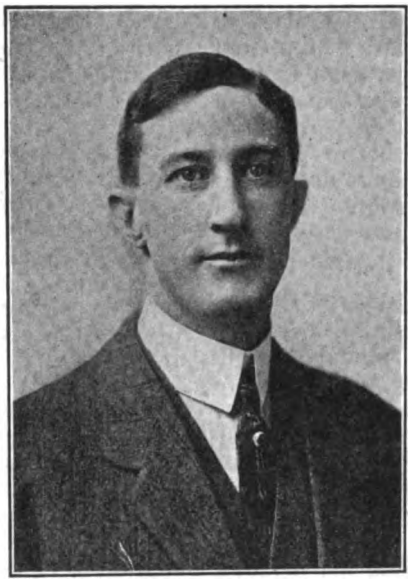
There are about 40,000 hardware stores in the United States, each with a man right up near the front door looking for prospective customers, and at this time most of these stores need the business.

Every man, woman and child who owns or rides in an automobile is a prospective buyer, and almost everyone buys something at some time, from spark plugs to camp equipment.

Logical Place to Buy Is in a Hardware Store

Why? First, the hardware dealer is a good, honest, legitimate merchant, pleasant and agreeable, always ready and anxious to wait on his trade and sell his merchandise at a fair and legitimate price and profit. You will always find someone in a hardware store ready to wait on you and answer all your questions, giving you reliable information as to the best roads, where hunting, fishing and camping are good, and many other valuable pointers.

How is he able to do this? Well, it just comes naturally to a hardware man, because to be an honest-to-goodness success at it, he must be a Jack-of-all-trades, from fixing a lock to a Kiddy-Kar or an automobile. People come to a hardware man for everything made of iron, and ask all sorts of questions.



ROY SMITH

Who speaks from a thorough knowledge and acquaintance with the hardware business, of the wonderful possibilities for increasing sales by hardware merchants in selling full lines of automobile accessories. Merchants throughout the entire territory in the West and South where the HARDWARE WORLD is universally read are daily becoming greater factors in the sale of accessories.

He comes into contact with the farmers from near and far, with the traveling public, and with the jobbers' salesmen, who give him much information. And so, who among merchants is in a better position to serve the automobilist?

Don't expect big results at first. Don't add a smattering of this and that, and expect a big trade. Above all, don't bury the line in some dark, out of the way corner, and then look for a nice business. It can't be done that way, any more than a farmer can raise wheat on rocky land, or a garage dealer can sell auto supplies while he is doing the mechancial end of the business.

Garage Man's Easy Money

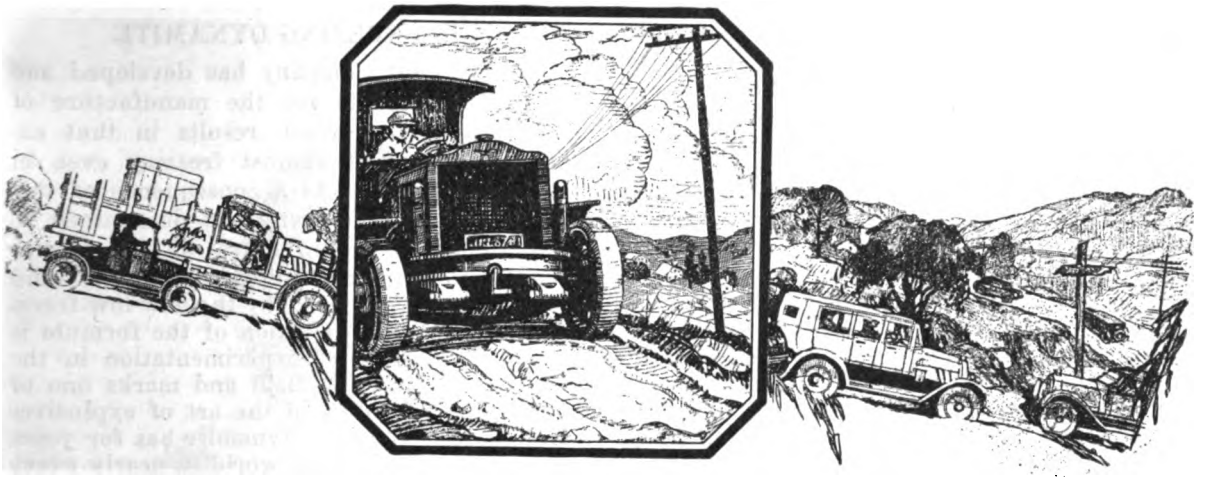
People are not going into some dirty garage and dig out a greasy mechanic who knows little or nothing about accessories, and try to buy from him, when they can supply their wants at some good hardware store.

Did you ever stop to consider the difference between the livery stable of twenty years ago, and the garage of today? Just do it. It's funny. For fifty cents today the garage man allows you to run your car into his warehouse and leave it overnight, and allows you to get it in the morning. You do all the work, and at that, you rarely find him on the job. You have to hunt him up, both night and morning.

Twenty years ago the liveryman did all the work while you watched him. You paid him only fifty cents for the hay and for his work.

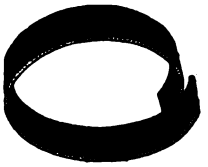
If the garage man runs his auto accessories in the same manner as he does his garage, the

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A Page of Motor NecessOries

Necessories — means accessories that have become necessities to those who want greatest comfort and greatest safety with their motoring



Rusco Brake Lining

Unquestionably finest brake lining made; 90% asbestos and brass wire. Rusco Linings are woven oversize and compressed to exact thickness required.

Rusco Transmission Lining for Fords

The heaviest, most durable transmission lining for Fords. Woven of selected cotton yarn; resists oil and heat. Thick enough to countersink rivets and end one principal cause of "chatter."

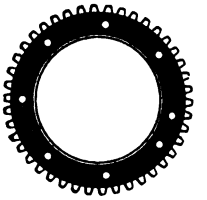
Rusco TABBUCKLER Straps



Miscellaneous straps for use in every conceivable incident of motoring life where a strap is used.

Rusco Fan Belt

Fits any car which uses flat fan belt. Endless weave, remarkable qualities; resist oil, heat, water; remain soft and flexible.



Rusco Clutch Facing

Rusco Clutch Facing is manufactured in the same manner as our Rusco Brake Lining and possesses same remarkable qualities.

We guarantee they contain only asbestos, brass wire and a minimum amount of required treatment.

Rusco Tow Straps

Remarkably popular seller. Recognized as essential equipment; cheaper and lighter than chain or wire cable and just as strong. Does not rattle, and cannot scratch car.



Rusco Non-ChatterBands

Answer question of Ford owners, "How can I eliminate 'chattering' and get smooth, even braking?"

Hinge keeps it in perfect circle as it tightens in strong, even grip. Eliminates "chattering."

Rusco Hood Lacing

Solid woven lacing not braided or stitched. If a single strand of braided or stitched lacing wears through, lacing unravels. Rusco Lacing wears evenly; cheaper than rawhide or leather; will not crack.

Rusco Tire Straps

Rusco Tire Straps are made of same fine quality webbing, impregnated with special compound which makes them flexible and waterproof. Patented buckle for instant adjustment.

Write today for Rusco selling plans and advertising furnished free to dealers

THE RUSSELL MANUFACTURING CO., MIDDLETOWN, CONN.

RUSCO PRODUCTS

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hardware man will have a snap with such competition.

Just Like the Paint Department

In the large cities there are specialty shops handling accessories, and most of them are successful. If they are a success, isn't that all the more reason why a hardware dealer should make a success of his automobile accessories department, the same as he does of his paint department?

A few years ago a friend of mine had a hardware and implement store, but carried no paints. I spoke to him about it a number of times, but he said there were several paint stores in his town. I pointed out to him that ten users of paint came into his store for every one that went into the paint store. About a year ago he added a paint department, and is doing very nicely with it. I am now after him to add accessories, and he promises me he will. Accessories are in about the same class as paint.

Nine Out of Ten Buy Accessories

Another friend of mine runs a hardware store in the residential district of a large city, and he tells me one-third of his business is auto mobile accessories. I was in his store one Saturday evening not long ago, and at his suggestion, I watched the accessory sales. Out of ten customers entering the store during my stay, nine bought accessories. This fact made me sit up and take notice.

Opportunity Is Waiting

If you don't add accessories to your business, you are passing up a nice profitable 75 per cent cash business. You had better take an inventory of what is doing in this line, and get busy. Every day there are more automobiles in use; more people out picknicking; more families going camping. Many cities are equipping automobile camping grounds. The rich and poor alike are hunting the free, outdoor life. In these campgrounds you will find a Ford parked alongside a Pierce-Arrow, and both owners talking over their trip and their machines.

Every one of these people buys and uses accessories. It is up to you to sell some of them. It can be done, but it requires effort and salesmanship. Don't delay, get in the game while the getting is good. Don't be a tail-ender, but a leader.

The best merchants in the world as a class are the hardware dealers. They have earned a good reputation and they can capitalize on this reputation in the way of new and larger business.

J. D. O'Leary is planning to open a new hardware store at Kalispell, Mont., within a short time.

Messrs. Winters and Spencer are remodeling a store building at Kirkland, Wash., which will be occupied by them as soon as completed. They plan to add a new line, including house furnishings, furniture, etc.

NON-FREEZING DYNAMITE

The Du Pont Company has developed and perfected a formula for the manufacture of straight dynamite which results in that explosive being proof against freezing even in zero temperatures. As a consequence of this development, the company has determined to discontinue the manufacture of its former straight dynamite and hereafter all this kind of explosive will be made by the new low-freezing method. The perfection of the formula is the result of years of experimentation in the laboratory and in the field and marks one of the greatest advances in the art of explosives manufacture. Straight dynamite has for years been the standard of the world in nearly every kind of open work, but a disadvantage has been its liability to freeze at temperatures below fifty degrees Fahrenheit. As any dynamite loses some part, if not all, of its efficiency when chilled or frozen, many attempts have been made to make it low-freezing. The perfection of the new "powder" by the Du Pont Company makes it possible to use straight dynamite the year round in industrial operations. Thawing, with its loss of time and attendant dangers, has practically been eliminated. The new explosive has been fully tested and proved and the formula for making it has been made standard in all the plants of the company producing dynamite.

ANOTHER IF—

If you can keep your head while all about you
Are losing theirs and trying to turn things back,
If you can hold yourself while times are changing,
Keep looking forward, see the onward track.
If you can run your shop when business slackens,
Nor profit by the workers' need for bread,
Refrain from using power though you have it,
But keep on doing what is right instead.

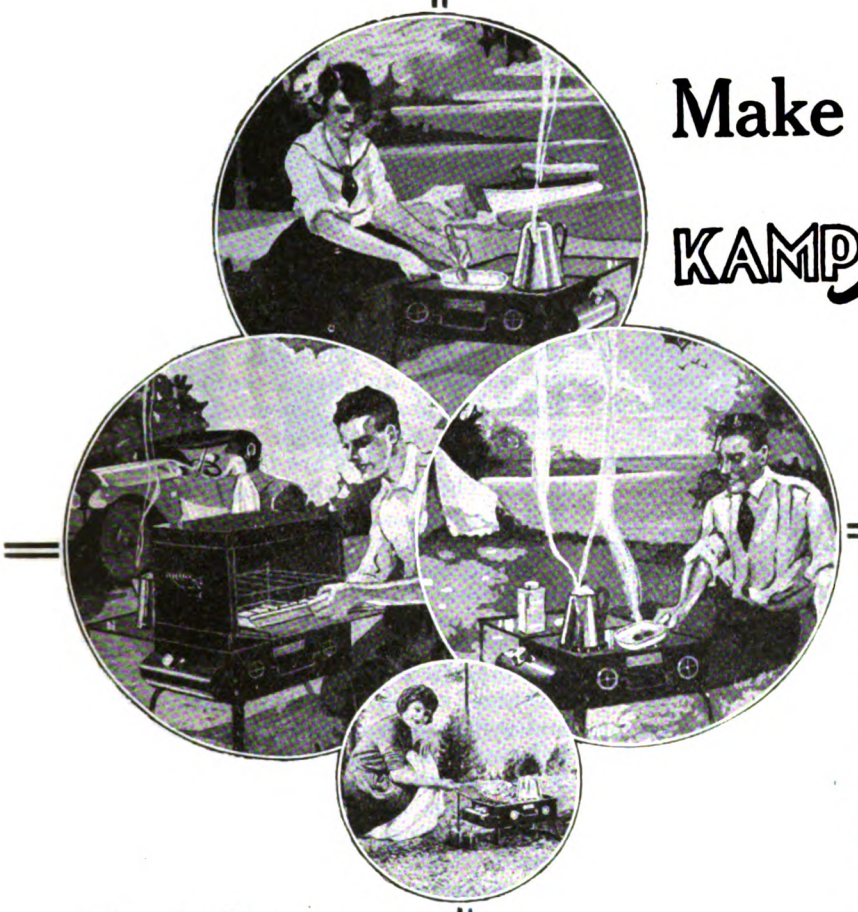
If you can see competitors cut wages
Because there are two men for every job,
See them forget the profits they've been making,
And talk about their people as "the mob,"
If you can see that past year's extra profits
Should partly go to pay for this year's loss,
That you must play the game with utmost fairness
Because the world expects it of a boss.

If you can see how much depends upon you
At times like this, when others yield to greed,
If you can hold now to the best that's in you,
Refuse to profit by your workers' need,
If you can hold the weak-kneed to their duty
And make them see that selfishness is wrong,
That strife and struggle can bring naught but losses,
That naught but harmony can make us strong.

If you can keep yourself from present grabbing,
Can show the weak that meanness never pays,
Can hold the path of right without a falter,
Can show them how it leads to better days,
If you can make your fellows see that losses
Must come to all who do not play the game,
Yours is the Earth, my son, and all that's in it;
You'll be a man—and win a place of fame!

—Fred H. Calvin in New York Times.

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Make August an AUTO-KAMP-KOOK-KIT Month

When the August sun drives every outdoor lover to the camp and stream, the first thoughts are "What will we eat?"

With an AUTO-KAMP-KOOK-KIT the joy of outing is increased many fold, because eating is no longer a problem. Outers can eat when and where and what they please without fuss or muss. That is why AUTO-KAMP-KOOK-KIT sales increased 180% the first five months of 1921 over the same period last year.

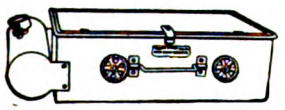
Live dealers know the ready demand for Auto-Kamp-Kook-Kit and appreciate the selling value of its qualities: Has real grates, burns motor gasoline, is windproof and folds up like a suit case, light, compact, and easy to carry.

With more people "using" the outdoors than ever before, August should be your banner Auto-Kamp-Kook-Kit month.

Push this economical, efficient camp stove and watch your sales grow.

Should you not be handling this stove now, write for dealer's terms.





AUTO-KAMP-KOOK-KITS come in a variety of sizes and styles; a stove for every purpose.

One Burner Special.....$10.00

Two Burner Kit (Above illustrated in use and closed) equipped, $17.50.
Unequipped $15.00

Three Burner Kit (This is a new model stove, created in response to an urgent demand for a larger stove). Equipped.....$25.00
Unequipped $22.50

The suit case outfits contain one stove, utensils, dishes, cutlery, etc.

Two Party Outfit.....$27.50
Four Party Outfit.....$45.00
Six Party Outfit.....$47.50

Auto-Kamp-Kook-Oven makes a veritable range of an Auto-Kamp-Kook-Kit.

Folds to 12"x11"x2".....$5.00

Prentiss-Wabers Stove Co.

18 Spring Street, Wisconsin Rapids, Wis.

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"Relativity" of Automobile to Human Body

(By P. T. Prather)

TO OPERATE an automobile intelligently, or what is more, to adjust or repair one, an intimate and complete understanding of the parts and their functions is absolutely essential. To one who is not familiar with the mechanical construction of an automobile the chassis, or the bare mechanism appears somewhat complicated, yet if you will take one unit at a time you will find there are comparatively few units with the connecting links necessary to obtain co-ordinate action.

We are all quite familiar with the human machine. (Pardon me for calling it a machine; I refer to its make up.) It is the most wonderful machine in the world, made by the greatest Designer of all, and is the pattern after which all machinery is made.

Identical Functions Performed

In the automobile we have identically the same functions performed by the mechanisms as are performed by the organisms of the human machine.

The frame of the automobile is the skeleton with the cross members like the ribs or bones. The gasoline tank is the stomach.

We put the food of the car, the gasoline, in there. The carburetor is the lungs of the car, for it breathes in the air which vitalizes the gasoline and makes it a life-giving mixture, just as we breathe the air into our lungs to vitalize the blood.

The gas engine is the heart of the automobile, for it develops the beat or impulse which sends the life through the car and makes it respond to our requirements.

Both in the heart and the gas engine the construction is quite similar. The human heart or our engine has four compartments—two auricles and two ventricles—call them cylinders if you like. Then there are intake valves and the outlet valves and a pumping action; a muscular expansion and contraction which gives the life beat or impulse. In the heart of the car, the gas engine, we have the cylinders, valves and the pumping action, that of compression and expansion of gases.

Now, we never hear of joining a heart and a half together, but we do hear of two hearts joined together—two hearts that beat as one. Well, we have just that in the eight-cylinder car and there is real team work; a perfect union for all time.

Now, the clutch is nothing but a muscle. It simply passes the load over to the power just as we pick a load up with the muscle of our arm and connect it to our power, the heart, and walk off with it.

Further Comparison Similar

The transmission is the brain of the car, for it is the control. It says "go forward," "reverse," "fast," or "slow," just as our brain directs us to walk or run, go forward or backward.

The steering gear is also a cell of the brain (an isolated cell) for it is the guidance telling us to turn to the right or left or to avoid an object here and there. It is true that all of this mechanism in an automobile is guided by human intelligence, but the functions performed are the same.

Universal joints on the propeller shaft are like those in the limbs, one at the wrist, one at the shoulder, and at the ankle and hip. Each one of our propelling members is equipped with two joints; so is the one in the car.

The rear wheels are the feet—they push the load. The front wheels are the hands—they feel the way.

The radiator represents the pores of the car. It is the cooling system and radiates the heat just as our pores in the human machine radiate the heat and keep our system cool.

The electrical system of the automobile corresponds to the nervous system of the human machine. Each wire is a nerve. The battery and switch are nerve centers, and also the distributor. The lights are the eyes. The horn is the mouth, which makes the warning noise. The springs are like the muscles of the limbs which absorb the jars and save our system from trouble. The springs in the car absorb the jars of the road, and save it from trouble.

And the tires represent the cushion of flesh on our hands and feet which enables us to encounter hard objects without breaking the bones. The tires enable the car to encounter hard objects without a breakage of the parts.

If a mixture in the carburetor is what we call "too rich," there is too much gas and not enough air. Therefore, a choking, congested condition results. Well, that is nothing but congestion of the lungs. Then, again, too much lubricating oil is burned up in an engine—some burn more than others. This burned oil leaves a residue called "carbon," which in turn causes the engine to overheat and labor, pound, and lose its efficiency. Well, that is fatty degeneration of the heart. Clear off the carbon, the fat, and the heart or engine beats all right. If you neglect to oil and grease moving parts, or joints, they get dry and rust. Well, the car has rheumatism in its joints.

Identically the same functions you see are performed by these mechanisms as are performed by the organisms of the human machine.

Thomas M. Jones is the new manager of the Hazard-Gould Hardware Company of San Diego, Calif., who was formerly connected with a large institution in Salt Lake City, and previous to that time having been in business at Idaho Falls, Idaho.

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"I Forgot to Write" I Will Do It Now

I Want Every Merchant and Jobber to Have a SEES-ALL Mirror on His Car

—Ed. Kennard, President Sees-All Mfg. Co.





Beveled Plate. Non-rusting Enamel Frame. Weighs 156 lbs. per gross, packed. Comes in individual cartons. In ordering be sure to specify open or closed types, as clamps differ.

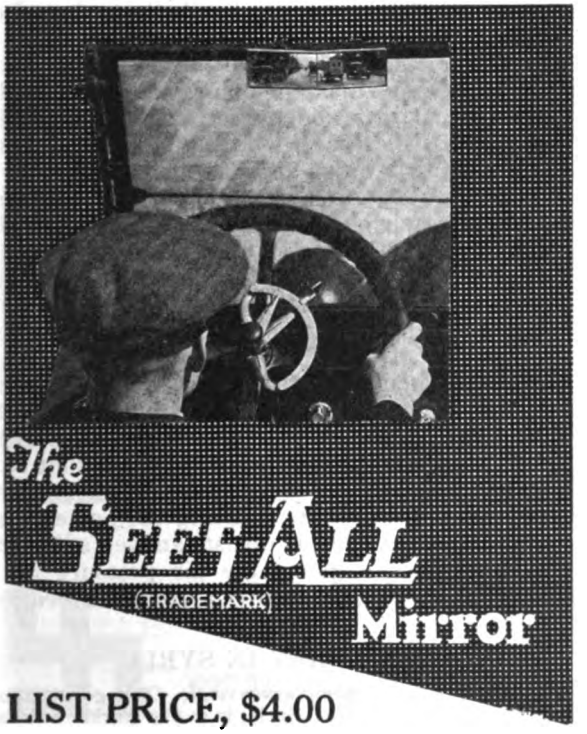
A Dealer writes: "I have received your Sees-All Mirror and have installed it on my car with greatest satisfaction. I find that it is all that you claim for it."

A Jobber says: "Never have I appreciated anything on my car so much as the Sees-All Mirror. The duplex feature enables me, either as driver or passenger, to fully command the view behind. No car is complete without the Sees-All Mirror, and I am telling this to all my friends."

It's the best thing in the world for avoiding automobile accidents and goodness knows there are enough accidents these days.

My little Sees-All Mirror is really two mirrors in one—heavy beveled plate glass mirrors—in a neat and substantial metal frame, and are at the exact angle which permits the driver and his companion to see the road, both sides and behind, while looking ahead.

It is quickly and firmly attached to the top center windshield, right before your eyes.



Try This Sees-All Mirror on Your Car 10 Days Free

So positive am I that when you once use this mirror on your car that you will recommend it to every car owner and sell it readily, that I am willing to send you one right now to try for yourself.

JUST SEND THIS COUPON and the Sees-All Mirror will come to you postpaid. If you don't like it, just send it back. If you keep it, remit $2.50. Please enclose your card or letterhead.

Dealers and Jobbers Write for Our Proposition

ADDRESS OFFICE NEAREST TO YOU

1220 Boatmen's Bank Bldg. St. Louis, Mo.
866 Phelan Building San Francisco
1810 Westlake Ave. Seattle
388 Taylor St. Portland, Ore.

Ed. Kennard, SEES-ALL Mfg. Co.

Alright, Ed: I'll try your old Sees-All Mirror on my wagon for ten days that you offer to readers of the Hardware World. If I don't like it, I'll return it to you. Otherwise I'll remit you trade price, $2.50.

Name .....

Street .....

City .....

My Car is Open Model ( ) Closed Model ( )

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FOND FATHER OF FOLDING FURNITURE

It is seldom that any inventor for "pioneer personality" in any national manufacturing field gets into the West for any length of time, and so we feel the trade will be all the more interested in R. L. Kenyon, present Western manager of the Telescope Cot Bed Co., of New York, a member of the company, and one of the original folding and camp furniture manufacturers in the United States. Mr. Kenyon is owner of some of the patents under which the Telescope Cot Bed Co. and other manufacturers of camp furniture are operating.

Do not let us give the impression that Mr. Kenyon is in any sense in the position of the ancient fire horse turned out to pasture in his later days. As a matter of fact, he is at the height of his prime, full of enthusiasm and able to pass it on and inspire those with whom he comes in contact. The largest part of the company's business comes from west of the Mississippi, so the strongest man must be at the Western office. Mr. Kenyon is only looking for more worlds to conquer.

From a business point of view he is a war orphan. Before the war the R. L. Kenyon Co., of Waukesha, Wis., was a steady, growing business in the camp furniture line and supplying the requirements of the army on the side. When the war started, and even before the United States entered, the government became so insistent on a greater production of canvas cots that finally they purchased Mr. Kenyon's plant outright, retaining the former organization to operate it until the end of the war.

All in all, the company produced very nearly three-quarters of a million cots for the United States government, and when it was all over Mr. Kenyon was a great manufacturer of camp furniture and canvas goods without a factory. Thus it is that he became identified with the Telescope Cot Bed Co., and thus it is that now he has established offices at 268 Market street, San Francisco. From this point he will intensify and perfect the distribution of the high class camp furniture manufactured by his company.

The territory is not new to Mr. Kenyon, for he has traveled it for many years for his own company and for the Telescope Cot Bed Co. The product is sold entirely through the jobbers and this sales policy combined with Mr. Kenyon's pleasant face and genuine sales methods should prove a winning combination.

UNDERINFLATION INCREASES HEAT.

What effect has summer heat on tires? Here is a timely warning against reducing air pressure in your tires on a hot day. Experience shows that the most of the heat generated in a tire comes from the inside of the tire, and is due to friction and constant flexing. The amount of this heat increases with underinflation.

A test made on a 5-inch cord tire run at thirty miles an hour for two hours at the standard of seventy pounds air pressure, with the temperature of the air 62.6 degrees Fehrenheit, increased the temperature of the tire to eighty-six degrees, and the pressure to only seventy-five degrees. For twenty-three degrees increase in temperature, pressure increased only five pounds. To obtain an increase of fifteen pounds pressure it would be necessary to have a temperature increase of seventy degrees over normal. This, of course, is improbable and clearly proves that the motorist has little to fear from increased temperature.

Other tests have shown that it is possible to double this increase in temperature by cutting the normal inflation pressure in half. This is due to an increase in internal friction caused by running the tire soft.

Radiation, of course, carries off a certain amount of surplus heat. This is easily seen in the fact that the tire suddenly stopped is cooler on the outside than on the inside. Revolving through the air cools a tire, though up to a certain point heat is generated faster than it can be thrown off.

By reducing pressures, the increased flexing of the tire creates the very condition which the car owner wishes to guard against. It is underinflation even during the hottest days that ruins more tires than any other cause. Recommended pressures are safe even during the hottest days of the summer. The motorist can well afford the time needed to gauge the air pressure in his tires for the sake of greatly increased mileage.

MARKET IN SYRIA

M. Klos, 2324 Seminary avenue, Chicago, writes us that P. Devolla, Beirut, Syria, is in the market for hardware. He wishes to receive manufacturers' catalogs and prices. These may be forwarded through Mr. Klos.

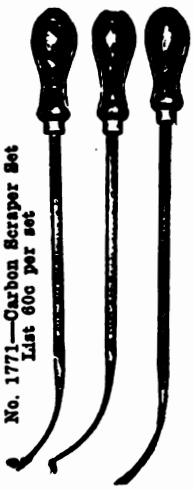
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THE BUFFUM TOOL CO.

LOUISIANA, MO.

"High Grade Tools for High Grade Workmen"

"Swastika" Trade Mark Registered U. S. Patent Office



No. 1771—Carbon Scraper Set
List 60c per set



"Special" Knurled Sickel or Pin Punch
Blued

No. 285-C—Reliable Chisel Set

Warranted Chisels—Oil Finish Body, Polished Ends, Spread Points

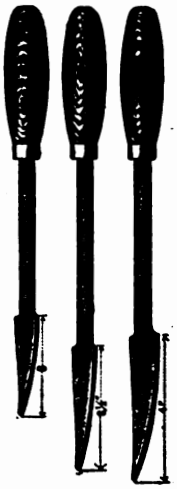


Canvas Roll

List Price $2.50 per set



Machinist's Blued Auto Punch



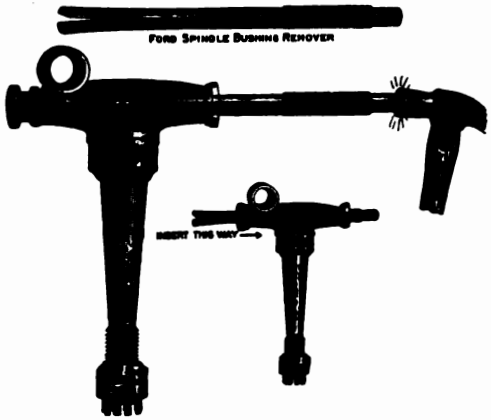
No. 1765—Curved Bearing Scraper Set
List $1.50 per set



No. 1754—Three-Cornered Bearing Scraper
List 25c each

These are the tools every automobile owner needs.

Display them and you will make sales.



Ford Spindle Bushing Remover
No. 2713—14 Tempered Steel. List per doz. $9.00

If your Jobber cannot supply you, write to us or our agents.

C. W. GAUSE COMPANY

WESTERN SALES AGENTS
Room No. 605 Williams Building
693 Mission Street - - San Francisco, California

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MANAGER FOR H. ROTH & SONS

We take pleasure in thus passing along to the trade the announcement of H. Roth & Sons, specialty hardware jobbers, that Harold W. Sites is the new sales manager of the organization. Moreover we are glad to introduce his pleasant countenance to those of our western readers who do not already know him well.

Mr. Stites has spent all his trade life in the West, and has always been engaged in the hardware business, having specialized on builders' hardware lines. He has won his spurs with such organizations as the Pacific Hardware & Steel Co., Palace Hardware Co., and Dunham, Carrigan & Hayden Co., and he enters his new work well trained, full of enthusiasm and with a host of friends.

Very naturally he will be invaluable in the builders' hardware department and very naturally H. Roth & Sons builders' hardware department will be all the more valuable to the buyer in this line through the presence of Mr. Stites at the head of the Roth organization.

"GRIN" PARTICULARLY APPROPRIATE

The manufacturers of "Grin" auto polish selected a happy, pleasant name for their product, and have adopted a special can with black and green checkerboard squares. They have made a distinct accessory. "Grin" is said to be free from acids, grits, wax, turpentine or ether, and to keep mahogany, enameled woodwork and furniture in perfect condition. This pleasing product that smiles at all comers is for sale through the Atlas Trading & Navigation Co., Monadnock building, San Francisco.

The Prior Hardware Company of Owensmouth, Cal., will erect a new building which will be occupied by hardware, furniture and implement stock, handling a full line.

The South Side Hardware Company of Peoria, Ill., recently opened a store at 2903 South Adams Street, carrying automobile accessories, bicycles, hardware, electrical supplies, sporting goods, etc.

Thomas M. Jones, new manager for Hazard-Gould Hardware Co., at San Diego, was formerly with the Salt Lake Hardware Co., and has eight years' experience in the trade.

IF

(With apologies to Rudyard Kipling.)

1.

If you can hold your tools when all about you
Are dropping theirs and blaming you;
If you practice "safety first" when others doubt you
And make allowance for their doubting, too;
If you can wait and be more safe by waiting,
Or. in a hurry, not careless in your haste;
Or take the time to replace a grating,
Another's life to save from needless waste.

2.

If you can work and not make work your master;
If you think of "safety first" each day;
If you can meet your job and do it faster
By being safe then, friend, be safe, I say.
If you can bear to have the foreman tell you
To wear your goggles, or bend protruding nails,
And get the habit so he don't have to yell to
You as one who, working careless, fails.

3.

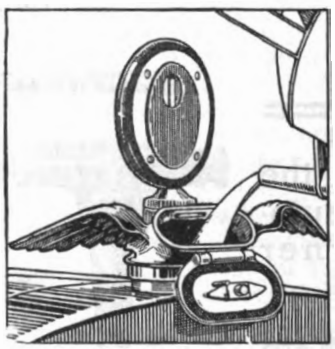
If you can make one pile of all your merits,
Nor risk them all by being careless once:
You'll miss the lot that every fool inherits,
Who's pushed aside for being such a dunce.
If you can force your heart and nerve and sinew
To make things safe for all your fellow-workers,
You'll have credit for all the good that's in you;
Your fellows, too, will never act as shirkers.

4.

If you can talk to men about the virtue
Of being safe before the job is started;
They'll do their work, they'll not try to hurt you;
'Tis confidence to them you have imparted.
If you can fill the ever-living minute
With sixty seconds worth of work, my son,
Yours is Success with all the "Safety" in it,
And—which is more—as a careful man you've won.

—James William Bunt.

GUARDING THE MOTOMETER



During the past few years the motorist has been confronted with an ever increasing danger of having his motometer stolen. Each year the number of motometers taken by thieves is multiplied at a costly and alarming rate.

The Up-to-Date Machine Works, Inc., 2913 S. Wabash Ave., Chicago, Ill., has perfected an accessory that positively eliminates all chance of loss from theft.

Protect-O-Cap is the name of this new device, which is made of polished aluminum and matches the trimmings of the car perfectly.

The moment Protect-O-Cap is placed on a car it becomes a part of that car and neither it nor motometer can be detached by an unauthorized person without damaging them to the extent of making them unsalable. There are no keys to bother with.

This new motometer protector performs other duties—it adds greatly to the grace and beauty of the motor car—makes radiator filling much easier—does not interfere in any way with the perfect performance of motometer.

Protect-O-Cap is made in two models to fit all cars—the model with wings sells at $6.50, the one without wings $5.

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RELIABLE JACKS

Reliable Jacks Will Raise Your Sales



The summer motoring season brings a need for a dependable jack. Reliable Jacks meet that need as no other jack can because there is a type made for every size of motor vehicle.

Customers sold on Reliable Jacks become profitable patrons.

Ask your jobber or write for information.

No. 46 Reliable

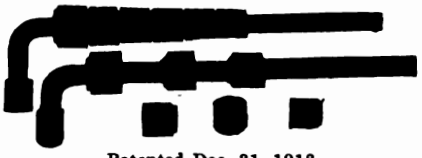
Weight 10 lbs.
Will Lift 3000 lbs.
Height Lowered 11¼ in.
Height Raised 17½ in.

ELITE MANUFACTURING COMPANY
Ashland, Ohio

"HEXALL"

Trade Mark Reg. U. S. Pat. Off.

Socket Wrench No. 5



Patented Dec. 31, 1918
"HEXALL" Socket Wrench, No. 5—8 Pieces

—a favorite with motorists everywhere. It contains 10" handle made from ½" Hexagon Steel, 7 Hexagon Sockets. Sockets pack neatly on handle when not in use. Friction ball prevents them from falling off. All sockets are made from bar steel, broached and PACK-hardened.

Twelve sets—a "HEXALL" for every need. This guarantee goes with every sale:

"Break Any 'HEXALL' Wrench and We Repair It—No Charge"

R. F. SEDGLEY, Inc. *Est. 1897*

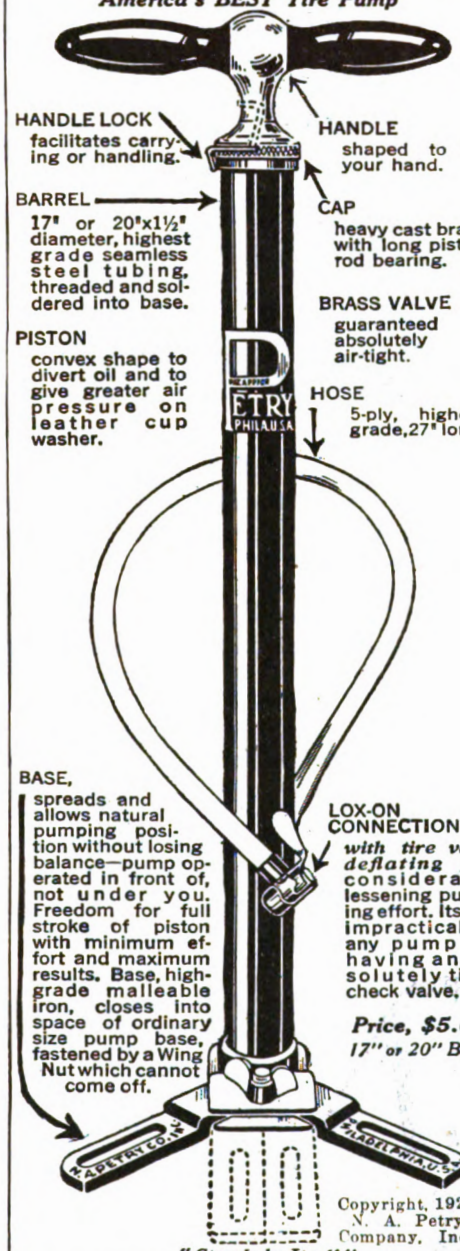
Also Makers of "BABY" Hammerless Revolvers

2311-13-15 North 16th Street
PHILADELPHIA, PA.

Pacific Coast Representatives:
McDonald & Linforth, San Francisco, Cal.

THE PETRY PUMP

America's BEST Tire Pump



"Stands by Itself"

THESE SPECIAL FEATURES not found in any other pump. Finish, baked black enamel, with all brass parts polished and lacquered. PETRY design, quality and workmanship throughout. Guaranteed to make good. Patents applied for.

N. A. PETRY COMPANY, Inc.
Makers of the Petry Cut-Out, Pedal, and Ventilator
345 N. Randolph St., Philadelphia
Western Distributor, Norman Cowan Co., 445-451 Rialto Bldg., San Francisco, Cal.

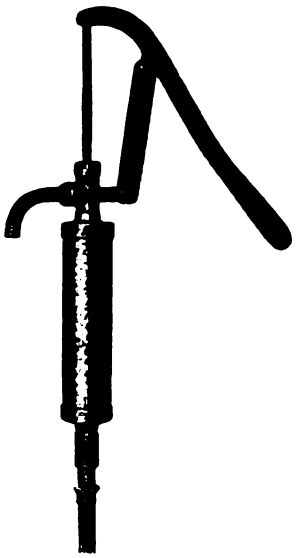
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ANDREW CARRIGAN'S SOUTHERN OFFICE

Andrew Carrigan Co. announces the opening of a branch office in Los Angeles in charge of E. C. Hutchinson, who has lately joined the organization. Mr. Hutchinson is one of the best known, most experienced and popular men in the trade in southern California, and the new connection should be mutually advantageous and congenial. Mr. Hutchinson has had many years' experience in the sales department of several of the largest jobbing houses operating in southern California, and was sales manager of the Union Hardware & Metal Co. for several years. More recently he was with the American Avenue Hardware Co. of Long Beach.

A NEW HANDY PUMP



Rothweiler & Co., of Seattle, are placing on the market a new handy pump for drawing liquids from containers. This kind of a pump quickly saves its cost through the oil that it saves. The suction pipe is long enough to reach through the head of the container down to the bottom of the barrel or container, hence getting all the liquids.

It worked just as efficiently in a drum or tank as it does in a barrel.

They will gladly give information to any of our readers, for practically every merchant not only needs such pumps for his own use, but there is a continued increasing demand for them.



ANOTHER "BLADE IN PLAID"

The trade from east to west and north to south knows Lenox hack saws as "the blade in the plaid box." The American Saw & Manufacturing Co. have identified their product consistently with the blue and white check plaid, on the box, package, on their stationery, and on all publicity and advertising literature.

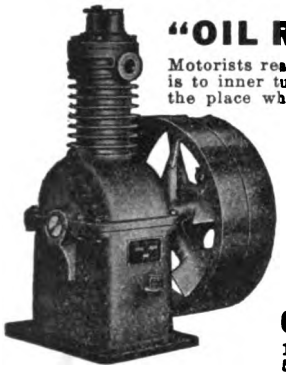
Rather natural, then, that N. J. Parver, who so energetically and ably sells Lenox saws to the western trade should opportunely "line in" with the plaid scheme. At any rate, we thought for a moment that we were being visited by an elongated package of large Lenox hack saws when Mr. Parver entered our welcoming door recently. Taking advantage of the summer time and in tune with his work and his wares, Mr. Parver has adopted a Lenox plaid for his own atmosphere, and the harmony and consistency of color and design thus carries out a deeper sympathy of performance and quality between Mr. Parver and his sterling product.

He reports that the factory is proceeding on a normal and sound basis, realizing that the nation cannot advance or long endure without good hack saw blades, such as the American Saw & Manufacturing Co. produces. As for business in the West, Mr. Parver reports steady demand in somewhat diminished volume.

The New York Hardware Trading Company, Inc., of 621 South Main Street, and 263 South Main Street, has been incorporated by J. C. Guerrant. They are handling full lines of everything pertaining to hardware, housefurnishings, electrical appliances, sporting goods, plumbing supplies, etc.

George B. Marsh, Inc., hardware and furniture dealer, at Nogales, Ariz., has changed hands, Mrs. George B. Marsh having sold her interest to J. B. Robinson, J. Rochlin and C. C. Cheshire. They will continue to conduct it under the name of George B. Marsh, Inc. Messrs. Robinson and Rochlin are the proprietors of the Border Iron & Metal Co., of the same city.

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"OIL RUINS TIRES"

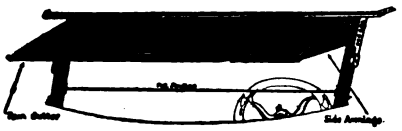
Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pneu. Mchy. Co.

1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.



More Sales—greater profits. All metal but light—Adjustable to height of driver's eyes. Interchangeable between open and closed cars. Prices: Steel, $10; Aluminum, $15. Write for particulars.

NEW ERA SPRING & SPECIALTY CO.
65 Cottage Grove Ave., Grand Rapids, Mich.

NEW ERA
DeLuxe (*All Metal*) VISORS

AUTO TOPS *and* Seat Covers



Top Recovers, Seat Covers
Radiator and Hood Covers
Side Curtains, Rain Guards

Tire Covers, One-man Ford Tops
Trimmers' Material and Supplies
Tents, Paulins, Wagon Covers
Cotton Picking Bags

Clifton Manufacturing Company

Main Office and Factory
Waco, Texas

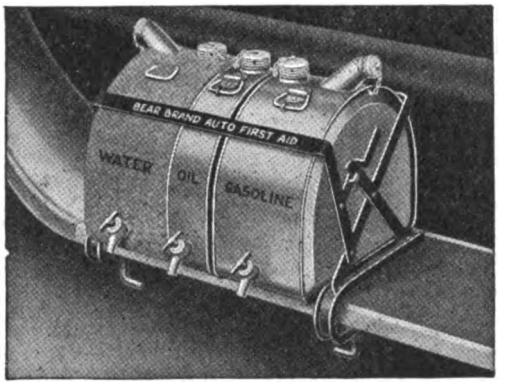
San Francisco, California
Office: 339-41 Larkin St.

Los Angeles, California
Office: 619 North Broadway

BEAR BRAND CANTEENS



Hot weather is here.
Display your canteens attractively.
They will sell if Bear Brand.



NO. 50 "FIRST AID"

Put one of these on your own car and one or two in stock.
Your customers want them.

Send for folder—see full line—You will then insist on Bear Brand

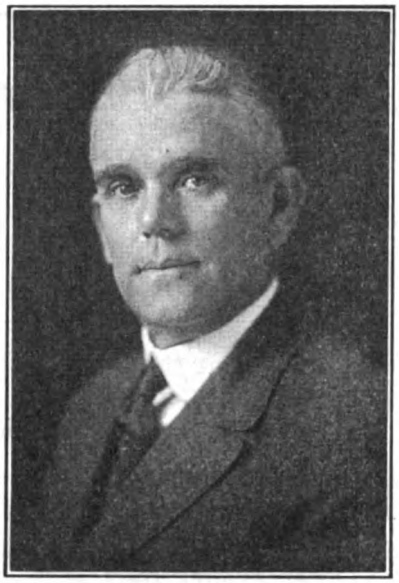
WOOLWINE METAL PRODUCTS COMPANY

Los Angeles, California. Eighth Street and Santa Fe Avenue

SALES OFFICES

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Dan M. Bell, 222 Slaughter Building, Dallas, Texas
Strimple & Cox, Corbett Building, Portland, Oregon
Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colo.
Rankin & Cox, 68 West 2nd, South, Salt Lake City, Utah

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W. E. SPANN GRADUATE ORGANIZER

Among the newer manufacturer's agents whose progress and achievement is assured at the start is W. E. Spann, western sales director for the Cambria Spring Co. and several other standard manufacturers in automobile accessories, metal, and staple hardware lines. lines.

Mr. Spann's announcement of his opening offices in San Francisco under his own name comes as the culmination of over ten years in the accessory and hardware business, and is but the natural result of a life of increasing friendships, proved ability in organizing businesses, and a natural bent for enthusiastic salesmanship.

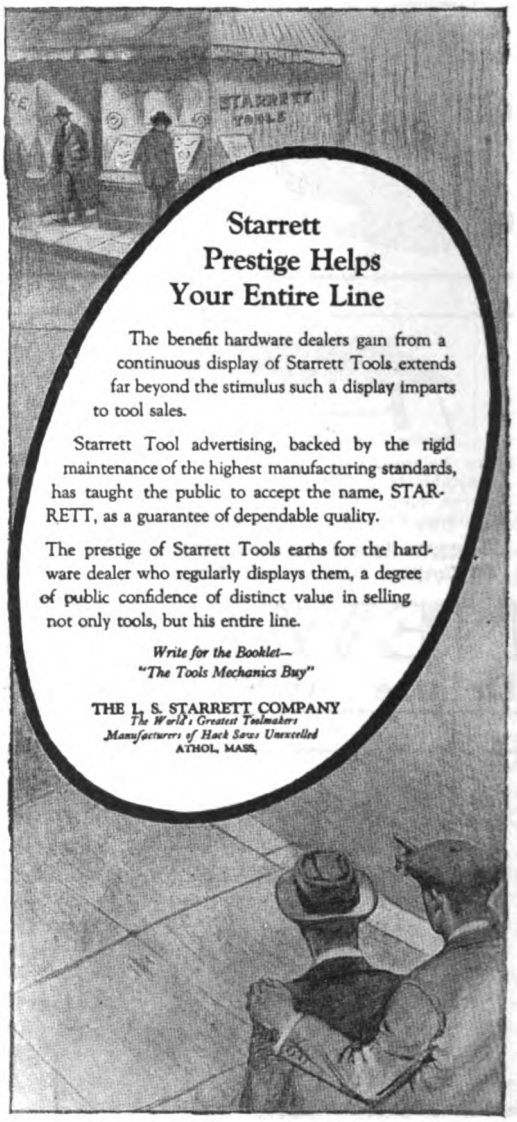
Mr. Spann was Kentucky bred and born, but whatever partiality he may have felt for blue grass, he has never let any grow under his feet. As nearly as we are able to learn his first commercial venture as a young man was the organization of the Paducah Laundry Co., certainly a good clean business, worthy in every respect and evidently well supported by the community for the organizer was enabled to take a vacation trip to California along about 15 years ago. Here he was caught off his guard by the likely surroundings and a flattering offer from a San Francisco laundry, so that he never returned from that vacation, though it did end in time.

Ability in this line lead to an offer to handle sales of certain laundry supplies in the west, and this lead to a connection with large interests and the final disposal of the agencies. Mr. Spann was among the pioneers in the garage business as far back as 1910, we presume as a reaction from the environment in the laundries where he had spent his time. So it was then a very natural step into the Hughson & Merton organization.

His ten years service with the latter organization has been faithful and various. He has handled practically every phase of the business, including the opening of branch offices and establishing new lines in the trade.

Thus he is admirably equipped by training under able men, by long experience in the business, by happy, enthusiastic, magnetic disposition and by a will to progress. So far he has met with most encouraging results, and we venture to predict that there is only one rule of his movement, and that is ahead.

The Bend Hardware Company of Bend, Oregon, have been increasing their stock materially, and report a very satisfactory season.



Send for Catalog No. 22-BF



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A NICHOLSON FILE THAT CUTS TUNGSTEN.

The Nicholson File Co., of Providence, R. I., announce a new file that has the very remarkable ability to file tungsten, iridium and similar materials used in the distributor and coil points of automotive engines. Those who fully realize how hard these metals are will appreciate what an extraordinary accomplishment in file making this new file is.

The Nicholson tungsten point file is just as hard as fire and water can make it and double cut at an angle that gives maximum effectiveness. Tungsten, even when fused and glazed by long use, gives way to the touch of this file like soft steel, so that it is now an easy matter for garage man or motorist to dress the tungsten points of automotive electrical systems.

The way in which the file came to be made is another case of seeking one end and attaining that and another more important. One of the great manufacturers of tools suggested to the Nicholson File Co. that they might develop files for testing the hardness of machine tool products.

Of course such test files must be very hard and uniformly so. New methods of hardening were perfected and the test files were a success. They were found to be hard enough to cut tungsten. The development of Nicholson tungsten point files was then assured, but there were still minor details to perfect.

The file is of a shape and thickness that was decided upon only after careful tests in actual garage practice. As proof of this, it is thicker than previous magneto and coil files so that when used to touch up spark plug terminals it may serve as a gauge of the proper width of the gap.

Nicholson tungsten point files are supplied to the trade in dozen lots, either boxed or on attractive counter display cards.

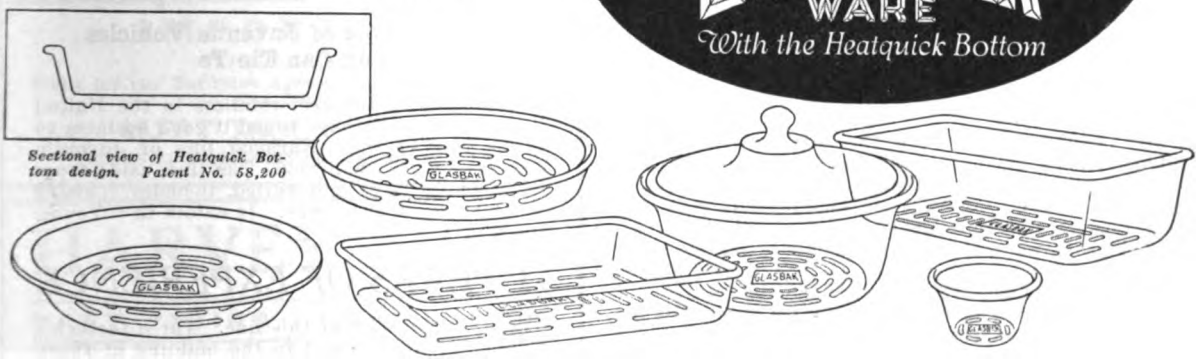
MY FLIVVER, 'TIS OF THEE

My Flivver, 'tis of thee, short road to poverty,
of thee I chant.
I blew a pile of dough on thee three years ago,
now you refuse to go, or won't, or can't.
Through town and countryside, you were my
joy and pride, a happy day.
I loved thy gaudy hue, thy nice white tires so
new, but you're down and out for true,
in every way.
To thee, old rattlebox, came many thumps and
knocks, for thee I grieve.
Badly the top is torn, frayed are the seats and
worn, the whooping cough affects thy
horn, I do believe.

A new feature in glass baking dishes

Glasbak (pronounced glass bake)

McKEE GLASBAK WARE
With the Heatquick Bottom



Sectional view of Heatquick Bottom design. Patent No. 58,200

WOMEN everywhere are enthusiastically welcoming Glasbak dishes because the "Heatquick" bottom (design patented), the latest improvement, makes them so desirable for the best baking results.

Show the new Glasbak with the "Heatquick" bottom to your customers. Only a few words are necessary to explain how this feature (found only on the bottom of Glasbak dishes) improves their efficiency. It allows the oven heat to circulate freely under the bottom of the dishes, distributing the heat uniformly and causing the contents of the dish to bake more quickly and more evenly.

Glasbak is guaranteed to stand the heat of any oven without breaking; does not chip, has a beautiful, smooth finish and is easily cleaned.

See that your stock of Glasbak dishes includes the complete line of pie, bread and cake pans, casseroles, utility dishes, custard cups, bean pots, baked apple dishes, etc. Each piece packed in individual cartons for your convenience in handling.

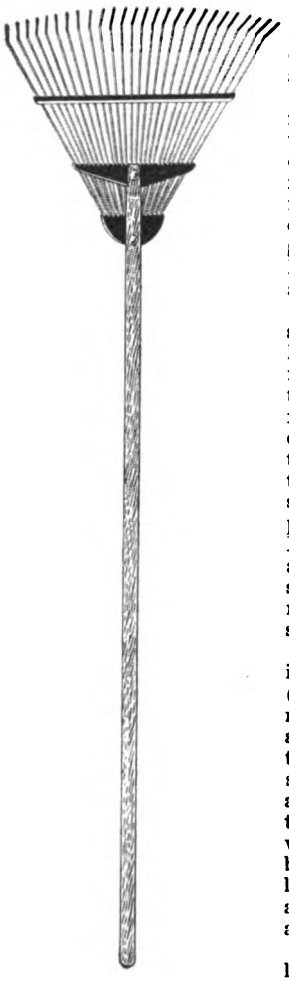
Send for booklet V

McKEE GLASS CO., Jeannette, Pa.

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I'M A RAKE THAT SWEEPS CLEAN

(An Autobiography)



I admit that I'm a rake, and a long, lank, hungry one, with claws that snatch and good stiff backbone behind them. But they tell me I may operate freely in this world of ours, even increasing and multiplying, for I have learned to devote my hard qualities and uncompromising features to a good purpose. Verily, cleanliness is next to godliness, and I am next to it.

I was converted to the service of man on a great lawn under a fine old magnolia tree. The owner of that tree had been figuring for years how to get the daily fall of leaves off of the lawn without tearing up the lawn, taking an hour or so to do it, and trying both patience and arm-power. So I was conceived, bred from an Oriental ancestor of stiff bamboo, who was as nimble as I, but not as sturdy nor as long lived.

My backbone (they call it my handle) is of spruce. (Maybe that's why I do so nobly "sprucing" up lawns and garden paths.) My tines are of No. 14 spring steel wire (light, flexible and strong, that's me from tip to tip). They use me with the rapidity of a house broom and I throw the leaves and litter dancing ahead of me, saving time and repetition.

I tip the beam at 1½ lbs., so I am easily companionable to women and children. Keep me upright and swing me as a broom. Slant me over and pull me as a rake. Two servants of one master, and always at your service. Although all sexes, ages and colors fall for me all year round, they have a particular yearning for me in the Fall.

My modest parents are the Madewell Pipe and Culvert Works, Oakland, Calif., and my sponsors Carlson & Frahm, but I tell them that I am well able to speak for myself. Just let me shake hands with you good western hardware dealers, and you'll be so fascinated that you will want to introduce me to every householder in your community and they will be mighty anxious to adopt me as a step (saving) son.

So that you will have the opportunity of meeting me and so that I may meet you and show you what I can do for you, my parents and guardians will send me post haste if you will just ask them. Then you can size me up, try me out for yourself, and if you don't ask for a big family of my brothers and sisters to come along and spread all over your neighborhood, then you'll be the first good merchant who has refused me. Just write to the Madewell Co. and they'll say what they can about me and send me to speak for myself.

F. S. Harris is a new member of the Gilbert Sales Co., connected with the San Francisco office in the Examiner Building.

CONSIDER THE SALESMAN.

He is a necessary factor in every successful business. Especially is this true of the salesman who goes out from his headquarters to call on the merchant.

You may not think so at once, but if you stop to consider the salesman's place in our domestic economy, it may give you another thought.

In large measure, the prosperity of the country depends upon the men who sell goods.

The salesman is the pioneer in business, the missionary of trade, the advance agent of prosperity.

When he calls on you, give him a minute or two, that he may tell his story. What he has to say may prove to be of great value. You have all to gain and nothing to lose by listening to him for a moment.

Don't give him the cold shoulder. He is the door-opener for trade. He can help you. Let him show you how.

If he succeeds, you profit. If he fails, you lose nothing.

Many a man who began with selling has become the master of a big business. Selling taught him the gift of merchandising successfully. Welcome him who may teach you things you ought to know.

It is a free education for you. He pays for it, not you.

Main Office Toledo, Ohio

The American-National Company

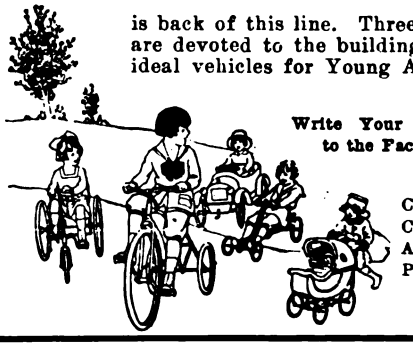
The American Boy Line

A Good Line of Juvenile Vehicles You Can Tie To

Hundreds of the best retailers in the United States and Canada have found it good business to tie to The American-National line of Juvenile Vehicles—and so will you. The line, aside from being amply large and varied, includes vehicles for children of every age. It caters to "Young America."

51 YEARS OF EXPERIENCE

is back of this line. Three factories are devoted to the building of these ideal vehicles for Young America.



Write Your Jobber or to the Factory for

COMPLETE CATALOG AND PRICES

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MOTOR MERCANTILE COMPANY

Wholesale **Exclusively**

Carrying Complete Stock of Automotive Parts Equipment and Supplies

EXCLUSIVE DISTRIBUTORS FOR THE FOLLOWING LINES

Motul Oil
Gearese
Motile Tubes
Stromberg Carburetors
Wainwright Pistons
Stan-Par Perfection Springs
Spirex Radiators
H & D Shock Absorbers for Fords
Gabriel Snubbers
Gilmore Fan Belts
Kay Bee Spot Lights
Momeco Bronze
Momeco Tool Kits
Pemko Ignition Parts
Lockwood Seat Covers
Tire and Radiator Covers, Etc.
Fairbanks Garage Equipment
Canedy-Otto Garage Equipment
Arrow Grip Chains
Du Pont Top Material
Laidlaw Seat Cover Material
DriKure Retreaders

And a Complete Line of Mechanics' Tools and Garage Equipment

New 1920 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY

115-117 South West Temple Street, Salt Lake City

"GOLD MEDAL"

COTS - TABLES - CHAIRS - ETC.

FOLDING FURNITURE

Light—Strong—Comfortable—Compact.

Gold Medal Camp Furniture Mfg. Co., Racine, Wis.

IMPORTANT

SUPPLY HOUSES:

Write for our Exclusive Agency Proposition (HW) for your locality.

ALERT TOOL COMPANY

237-39-41 North Sixth St., Philadelphia, Pa.

HARVEY BOLTLESS AUTOMOBILE SPRINGS

EASY RIDING GUARANTEED

HARVEY SPRING & FORGING CO., 1187 17th St., Racine, Wis.

SIOUX

Trade Mark Reg. U. S. Pat. Office

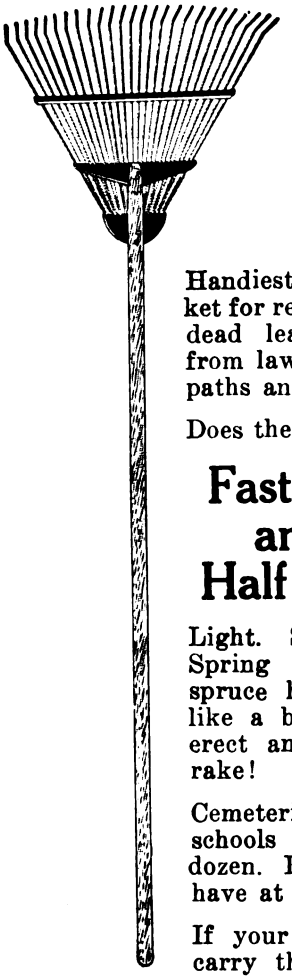
Sioux Tools are the standard tools in garages everywhere for

REMOVING BUSHINGS
RE-FACING, RE-SEATING, GRINDING
ANY AND ALL SIZE VALVES

ALBERTSON & CO., Manufacturers, SIOUX CITY, IA.

TRADE MADEWELL MARK

Garden Broom



Handiest tool on the market for removing cut grass, dead leaves, litter, etc., from lawns, garden plots, paths and sidewalks.

Does the work—

Faster, Better and With Half the Effort

Light. Strong. Durable. Spring steel tines and spruce handle. Operates like a broom—you stand erect and SWEEP — not rake!

Cemeteries, parks and schools buy them by the dozen. Every home should have at least one.

If your jobber does not carry them—write direct to us.

Weight 1½ lbs.

MADEWELL PIPE & CULVERT WORKS

E., 12th St. and 25th Ave.

OAKLAND, CALIFORNIA

MADEWELL

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HERCULES ACQUIRES AETNA CO.

The purchase of the Aetna Explosives Co., Inc., by the Hercules Powder Co. was recently confirmed when the Aetna stockholders sanctioned the sale of its properties, assets, and business. This marks the culmination of a transaction that has interested financial and business circles for the past two years, and which in addition to being a deal of considerable moment also presents an unusual legal aspect.

Although it has been understood practically since the close of the war that negotiations were under way between these two manufacturers, it was not until the petition of the Hercules company for permission to purchase the Aetna company had been acted on favorably by the circuit court of appeals, sitting as the United States court for the district of Delaware, that the proposition assumed any real definiteness. The Hercules company was originally created by a decree of a federal court in an action brought by the United States against the DuPont company under the Sherman act.

Although not a party to this action, the Hercules company is bound by certain injunctions in the final decree, and for this reason it was deemed necessary to petition the court for permission to effect the present transaction. On May 4 a decision was rendered on the Hercules company's petition, sanctioning the purchase of the Aetna company, in which the court expressed itself as convinced that in permitting the Hercules Powder Co. to buy the Aetna company, actual competition would be undiminished and even probably increased, especially as regards the Hercules company's strongest rival, the DuPont company. The case was heard before Judges Buffington, Woolley and Davis.

By this purchase the Hercules company will acquire high explosives, or dynamite, plants near Birmingham, Ala.; Emporium, Pa.; Sinnamahoning, Pa.; Ispheming, Mich., and Fayville, Ill.; two black blasting powder plants, one at Goes Station, Ohio, and the other near Birmingham, Ala.; a plant for the manufacture of blasting caps and electric blasting caps at Port Ewen, N. Y., and a plant for the manufacture of fulminate of mercury, for use in blasting caps, at Prescott, Ontario, Canada.

The explosives industry differs from most others in that it is limited geographically in making sales because of freight rates. It is only possible to ship such commodities a limited distance from the place of manufacture before a point is reached at which transportation costs make it impossible to compete with other companies having plants nearer the particular consuming center. The principal significance of this transaction to the Hercules company is that it will in future, because of the location of the Aetna plants, be able to enter territories in which it has previously found it unprofitable to sell. It will thereby compete all the more successfully with other explosives manufacturers.

"With the Aetna company's business, the Hercules Powder Co. becomes a much larger factor in the explosives business of the United States," said J. T. Skelly, vice-president ot the Hercules company.

"The company is now in a position to compete for business in all parts of the United States, and will be greatly strengthened in important fields which have hitherto been closed to us on account of freight rates from our plants.

"The reorganization will take place gradually. As in some cases we already have branch offices in cities where there is an Aetna office, consolidations will be necessary and new alignments of branch office territories must be worked out. It is our intention to retain as many members of the present Aetna organization as we consistently can, but obviously, one of the great advantages of this purchase will be the reduction in overhead which it will make possible. Ultimately the principal members of Aetna's home office organization will be transferred to Wilmington."

Winters & Spencer, Kirkland, Washington, are preparing to occupy a new building and increase stock

SAFETY CAN OPENER

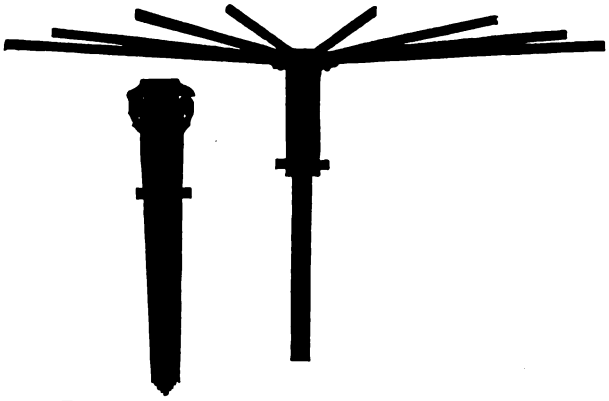
During the fruit and canning season the merchant should readily see the advantage of carrying the Safety can opener. It is easily operated, with no danger of cutting the hand, and at the same time cuts out the top completely and saves every can.

These are among the advantages of Cole's Safety Can Opener, manufactured by the Safety Can Opener Co., of Streator, Ill. It is said to fit into the vest pocket like a cigar, ready for every emergency.

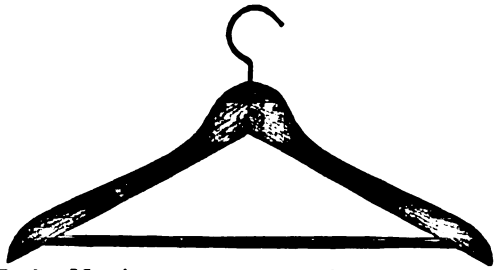
There should be great possibilities for this item in hotels, restaurants, groceries, packing houses and where cans must be opened frequently and quickly. The company will be glad to submit prices to any merchant applying, and will send a sample for 65 cents each to cover the actual cost and convince any inquirer of the merit of the goods.

THE EAGLEY-MORRISON HOUSEHOLD LINE

The Eagley-Morrison Co., of North Girard, Pa., is announcing to the western trade their complete line of wall clothes driers and wood and wire garment hangers of excellent quality.



There is a steady demand for these articles of household utilities, particularly on the miscellaneous or notion table in the hardware store, where are made extra sales to purchasers and the sale that was not expected when the customer entered the store.



Eagley-Morrison goods are handled by all western jobbers, and the company is represented by the H. M. Greener Sales Co., 56 East Randolph street, Chicago, Ill.; Thayer & Bower, 845 Monadnock building, San Francisco, Cal., and R. A. Morrison, 309 Board of Trade building, Portland, Ore.

PLAYING SAFE

The Frenchman did not like the looks of the barking dog barring his way.

"It's alright," said the host, a Philadelphia hardware manufacturer, "don't you know the proverb, 'Barking dogs never bite'?"

"Ah, yes," said the Frenchman. "I knew ze proverbe, you know ze proverbe; but ze dog—does he know ze proverbe?"

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GUARANTEE SCALES ABSOLUTELY ACCURATE

The American Scale Co., of Kansas City, Mo., takes pride and interest in the name and fame they have established in maintaining a standard of accuracy and exactness, worthy of a United States mint.

The company has built its business on a policy of good goods, right prices, prompt service and absolute satisfaction to customers. All American scales are sealed to weigh according to the United States standard of weights and measures unless otherwise ordered. As an extra precaution the company sets up each individual scale on its own frame in the factory and tests it out with accurate test weights before leaving the factory.

As the result of over 20 years' experience in the manufacture and sale of high grade scales, the company is prepared to furnish standard portable scales, either with or without loose weights, and equipped with a bag rack if desired. The company also manufacturers wagon and motor truck scales, and can furnish either pit or pitless type for any purpose.

Miss B.—"Paul, write a short theme on the subject of baseball."

Paul handed handed in the next day—"Rain, no game."

"I hate to be a kicker,
'Cause it doesn't make for peace;
But the wheel that does the squeaking
Is the wheel that gets the grease."

DEATH OF TWO PROMINENT WESTERN RETAIL MERCHANTS

The California Association lost two of its leading members within a very few days of each other the first week in July, with the passing of William J. Boschken, president of the Boschken Hardware Co., San Jose, and of William Cox, proprietor of the Cox Hardware Co. Ukiah.

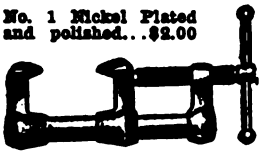
Mr. Boschken passed away after a three weeks' illness when pneumonia set in as a result of an operation. Within the year he had lost by death his mother and older brother and was just preparing to retire from active business, so that he might take a trip around the world.

Mr. Cox was the victim of an automobile accident while driving with his wife in the mountains near his home.

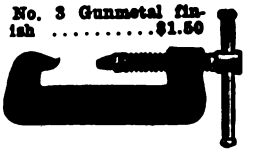
Both men were able merchants, popular and cherished personalities, leaders in their respective communities, and valued members of their association. Their passing comes as a distinct loss to their fellow merchants and to the trade, and we extend our heartfelt sympathies and those of the trade to the families of Mr. Boschken and Mr. Cox.

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated and polished...$2.00



No. 3 Gunmetal finish $1.50



Easy to operate. Fits any spring. All dealers, or sent prepaid
Spring Leaf Lubricator Co., 1006 Forest Ave., Ann Arbor, Mich.

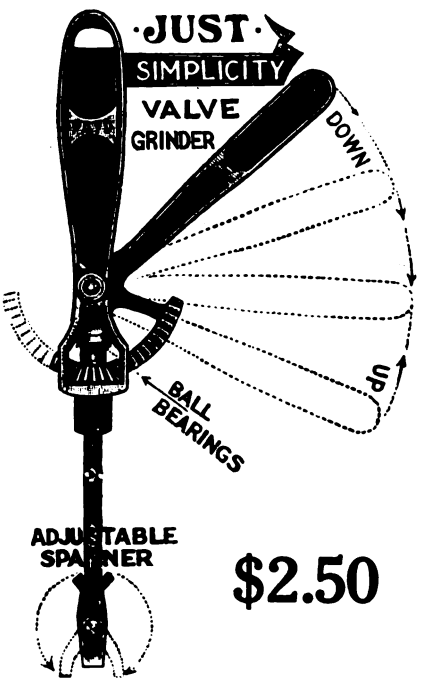
THE ONLY VALVE GRINDER THAT DOES GRIND VALVES PROPERLY AND ON AN ABSOLUTELY CORRECT PRINCIPAL.

PROPERLY BALANCED AND GEARED. USER CANNOT RING VALVES OR WEAR STEMS.

ITS BALL BEARING RELIEVES USER OF ALL STRAINS.

EIGHT YEARS ON THE MARKET IS PROOF OF ITS SUPERIORITY.

UNIVERSAL EQUIPMENT & SUPPLY CO. SYRACUSE, N.Y.



$2.50

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E. F. COOPER CALLED BY DEATH

In the recent death of E. F. Cooper, mill goods sales manager for Henry Disston & Sons, Inc., industry and the trade, in common with the Disston organization, loses a friend, a master, and a servant.

Mr. Cooper entered the employ of the house of Disston on October 1, 1871. After spending two years in the factory he entered the sawmill that Henry Disston had established for the purpose of making practical experiments in running saws. Here, for six years, Mr. Cooper gained practical mill experience and many useful ideas which he absorbed from visiting mill men, who came from all parts of the country to witness the experiments.

For the next six years he engaged in sawmilling and millwright work in various states. Then for five years he traveled, selling the Disston line. At this time Mr. Cooper entered the mill business, and spent two years with his own mill. Then he returned to the Disston organization in 1892. He became northern mill goods sales manager, and was appointed mill goods sales manager in 1909.

Mr. Cooper was familiar with all the saws and machines in use by the progressive lumbermen of today. His father and grandfather had been mill men. He was born with a love of the business, an ambition to perfect his knowledge, and a capacity to absorb information. From the business standpoint, he is a great loss to the trade.

He is survived by his wife, two sisters, Mrs. Burkholder, Mrs. Carter, both of Philadelphia, and three brothers, John L. and Charles H., both Disston salesmen, and George M., assistant superintendent in charge of the Disston band saw department.

C. P. CATLIN WITH REMINGTON

Charles P. Catlin, formerly jobbing sales manager of the Oneida Community, Ltd., has joined the Remington Arms Co., Ltd., New York city, as manager of sales promotion in the cutlery division. Mr. Catlin assumed his new duties early in July, works in connection and co-operation with A. H. Willey, sales manager of the cutlery division. Mr. Catlin has a wide experience in the hardware-cutlery-silverware business and he has always enjoyed extremely cordial and friendly relations among the wholesale and retail trade in every section of the country.

Mr. Catlin has had 31 years' experience in the business. He spent seven years learning with Hibbard, Spencer, Bartlett & Co., selling hardware and cutlery to the retail trade in Illinois and Indiana. During the next nine years he held a position as cutlery buyer and sales manager for the Van Camp Hardware & Iron Co., and Marshall Wells Co., spending four and a half years with each concern.

In 1912 Mr. Catlin became associated with the Oneida Community, Ltd. He was manager of their St. Louis office for four years and during the past five years has been jobbing sales manager in the silverware department.

BEH & CO. OPEN UPTOWN OFFICE

Beh & Co., manufacturers of housefurnishing specialties, have opened offices "uptown" in New York. They likewise have a large and attractive display room, combined with their executive offices. 1140 Broadway, corner 26th St., Lowell Bldg., on the second floor.

Here they will display their full line of Acme freezers, Elgin ovens, Reznor heaters, National pressure cookers, the Diller lines of fireless cookers, O'Cedar products and other selling items which they control.

F. E. MYERS & BRO. CO. INCORPORATED

After over 45 years continued growth and development in co-partnership form, the business of F. E. Myers and his brother, P. A. Myers, at Ashland, Ohio, has been incorporated as the F. E. Myers & Bro. Company, with a capital stock of $6,000,000.

The change in form of organization in no way affects the conduct of the business or the policy of these great manufacturers of pumps, hay tools, door hangers, etc. It will only provide new facilities for expansion and development as well as making the operation of the business easier from an administrative standpoint. Before the reorganization it was the largest partnership in the state of Ohio.

Started in a basement by the two brothers, with a few hand tools, limited capital and no outside help, the business has steadily grown from year to year, until the present output when running full aggregates two Myers pumps per minute during working hours, and a corresponding number of cylinders, hay tools, door hangers, etc.

Officers of the new company will be as follows: F. E. Myers, president; P. A. Myers, vice president and general manager; John C. Myers, second vice president; Guy C. Myers, third vice president; F. B. Kellogg, secretary and treasurer; A. N. Myers, T. W. Miller and G. D Myers, additional directors.

Substantial Price Reduction

One of the first official acts of the new administration was the mailing of the new catalog and discount sheet, announcing reduced lists and prices averaging over 25 per cent and guaranteed against further declines. The new prices are made recessive to July 1, so that all orders received after that time were settled at the new basis.

It's not so much the thing you say
  But how you say it;
It's not the compliment you pay
  But how you pay it.
A word is but a little thing,
Yet joy or sorrow it may bring,
That little word may moan or sing—
  It's simply how you say it.

You may say "Thank you" to your trade,
  It's how you say it;
You may say things are highest grade,
  It's how you say it.
Don't hand out kind words with a moan,
And then success will be your own—
Put warmth and good cheer in your tone,
  A great game, if you play it!

The store that shows a proper appreciation of its customers' small orders is the store that will get their large orders.

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JOHN SMITH



JOHN RAYMER

PASSING OF JOHN SMITH AND JOHN RAYMER

Within one week of another, two of the most revered and truest men and merchants of the Northwest passed away the last week in June, just as our last issue was in the bindery. John Smith of Walla Walla and John Raymer of Reardon had led lives in many respects similar; they were men of the same fine type. They had worked side by side for the betterment of the business of their fellows, leading always with wise counsel and by noble example.

So a double edged sword has cut the hearts of their friends and fellows all over the West with the announcement of their passing from earth. Yet we cannot but feel that there is a grim beauty in the thought that these two noble spirits should enter into the chambers and councils of the hereafter side by side and together, just as they walked the ways of earth.

John Raymer was a native of Michigan in 1856, where he worked on the farm and in the lumber camps. When 28 years old he journeyed west, where he farmed and later purchased half interest in a saw mill near Davenport, Wash. In 1890, in partnership with O. A. Menger, he opened the first hardware store in Reardon. The business has grown steadily, and Mr. Raymer bought his partner out and built the fine brick building which housed the institution in 1901. It has always been regarded as one of the strongest businesses in the Inland Empire.

Long a stockholder and director of the Reardon National Bank, Mr. Raymer was elected president in 1911. He was also president of the Chamokane Lumber Co., a member of several fraternal orders, a member of the city council since the organization of the town, and for one term representative in the state legislature. He was always active in the affairs of the Inland Empire (now the Pacific Northwest) Hardware and Implement Association. In 1911 he was made president of the Washington Hardware & Implement Under-Writers and has filled that position continuously until his death. He is survived by his wife, three sons, Norman, John C. and Nelson, who carry on the business, and a daughter, Elizabeth.

With almost the same life story as his fellow, John Smith was a native of Wisconsin in 1863. First a farmer's boy, then a woodsman, and later a blacksmith's apprentice, he became an expert worker of iron. For four years he was one of the proprietors of a general blacksmithing and wagon making business. Going west in 1888, he immediately began to sell agricultural implements, and by 1894 he controlled the business at Walla Walla, with a branch at Waitsburg. It is this business that has grown and continuously borne his name.

Mr. Smith was a prominent member of fraternal organizations and is the first member of the Walla Walla Rotary Club to pass away. He was the fourth president of the Northwest Hardware & Implement Association and is the first past president of the association to pass away. Mr. Smith commanded the highest respect of his fellow merchants and townsmen. All business was suspended in Walla Walla during his funeral, and the tributes to his noble life and fine memory have been many. He is survived by his widow and five children.

To the families of John Smith and John Raymer, and to their associates, who will carry on their work, so well begun, we offer our keenest, most heartfelt sympathy, and we know that in this we voice the whole-hearted feeling of the trade. May those who survive have comfort in the thought that they were so close to these lovable, outstanding men. Their heritage in memory is among the priceless gifts this world has to offer.

No. 1 PERFECT SAW SET

Chas. Morrill has just put upon the market a new model of the No. 1 sawset. The Nos. 1, 3, 4 and 5 sawsets have always been known as the Perfect Sawsets, so that this will be known as the Perfect No. 1.

At the request of the War Industries Board, the No. 1 old style was discontinued during the war. The company now finds that by using the castings and parts of the special sawset with the exception of the anvil, they can increase production, conserve material and at the same time produce a No. 1 sawset said to be superior to any of the No. 1 or sliding anvil type that have ever been produced.

The advantages of the new model include: A lever handle is on the bottom. The anvil providing a saw bearing surface instead of a line. The anvil is on an angle. A locknut on the gauge screw. The plunger and spring completely enclosed. The sawset, except the anvil, is made from the same castings and parts as the special sawset.

The complete line of sawsets now made by Chas. Morrill is: No. 1, 95 and Special Sawsets for hand saws not over 16 gauge; No. 3 sawset for cross-cut and circular saws, 14 to 20 gauge; No. 4 sawset for double toothed saws, 14 to 20 gauge; No. 5 sawset for timber and board saws, 6 to 14 gauge.

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Coleman Quick-Lite

Trademark Registered U. S. Patent Office

"COLEMAN QUICK-LITE" NOW REGISTERED TRADE MARK

"Coleman Quick-Lite" in the form and style of lettering as shown above is now the official trade mark for Coleman Quick-Lite lamps and lanterns. It was registered in the United States Patent Office under No. 140701, March 22, 1921.

This is considered as another recognition of the Quick-Lite as a great achievement in artificial lighting. This wonderful light was invented by Mr. W. C. Coleman, president of The Coleman Lamp Company, about five years ago. Since that time, thousands of Quick-Lites have been sold all over the world. They have met with such an universal and such a popular demand that, in order to keep pace with the call for its products, the company has grown until it is now operating the largest plant in the world devoted exclusively to the manufacture of gasoline lamps, lanterns and lighting plants.

Company officials state that the number of dealers who are enjoying the rapidly growing sales of "Quick-Lites" has steadily increased until there are now approximately 30,000 scattered all over the United States who handle these widely known and nationally advertised lamps and lanterns.

So in order to safeguard the good will, prestige and trade preference that has been built up for "Quick-Lites"; to protect the dealer against substitution and help him further stimulate his sales, the company considered it expedient to register the trade name for its "Quick-Lite" lamps and lanterns. The "Coleman Quick-Lite" trade mark now definitely identifies the uniform quality and excellence of "Quick-Lite" lamps and lanterns with the Coleman Lamp Co.

Coleman executives believe that their dealers will be able to make capital out of this new registration by tying up their local advertising with this sign of the "Quick-Lite" which is used in the company's national advertising, and by the liberal use of dealer advertising and selling helps which the company furnishes free on request.



GIVES CLEANING ROD A DOUBLE USE

A special adapter which enables an owner of Marble's .28 cal. rifle rod to use Marble's shotgun cleaner, has just been perfected by the Marble Arms & Mfg. Co., of Gladstone, Mich. This little device thus saves the owner of a .28 cal. rifle rod from buying an extra rod to clean his shotgun. It is made with slotted tip and will fit either brass or steel rods. All jobbers handling Marble's outing equipment are now supplying their trade with the special adapter.

THE PALMA AMMUNITION TRYOUT WON WITH HERCULES POWDER

When the National Rifle Matches are held at Camp Perry, Ohio, next September, it is expected that the principal event will be an international team event, known as the Palma Match, between an All-American Rifle Team and foreign competitors. As this will be the biggest international shooting competition that has been held in the United States for many years, it is very important that our team be supplied with the most accurate ammunition obtainable. Having this in mind, the Ammunition Testing Board of the War Department, which selects ammunition for use in the National and International rifle matches, held a public ammunition tryout on the Marine Corps Rifle Range at Quantico, Va., May 13 and 14.

Four of the large American ammunition manufacturers and the Government Arsenal each submitted from two to four samples of the most accurate hand loaded .30-1906 caliber rifle ammunition that their vast experience in this line enabled them to produce.

Every available make, brand, and type of powder, both nitro-glycerin and the coated and uncoated nitrocellulose, including many special experimental lots of the latter, were considered in making up this ammunition. Flat base, tapered and boat-tailed bullets, jacketed with cupro nickel, both plain and tinned, and copper and copper alloys, were all tried in making up the various lots for this task. The ammunition concerns left no stone unturned to produce the most accurate loads possible, irrespective of the expense incurred, and as a result, the cartridges that were unpacked at Quantico and shot in the Mann V and machine rests represented the last word in accuracy in modern military rifle ammunition.

The board decided that the test should consist of the firing of 100 shots per lot, in groups of 10, in the Mann V rest and 100 in a similar manner in machine rest, all at 1000 yards, the lot making the smallest mean error to be declared the winner and selected for the use of the team.

Shortly after the test began, it became evident that a remarkable degree of accuracy was being obtained. Group after group that measured only five to ten or twelve inches on a side was placed on the targets. Groups a foot square from the Mann V rest were so common that they ceased to excite comment. Some were less than the size of a man's two hands.

As a result of this tryout, the 1921 Palma ammunition will be loaded by the Remington Arms Co., Inc., with 180 gr. cupro nickel jacketed bullets, and 45 grs. of Hercules HiVel powder.

ALUMINUM EXPERTS WITH MISSION WARE

One of the problems that the Western Aluminum Mfg. Co. has to solve in establishing aluminum ware manufacture at Oakland has been in securing skilled workers for its factory.

Making aluminum ware is a peculiar and specialized work in itself, and men must be trained through long years to produce good aluminum ware. The company has been fortunate in securing the services of two masters in aluminum manufacture to head the factory's staff. John R. Wollgren, superintendent, has a thorough knowledge of aluminum making, having formerly been a machinery and aluminum manufacturer in both Illinois and California. B. La Coste, in charge of the foundry, was formerly instructor in aluminum casting in the California School of Mechanical Arts.

Under these men is a staff of expert and long experienced aluminum workers, many of whom came to California especially for the purpose.

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MONEL METAL SCREEN WIRE CLOTH

The long-developed longing of the householder for screens that will not rust or corrode, especially in the damp air near the sea coast, has at last been gratified, according to the announcement of the American Wire Fabrics Co., in putting Monel metal screen on the market.

It seems that Monel metal is both strong and permanent. After four months continual spraying in test, the Monel screen showed no sign of deterioration. A piece is photographed by the company, which has done service in a house on the New Jersey coast for nine years. In ball drop tests the Monel screen proved its superior strength over copper, bronze, painted iron and galvanized screen. It is said that a strand of Monel metal is 60 per cent stronger than the same size strand of copper wire.

Since Monel metal is natural nickel copper alloy, it is a dull gray-white in color and so less obtrusive to the eye. It is made by the American Wire Fabrics Co., in widths of from 24 to 36 inches in 2-inch steps, also in 42 and 48-inch widths. Measures are 16 and 18 and gauges are .009 and for screen doors .010.



THE PACKHAM
Stove Pipe Crimper and Beader
MADE BY
THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO
If Your Jobber Does Not Carry It, Write Us



THE "MODEL" ROASTER.

The "Model" roaster has been tested for years and has established its claim to be the best in its class.

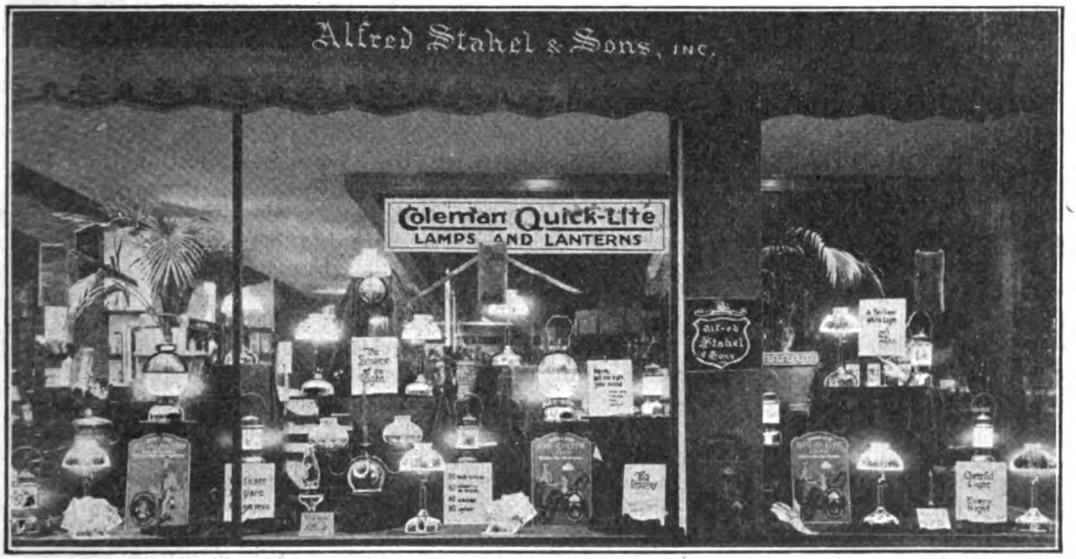
Besides being seamless and free from rough ridges it has the merit of an excellent finish—both in the enameled numbers as well as in the plainer styles.

It is strictly a "Model" article, made in two sizes, useful in the home, and in the larger size, for hotels and institutions.

The manufacturers take especial pride in keeping the roaster up to date, as dealers everywhere can testify.

This now necessary and sanitary roaster will commend itself to new friends, and needs no introduction to those who have studied its merits in previous years.

When you treat a customer so that he will want to come again you have made two profits on your sale.



It is strange that lamps and lanterns are not more frequently used in sales windows, when it is realized that they are in everyday use, and that attractive and salesmaking windows can be so easily made. Indicative of this is the window of Alfred Stahel & Sons, of Coleman Quick-Lite products, which resulted in a remarkable increase in sales of these well known products, which should be more generally displayed.

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HERE IS THE KIND OF MAN WHO IS WANTED

"A man for hard work and rapid promotion; a man who can find things to be done without the help of a manager and three assistants.

"A man who gets to work on time in the morning and does not imperil the lives of others in an attempt to be first out of the office at night.

"A man who listens carefully when he is spoken to and asks only enough questions to insure the accurate carrying out of instructions.

"A man who moves quickly and makes as little noise as possible about it.

"A man who looks you straight in the eye and tells the truth every time.

"A man who does not pity himself for having to work.

"A man who is cheerful, courteous to everyone and determined to 'make good.'

"A man who, when he does not know, says 'I don't know,' and when he is asked to do anything says, 'I'll try.'

"A man who does not make the same mistake twice, who is not a goody-goody, a prig or a cad, but who does the very best he knows how with every task entrusted to him.

"This man is wanted everywhere. Age or lack of experience do not count. There isn't any limit, except his own ambition, to the number or size of the jobs he can get. He is wanted in every big business from Maine to California."

A vacation worth while is one which rests you, refreshes, invigorates, and brings you back with a keen anticipation for your tasks, and a determination to put something big across. Otherwise, if you are not shaken out of humdrum ways, or wakened up a bit, you might as well stay at home and keep jogging along in the same old rut.

Make up your mind that from this day on you will give the very best that is in you. It is estimated that people are rarely more than from 30% to 50% efficient—even the most successful! This represents a terrific waste, much of which is wholly unnecessary. Are you consciously increasing your efficiency, hour by hour, and day by day?

FOR THE WELL-BEING OF HUMANITY.

Wherever men engaged in the business of equipping our homes, offices, hotels, public buildings, schools, shops, factories and other buildings occupied by human beings with the piping and fixtures necessary for our health and comfort, meet in convention, we find an active center big with possibilities for the well-being of humanity.

It would be difficult to overestimate the value of the skilled and thoroughly efficient plumber (it is unfortunate that he has not a more inclusive and descriptive title) to the health, comfort and happiness of any community. It is quite within conservative bounds even to say that this practical sanitarian is an essential of our modern civilization.

Beginning with the manufacturer of sanitary fixtures and continuing down the line to the last man who applies his skill, and his conscience, to their installation, we have a series of closely allied activities not one of which may be neglected or slighted without danger to the individual and to the community.

Given sanitary equipment of the first quality (and there should be but one quality where such vital interests are at stake) and installations that recognize in every detail the highest attainment of the art, prompted by a desire to give the user the greatest possible degree of service, we have a combination that insures on the one hand the inspiration of a high business ideal, and on the other, a distinct and immensely valuable contribution to the sum of human health, human comfort and human happiness.

It is the very great privilege of the plumber, the sanitarian, the sanitary engineer—call him what you will—to be inspired by this high ideal and to give this inestimable public service. And it is increasingly evident to one who follows state and other conventions of practical plumbers and notes the matters there discussed, that there is a well-defined movement toward this business ideal and an increasing demand within the trade itself that its members give invariably that quality of service which will contribute most to the well-being of their fellows.

—The Valve World.

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Wise Woman's Weapons—Pluck, Personality Perseverance

PICK up any magazine these days and you will find chronicled the stories of many men who have signally elevated themselves to positions of trust and responsibility in the business world.

We read avidly these records of environment overcome, difficulties conquered, opportunities grasped; they are always a source of inspiration, although a thoughtless majority of us are prone to attribute their success to some kind of magic formula.

If the records of successful men are thus accounted for, a woman's achievements are considered even more remarkable; although in both instances the great mysterious secret is simply the capacity for honest hard work and the faculty of recognizing opportunity when it presents itself—which enables us to introduce to our readers Miss Alice M. Jackson, San Francisco manager for the largest manufacturer of plumbing supplies in the world.

In 1910, the Standard Sanitary Manufacturing Company of Pittsburgh opened in San Francisco their first western branch office. Allotted to it as territory was the entire Pacific Coast and the Hawaiian Islands, with W. C. Chamberlin as district manager.

From its very beginning Miss Jackson has been associated with this office. Prior to that time she had been employed in a stenographic capacity by several San Francisco concerns.

With Standard, however, her services were confined to no such limited field. As she whimsically expressed it, she had, at one time or another, been everything "from office boy—on up." This varied training has given her a thorough acquaintance with every phase of the branch office management.

Just before the war, in January, 1917, new offices were completed at 149-155 Bluxome St., in conjunction with a large warehouse and showroom, containing 28,000 square feet of floor space. The steadily increasing volume of business also demanded a materially augmented office force to handle it, as well as additional salesmen for the road.

Then in the later part of 1918, Mr. Chamberlin was severely stricken with the "flu," and was for a long time physically unable to attend to his duties as manager. In this emergency, Miss Jackson's knowledge and familiarity with executive detail not only stood her in good stead, but proved more than fortunate for her company. However, we will let her tell about it, although at the time she was blissfully unaware of the size of her audience.

"Well, you see," said Miss Jackson, "everything was so upset and disordered. Naturally no one wanted to accept the responsibility at such short notice. But something simply had to be done. There wasn't time to appeal to the factory, and it would have been hard for a new man to step in and keep things running smoothly anyway. So, well—I had been working with Mr. Chamberlin so long, and being familiar with everything, why I just decided it was up to me.

"Of course, I realized it would mean real application and hard work, but I was pretty well used to that and knew I could do it. And then everyone in our organization stood by me most loyally. That helped a great deal. Whenever we had to put in overtime getting rush orders out, I never had to ask anyone to stay. No matter how frequently that occurred, there was never a murmur, not once."

"No one seemed to resent the fact that a woman was in charge?" we interrupted to question.

"Not a bit," she replied with a faintly



MISS ALICE M. JACKSON

Manager of the San Francisco branch of the Standard Sanitary Mfg. Co.

We have heard much of Miss Jackson and her ability from those having to do with the plumbing trade throughout the West.

We shall have to ask Miss Jackson to accept this as our apology for thus placing her in the "lime light," but know she will forgive us when she realizes we wish to mention her accomplishment and her business ability as an incentive not only to other young women, but likewise to the men, whom we occasionally meet, who tell us that the "day of opportunity has past"—that if they had lived fifty years ago how much they could have accomplished.

Surely there is no business in the world that one would chose as being more unlikely for a young woman to make a success in than the plumbing business.

To you men who complain about obstacles and difficulties, this brief reference to Miss Jackson should serve as an incentive and an inspiration.

Surely you would not allow a "mere woman" to outdo you or overcome greater obstacles than you can.

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amused smile. "In fact, perhaps our people were even more considerate on that account. I don't know. Would rather not think so, at any rate.

"I believe that's about all; except that when Mr. Chamberlin went east as general sales manager for the entire Standard organization, his recommendation to the executive committee carried weight and in January, 1920, I took over the management of this territory."

"Just one thing more, Miss Jackson," we asked. "will you tell us the secret that has enabled you to attain the confidence of your company and the well-earned position you now hold?"

"Plain hard work," she said simply, with each word tapping her desk for emphasis.

However, if womanly tact, a most charming personality, and a certain quiet seriousness did not carry as much weight as any recommendation, then we miss our guess entirely. What Miss Jackson accomplished has most assuredly not been at the cost of feminine qualities. To what extent they may have contributed to her success, we refrain from venturing an opinion, but do know that coupled with an extremely level head, they have constituted a most effective combination.

Dull periods or rainy days can be made immensely profitable if wisely used, in preparing for bright weather and prosperous times.

It is high time to plan something in the way of a constructive campaign for the coming season. Volume is not the result of accident or chance. It is the blossom of careful planting and faithful cultivation.

When th' world is lokin' dreary,
An' just livin' makes you weary—
When you think the good old pep is almost gone;
Keep your biggest smile a'workin'
An' your percolator perkin'
Then you'll find that business too is keepin' on!

CONCERNING DISCOUNTS

When you have money in the bank discount your bills as fast as you like, but don't discount your future by buying beyond your means.

THE "KING'S ENGLISH"

A colored woman one day visited the court house in a Tennessee town and said to the judge:

"Is you-all the reperbate judge?"

"I am the judge of probate, mammy."

"I'se come to you-all 'cause I'se in trouble. Mah man—he's done died detested and I'se got t'ree little infidels, so I'se cum to be appointed der execootioner."

GOOD BUSINESS

If I possesed a shop or store
I'd drive the grouches off my floor;
I'd never let some gloomy guy
Offend the folks who came to buy;
I'd never keep a boy or clerk
With mental toothache at his work,
Nor let a man who draws my pay
Drive customers of mine away.

I'd treat the man who takes my time
And spends a nickel or a dime,
With courtesy and make him feel
That I was pleased to close the deal,
Because tomorrow, who can tell?
He may want stuff I have to sell,
And in that case then glad he'll be
To spend his dollars all with me.

The reason people pass one door
To patronize another store,
Is not because the busier place
Has better silks or gloves or place.
Or cheaper prices, but it lies
In pleasant words and smiling eyes;
The only difference, I believe,
Is in the treatment folks receive.

It is good business to be fair,
To keep a bright and cheerful air
About the place, and not to show
Your customers how much you know;
Whatever any patron did
I'd try to keep my temper hid.
And never let him spread along
The word that I had done him wrong.

—Edgar A. Guest.

SALESMANSHIP IS INTEREST IN CUSTOMER

Salespeople who make friends and who succeed in the art of selling are those who take a personal interest in their customers and who try conscientiously to get for those customers the exact merchandise they want. This is perhaps the corner stone of salesmanship, for around this particular phase of selling depends the entire success and future welfare of those engaged in retailing.

SANITARY SPECIALTIES PRODUCTS APPROVED

Another stamp of approval and recommendation was placed on the bathroom fittings of the Sanitary Specialties Co., of Philadelphia, when they were adopted throughout as fittings for the new Hotel Traymore. All the bathroom trimmings, such as soap cups, towel bars, hooks and mirrors in the new hotel were furnished by the Sanitary Specialties Co., and were of finished porceloid, which is the company's trade name for its sheet pyralin.

The Sanitary Specialties Co. has for its president Francis Goodhue and F. H. Hammett is manager. In the west the company is represented by C. G. Marxmiller, with offices in the Marine building, San Francisco.

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Without doubt, we are all able at this minute to put our finger on some spot of weakness in personal habits, business management, or judgment. This is the time right now to organize our efforts in the light of past experience, to strengthen that weak place. Nature will repair a break so that the fracture is stronger than the original condition. You and I should be able to build up a defense at the weak point which will turn the previous weakness into a place of great strength. Thinking won't do it. It will take intelligence and will power.

Don't wait for "satisfied customers" to advertise your business. It's too slow a method.

HEATING AND VENTILATING HANDBOOK

A new publication of interest to plumbers is the Handbook for Heating and Ventilating Engineers, edited by James D. Hoffman, M. E., and published by the McGraw-Hill Book Co., Inc.

Mr. Hoffman is professor of practical mechanics at Purdue university, and the book just issued is the fourth edition, having been revised and rewritten.

Every man who designs, installs or operates heating and ventilating plants should have this book at hand. It is full of practical data and useful suggestions. It gives the best suggestions of experienced engineers. It supplies the principles, rules, formulae and tabulated data, to which engineers need to refer constantly. It gives illustrations and designs in a manner which can be clearly understood.

It contains more than 60 pages of handy reference tables, and the price is $4.50 net, postpaid. It may be secured by writing to any ofice of HARDWARE WORLD.

Dependable Service Quality Goods

We are exclusive agents for

Homestead Quarter-Turn Blow-Off Valves
Witt Pump Governors and Regulating Valves

Durabla { Valve Discs, Rod Packing, Sheet Packing, Union Gaskets, Gauge Glasses

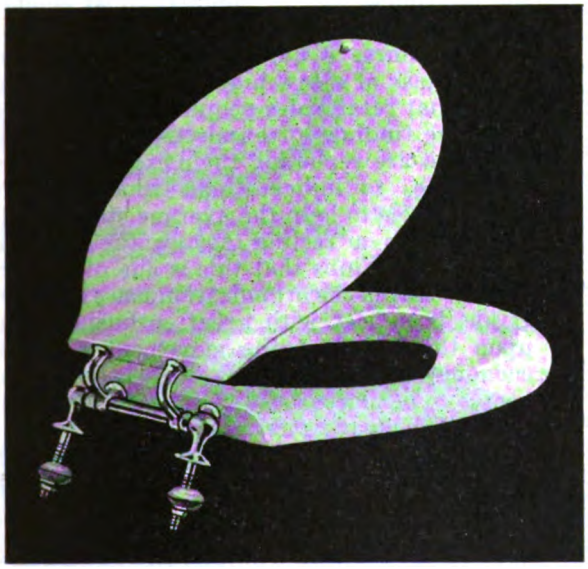
Distributors of
Wm. Powell Valves and Specialties

The M. L. Kline Co.

Wholesalers
PLUMBING, HEATING AND STEAM SUPPLIES

84-86-87-89 Front Street, Portland, Ore.

Church Seats



No. 500
With Non-Soil Hinge
No Metal on Under Side of Seat or Cover

The glistening pure whiteness of Church Closet Seats recommends them for use on your most particular installations.

People demand sanitation and expect lasting satisfaction—that is why Church is the natural choice.

Write for Latest Catalog

C. F. Church Mfg. Co.

Holyoke, Mass.

New York San Francisco Chicago

These goods can be obtained from the leading jobbing houses in the West. Insist on them. If you cannot get them, address for information W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by all the leading jobbing and supply houses.

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E. A. KEITHLEY OPENS SEATTLE OFFICE

E. A. Keithley announces with very just pride the opening of an office in Seattle, at 1323 Alaska building, in charge of his son, Edgar L. Keithley.

Mr. Keithley has been firmly established for many years as one of the most distinguished Western representatives of Eastern Manufacturers, yet this is his first experience in establishing a branch office. As a matter of fact he has been preparing for this step for many years, in fact, longer than he has been in the business. From the very start Mr. Keithley's aim has been to build up a business that his son might take over. Since his son Edgar left school some years ago he has had every opportunity which Mr. Keithley, Sr., and his connections could offer for learning every angle of the hardware, plumbing and fitting business.

Edgar L. Keithley, manager of the new Seat- the office, is therefore a graduate of the most approved course. He has worked with his father in successfully representing such great manufacturers as the Central Foundry Co., Findeisen & Kropf Mfg. Co., and others. To get the manufacturer's viewpoint, Mr. Keithley, Jr., spent several years in the East, working at various factories whose products his father represents. Moving then to Seattle, Mr. Keithley, Jr., has been with the Seattle Plumbing & Supply Co., for several years, interrupted only by his service in the army, in the cavalry branch, from the time war was declared up until after the armistice was signed.

Thus Mr. Keithley, Jr., takes up his work thoroughly prepared by training and entirely familiar with his territory. In this case mutual congratulations are in order and the best of good wishes of the entire trade.

NATIONAL INSTRUCTION IN RETAILING

A definite program of a far-reaching character for the education of retail salespeople as a means for making advertising appropriations go further, was recently approved by the convention of the Associated Advertising Clubs of the World.

Charles Henry Mackintosh, of Chicago, chairman of the national educational committee inaugurated the movement for this educational work some time ago when he asked 1000 representative business concerns what should be done to help retail sales people become more proficient and therefore more profitable to themselves and to business.

The ability of the manufacturer and the retailer to sell goods and to render a proper service to the customer at the lowest possible cost —and their ability to make their advertising effective—depends, in the end, upon the retail sales person. No matter how large the pipe leading between two points, water will not flow faster than the faucet at the end will let it. The retail salesman is the faucet through which merchandise must pass.

This movement looms big in public importance because better retail selling means lower selling costs, with resulting economies to the public, while the public also will save time and will more often get the goods needed for the particular want when dealing with retail sales people who know the goods and are well-trained in finding the exact needs of the customer.

The association is at work on a course of instruction in retail selling, which will be offered to all retail salespeople in 200 cities. The charge for the course will be nominal—just enough to cover actual cost.

This course is not being planned according to the ideas of a few high-brow sales managers as to what retail sales people need, but is based upon the findings of hundreds of men and women who are reporting their experiences in retail stores to indicate just what the course should cover to help the average store employe.

There is a feeling among the Associated Advertising Clubs that this is one of the greatest movements the organization has ever started. It has been met with great enthusiasm, based upon the fact that the movement has a firm economic foundation. It will help the sales people to be more useful, will help the merchant, and will help the public.

It keeps prohibition enforcers on the jump responding to still alarms.

NOT HER FAULT

Mrs. Quizzem laid down the evening paper, looked across the table at her husband, and remarked:

"Really, dear, some of the things you read seem almost incredible. After all, one-half the world doesn't know how the other half lives."

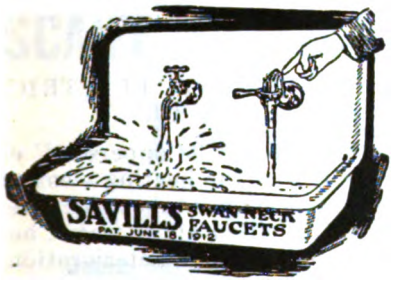
"Never mind," said the brute of a husband, "that's certainly no fault of yours, darling."

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One of the HARDWARE AND PLUMBING WORLD subscribers sends us a photo of his attractive sales room, and it must be admitted that he has utilized it to splendid advantage to display four tubs, lavatory, sinks, laundry trays, bathroom fittings and accessories in the manner which he has done.

This is of itself indicative of their up-to-date understanding of the "psychology" in the advantages of such displays, as well as their business methods.



Sold by Jobbers of Plumbing Supplies Everywhere

OVER 1200 PHILADELPHIA PLUMBERS
ARE USING AND SPECIFYING
SAVILL'S SWAN-NECK FAUCET

Full-stream flow in a fraction of a minute.
Gentle half-turn either way operates.
Protective Stop on handle. Saves pinching.
Best red brass, 85% copper. Saves replacing.
Long nozzle-outlet. Saves splashing.

THOMAS SAVILL'S SONS, Wallace and Watts Sts., Philadelphia, Pa.
Send postal card for catalogue showing 23 styles.



No. 10 Steel ¼" to 4"

Plates that Please
ORDER NOW
and be ready with a stock
Increasing Demand for "B & C" Styles
Catalog on request
THE BEATON & CORBIN MFG. CO.
Largest and Oldest Plate Company in the World

Pacific Coast Representative
W. ERWIN GILCHRIST
[illegible] Market St.
San Francisco, Cal.

SEE OUR CATALOGUE in SWEET'S

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SALES LETTERS CAN MAKE OR BREAK

The writer of successful sales letters must get himself into the position of the prospect addressed if his sales letters are to bring the returns they should, so says Louis Balsam, correspondence and advertising counsel of the Direct Mail Advertising Association.

There are two kinds of false alarms that business men the world over can well afford to scrap:

1. The bugbear "that business is rotten," and, therefore, it of no use to spend any extra sales energy, "which would be wasted anyhow."

2. The equally mistaken notion that goes to the opposite extreme in the misguided idea that "wild," unusual and over-spectacular sales and advertising tactics are the only things that will bring in the business.

The day of the haphazard, slipshod, indifferent letter is done.

Now, more than ever, business men should understand that letters are not a thing apart, but one step in a vast merchandising process.

The miserable botch made by the average letter is infinitely more costly than a good letter could possibly be.

One poor letter often undoes years of the finest type of advertising and sales efforts.

What are we going to do about it? Here are four rules underlying all successful letters. If applied to your own correspondence, they will turn the trick as they have for business houses that are following them.

1. The successful letter writer is one that is in love with his work. No letter can be really successful unless it is written by someone thoroughly in earnest.

2. Successful letters are those written by people who put themselves in the other fellow's place. In other words, the average letter is a failure because it doesn't visualize its reader.

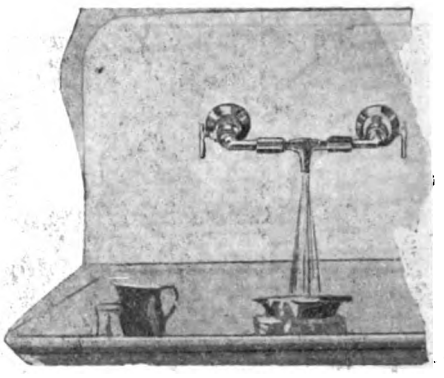
3. Simplicity is essential to resultful letters.

4. The over-dramatic and over-spectacular element must be eliminated, especially in sales letters.

"This Soap Shaves Without Mug," reads a sign in a barber supply window. That's what is called silent treatment.

BUILDING REAL MEN

Saving is the first great principle of all success. It creates independence, it gives a young man standing, it fills him with vigor, it stimulates him with the proper energy; in fact, it brings to him the best part of any success—happiness and contentment. If it were possible to inject the quality of saving into every boy, we would have a great many more real men. —Sir Thomas Lipton.



ANY-HEAT FAUCET

The Widney Any-Heat Faucet Co., Monadnock Bldg., Chicago, are placing on the market the faucet coupling illustrated herewith, which they claim gives the same results as the mixer on bathtubs.

It is the same in operation, all that is necessary being to turn the old sink faucets inward, then attach Any-Heat, which can be done in five minutes.

This is a new idea that makes dish washing easier and there is a demand in every household for them. Being able to regulate the heat in an instant is a convenience that will be appreciated by every woman.

The list price is only $1.85, and they will be glad to give full information and trade prices to any of our readers who will mention this item.

APFEL'S "COPPERSERT" ELECTRIC WATER HEATER

The principle of Apfel's "Coppersert" electric water heater is that the heating element is enclosed in a seamless copper tube, which never comes in contact with either air or water, hence is not subject to corrosion or deterioration of any description. It is really 100 per cent efficient, because it is always surrounded by a body of water being heated, therefore there is no loss of heat. No changing of pipes necessary—no extra fittings required. No syphoning of the tank possible, hence reducing the liability for burn outs.

It works on either alternating or direct current of any standard voltage. No interference with any other method of heating the water. Not a single unit of heat is lost, as it is all absorbed by the water in the tank, ready for use whenever it is desired.

It occupies no additional space, requires no exposed pipes or valves.

The Electric Heating & Manufacturing Company, Westlake at Republican Sts., Seattle, Washington, are the manufacturers and will be glad to give full information to any of our readers upon request.

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"CLEVERNESS" NEVER A SUBSTITUTE FOR PAINSTAKING WORK

There are two fellows in the employment of a well-known establishment. One is slated for a position of responsibility. The other, who went to work about the same time, is already beginning to grouch because he feels that he is being discriminated against.

The truth of the matter is that Francis, who is making good, listens closely to directions and the advice of his superiors. He even uses his own initiative in deliberately studying the methods of those who have gone before and made good. He looks out for the pitholes into which other men have fallen. He has a definite goal in sight as a life career—also what might be called a series of sub-goals not too far in advance, but in the form of milestones to encourage him to keep going in the right direction. He expects to reach these, one by one, in reasonable time. He is studying a worthy correspondence course, and he makes the most of his recreational hours to associate with those who will be a help and an inspiration to him.

Jenkins, the other fellow who considers himself a "wise guy," openly boasts that a fellow doesn't need to hurt himself working if he is clever enough to plan it right. Jenkins does not hesitate in saying that he is not prepared to swallow all the dope that his superiors hand out.

He spends his spare hours having a good time. He doesn't believe in study, for he argues that a fellow is bound to pick up more or less education anyway as he goes along. He declares that he can see no reason why he should slave his life out in order to enrich someone else.

He feels that in points of personal habits he is clever enough to do as he pleases and still not go to excess as so many others have. He flouts at the idea of saving until he gets old enough not to care about having what's going. Jenkins associates with those who have the same ideals as himself—or even fewer of them, for Jenkins likes to be looked up to as a leader among this class, and to be flattered by them.

Whose chance would you prefer to have ten years from now?

Some people earn more because they merit more. They are real producers. A competent, efficient, industrious, and productive individual is actually entitled to much more in the way of remuneration, position, and profits, than the person who is merely a time-server.

MISPLACED COLOR

Pete—"What makes that red spot on your nose?"

Bill—"Glasses."

Pete—"Glasses of what?"

SCAIFE "Copper-Brazed"

TANKS

For Air, Gas and Liquids



Pneumatic and Storage Tanks

Range Boilers, Riveted or Welded

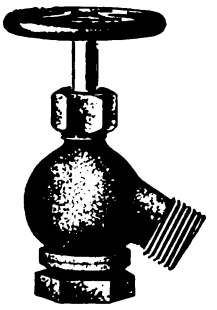
SEND FOR CATALOGUES

WM. B. SCAIFE AND SONS CO.
PITTSBURGH, PA.

38 South Dearborn St. Chicago, Ill.

Garden Hose Valves
OF
Recognized Quality

Which command repeat orders for you



Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., *Erie, Pa.*

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.

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ALL RECEIVERS OF GOODS BY FREIGHT SHOULD READ THIS

(Copyright by Elton J. Buckley.)

The United States supreme court has just decided another question arising out of the uniform bill of lading which everybody who ships or receives goods is bound by. It is a question, incidentally, which has always been the subject of more or less controversy between the railroads and the people who ship goods. The railroads have always construed the provision in their own favor, as they do everything, and many a shipper, rather than go to law about it has acquiesced and lost money which he would have otherwise recovered from the roads.

The provision of the bill of lading which this is all about is this:

"Property not removed by the party entitled to receive it within forty-eight hours, exclusive of legal holidays, after notice of its arrival has been duly sent or given, may be kept in car, depot, or place of delivery of the carrier subject to a reasonable charge for storage and to carrier's responsibility as warehouseman only, or may be, at the option of the carrier, removed to and stored in a public or licensed warehouse at the cost of the owner, and there held at owner's risk and without liability on the part of the carrier and subject to a lien for all freight and other lawful charges, including a reasonable charge for storage."

The case just decided arose, as most cases arise under this provision, in this way: Goods were shipped to A via a certain railroad. They arrived, A was notified and started, within the forty-eight hours mentioned in the bill of lading, to unload them. You can see that that was practically an acceptance of the shipment by A. After A had started to unload the goods, but before he had finished, somebody broke into the car and stole some. The question then was, who was responsible? A having accepted the goods and assumed the disposition of them, must he bear the loss? Or must the railroad bear it because the goods were still in its car? And if the railroad is responsible, is it responsible as railroad or as warehouseman? There is a big difference. If it is responsible as a railroad, it must absolutely account for the goods, and if they are gone, must pay for them, practically without defense.

But under the law, after a railroad has carried a shipment to its destination and is simply storing or holding the goods, waiting for the consignee to come for them, it is responsible for them only as warehouseman, which is a much lower degree of responsibility than responsibility as railroad. In order to make a railroad pay for goods which it was holding merely as warehouseman, you have to show that the damage or disappearance came from the negligence of the road. This is always difficult, and usually is impossible.

You can see if you read the provision of the bill of lading above reproduced, that it leaves room for the question I have outlined, and it has often arisen. Where goods still in the custody of the railroad are lost or damaged within forty-eight hours, even though the consignee has accepted them, the railroad has always said, "We aren't responsible, the loss is yours," and most receivers growlingly acquiesced rather than go to the expense of raising the question. But the plaintiff in the case just decided (Michigan Central R. R. vs. Owen) had the courage of his convictions, for he carried clear through the United States supreme court a question involving the responsibility to account for $23.30 worth of grapes. The case arose just as I have outlined it, and the United States supreme court has decided that the railroad is responsible in such a case, and responsible not as warehouseman, but as railroad. This is a most important decision. Thousands of business people all over the country will feel very wrathful because they gave in to the railroads so easily.

I reproduce the following from the decision:

Our review is concerned with questions of law; the facts are undisputed. It is stipulated that the cars were transported by the railroad company from their respective points of origin to Chicago, arriving there at different days and times of the days. Upon the arrival of each car, it was placed on a public delivery track of the railroad company and notice thereof given. Respondent accepted each car, breaking the seals thereof. And it is stipulated that at the time respondent started to unload, each of the cars contained the number of baskets and pounds of grapes received for transportation. The loss, whatever there was, occurred after the acceptance of the cars and their unloading had commenced, and whether the railroad company is liable therefor, and in what capacity liable—whether as carrier or warehouseman, or at all—is the question in the case.

The point of the controversies has been, and is, as to the relation of the carrier to a shipment within forty-eight hours after notice of its arrival has been duly sent or given, and the contentions upon the point are in sharp antagonism. That of respondent is that the railroad company during the forty-eight hours is responsible as a carrier, this relation not terminating until the expiration of that time. The contention of the railroad company is that it, the company, is neither liable as a carrier or warehouseman. Not as a carrier, because the shipment had been delivered and accepted; not as warehouseman, because no negligence has been proved against it.

The property here was not delivered; access was only given to it that it might be removed, and forty-eight hours were given for the purpose. Pending that time it was within the custody of the railroad company, the company having the same relation to it that the company acquired by its receipt and had during its transportation.

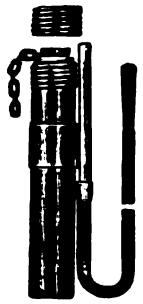
The bill of lading is definite, as we have pointed out, in its provisions and of the time at which responsibility of the company shall be that of warehouseman, and by necessary implication, therefore, until that responsibility attaches, that of carrier exists.

An Irishman was called as a witness in a case concerning a will. "Was the deceased," asked the lawyer, "in the habit of talking to himself when he was alone?" "I don't know," Pat replied drily. "I never was with him when he was alone."

Age is nothing but decay. A man may be old at 20 or young at 70.

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LOW PRICED ALCOHOL TORCH



For some time there has been a demand for a cheaper alcohol torch than those already on the market. Due to this demand Otto Bernz Co., of Newark, N. J., is now manufacturing their No. 12, as illustration shows at left. Although this torch is much lower in price, it will answer the same purposes as the other styles.

The No. 12 torch is made from a brass tube and is heavily nickel plated. The bottom of this tube is solid, which enables the user to carry the torch without danger of leaking. The cap at the top fits sungly, which prevents the evaporation of alcohol when torch is not in use. The air tube can be adjusted to suit the work to be done. Each torch is furnished with a rubber tube and mouthpiece as shown in illustration.

The reservoir is filled by removing the felt with wick. A chain is attached to the felt, which allows the user to remove the wick quickly, thereby preventing any loss of time. A fine pointed flame is produced, which is suitable for jewelers and electricians' use, or for any purpose whatsoever when a small flame is required.

Complete torch measures 4⅝ inches long by ⅞-inch diameter; just small enough to place in your pocket. Each torch is manufactured from the best materials obtainable and by skilled workmen, therefore is fully guaranteed. Each torch is packed in a cardboard box and furnished with complete directions.

For further information write Otto Bernz Co., Newark, N. J., mentioning this magazine.

Your love isn't worth much to anybody unless you are willing to labor.

Every employer is looking for the man who not only can think but will think. One can hire any number of people marvelously skilled in routine or in detail—human machines that will run on splendidly as long as motor power is supplied and nothing unusual turns up in the work.

The barber had his taper lighted and was just about to begin a singe of his customer's hair when a youngster outside the door exclaimed: "They're hunting 'em on that feller with a candle."



Don't buy another torch without the baffle in the burner tube.
TURNER PATENT

Perfect Blow Torches

The Turner New Line Blow Torches

operate perfectly on either gasoline or kerosene, and they stay generated. THE BAFFLE DOES IT.

The adjusting needle is separate from the shut-off. No more trouble from enlarged fuel opening or corrosion.

Air and fuel are correctly proportioned automatically by the flared tube.

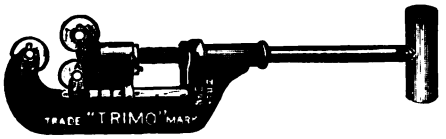
These and other improved features give you BLOW TORCH SATISFACTION.

Prices no higher than for ordinary torches.

The Turner Brass Works
Sycamore, Illinois, U. S. A.
Fifty Years of Manufacturing Experience



Trimo Pipe Wrench
in steel or wood handle.



Trimo Pipe Cutter
one or three wheel

The Word **TRIMO**

stands for good tools made by the Trimont Mfg. Co., which are the following:

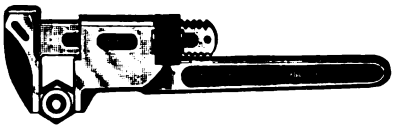
The Trimo Pipe Wrench
The Trimo Chain Pipe Wrench
The Trimo Monkey Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make the **Trimo Pipe Wrench** superior are the **Spiral Spring**, always in place, the **Steel Frame**, that will not break, the **Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle, that can be replaced when worn. **Save time and money and buy Trimo tools,** made by

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.

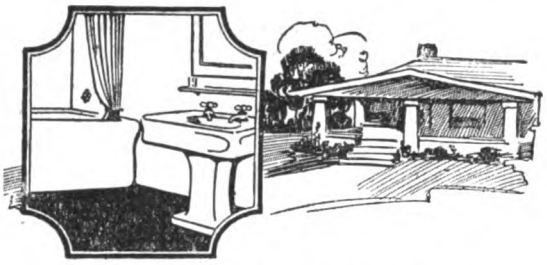


Trimo Chain Wrench
Eight sizes, take pipe ⅛" to 15"



Trimo Nut Wrench
steel handle only

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"HOMELY" CUTS ATTRACT

The Trade Extension Bureau, who are doing splendid work in cooperating with plumbers, not only to improve their business methods, but to help them develop more business and increase the value of their advertising, show this cut as typical of what they will be glad to supply our readers and help them prepare copy for their advertising. There is no denying that cuts materially increase the attractiveness of all advertising, and one of the character illustrated is sure to make the advertising all the more effective.

Mrs. Maloney—Appearances are deceitful.

Mrs. Casey—They sure are. Whin Oi see the ould man surrounded by a squad of cops nowadays Oi don't know whithir he's got pinched or is going to wurrk in some non-union plant.

ATLANTIC STAMPING CO. OPEN N. Y. OFFICE

The Atlantic Stamping Company, Rochester, New York, has taken space in the housefurnishings division of the Bush Terminal Sales building, where their lines will shortly be on sale to the trade. The company manufactures tinware, copper goods and galvanized ware.

"The Atlantic Stamping Company is going ahead vigorously with its sales plans," said Mr. W. H. Lane, secretary to the general manager, Mr. J. Dowling, of the Atlantic Stamping Company. "We have recently completed a new addition to our plant in Rochester, which is nearly half as large again as the old one. Although export trade is quiet, the demand for our lines from the country districts is very good. We sell a number of lines adapted to the farms, including dairy supplies, and the demand throughout the farm districts of the United States and the interior generally is steady. Altogether, the business outlook is more encouraging than for many months past."

Among the lines manufactured by the company are dairy and water pails, steel clad dairy pails, strainer pails, cream pails, milk kettles, wash basins, cold pack canners, dish pans, bread raisers, pie plates, pudding pans, dippers, nickel plated copper teapots, coffee pots, percolators, foot tubs, round and oval dinner pails, commodes, wash boilers, boilerettes and ash cans. The goods come in various weights, the company manufacturing some of the most substantial lines on the world's market.

Enthusiasm is the lamp which throws light into the darkest corners.



No. 208 Torch
List Price, Each $17.00
Ask for Discount

YOU CANNOT INJURE THE BURNER

of the No. 208 DOUBLE BLUNT NEEDLE TORCH by enlarging the orifice. The two BLUNT POINT NEEDLES do away with this trouble. The upper needle cleans. The lower needle regulates. This burner will burn either kerosene or gasoline, by changing the Jet Block, and will produce 200 to 300 degrees more heat than other makes. It is economical in the use of fuel. Jobbers supply at factory price. Send for catalog.

Clayton & Lambert Mfg. Co.
10611 Knodell Ave.
Detroit, Mich., U. S. A.



Patented
B Kero. Furnace

Making Good Tools For 45 Years

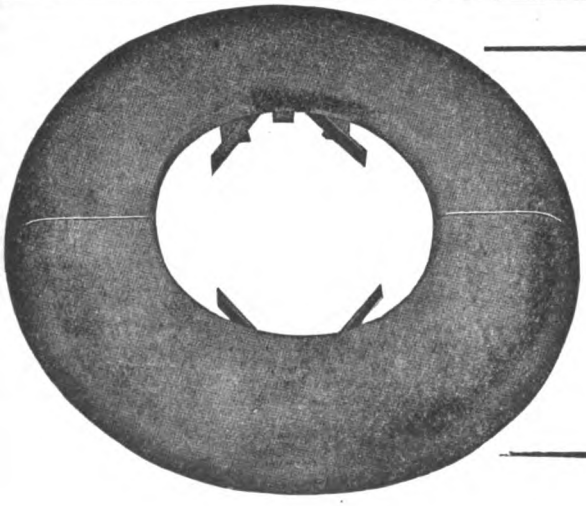
During that period we have increased our business greatly. WHY? Because so many mechanics have been convinced of the quality and merits of our line.

Have you ever tried the "ALWAYS RELIABLE" furnaces, braziers and torches? If not, why not?

He who hesitates is lost. Place a trial order at once with your nearest dealer and convince yourself. After you have done that you will always be a satisfied user of our tools.

Jobbers supply at factory prices.

OTTO BERNZ CO., Newark, N. J.



THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

The Beaton & Cadwell Mfg. Co.
NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, J. R. Devereux, New Birks Building, Montreal, Quebec, Canada.

SEE OUR CATALOGUE IN SWEET'S

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PLUMBING GOODS—RETAIL SELLING PRICES

The following are the present market selling prices (corrected up to the time of going to press) of various lines of plumbing goods, ruling in some of the larger western cities. At the request of some of our subscribers among the plumbing trade in interior and smaller towns and cities, who do not have the opportunity of checking up their prices and costs often, we are giving these prices as some we have obtained that are being charged by plumbers in the larger cities. These prices are usually based on the cost of goods, plus the overhead or cost of doing business, usually ranging in the neighborhood of 25 per cent. Where plumbers are some distance from their source of supply, freight and transportation charges would naturally be added. We will be glad to receive suggestions and corrections as to any errors or omissions, or any further information that might be desired, will be gladly answered.

PIPE—Standard Wrought Steel—Random Length—
Black—Per 100 feet—⅛-in., $5.15; ¼-in., $5.50; ⅜-in., $5.50; ½-in., $7.10; ¾-in., $8.95; 1-in., $12.75; 1¼-in., $17.35; 1½-in., $20.60; 2-in., $27.75; 2½-in., $45.55; 3-in., $59.60; 3½-in., $77.55; 4-in., $92.00; 4½-in., $111.20; 5-in., $129.35; 6-in., $168.00; 7-in., $233.35; 8-in. (25-lb.), $244.00; 9-in., $337.35; 10-in. (32-lb.), $366.70; 11-in., $497.35; 12-in, $470.70.
O. D. Steel Pipe, ⅜-in. Wall—14-in., $853.35; 16-in., $973.35.
Galvanized—Per 100 feet—⅛-in., $7.35; ¼-in., $7.90; ⅜-in., $7.90; ½-in., $8.50; ¾-in., $10.90; 1-in., $16.00; 1¼-in., $21.50; 1½-in., $25.70; 2-in., $34.55; 2½-in., $56.55; 3-in., $73.95; 3½-in., $95.20; 4-in., $112.80; 4½-in., $136.55; 5-in., $160.00; 6-in., $206.70; 7-in., $286.70; 8-in. (25-lb.), $306.70; 9-in., $568.00; 10-in. (32-lb.), $577.35; 11-in., $762.70; 12-in., $741.35.
Plugged and Reamed—2-in., $41.50; 2½-in., $67.90; 3-in., $88.70.

ELBOWS—Black Cast Iron Elbows—¼-in., 10c each; ⅜-in., 10c; ½-in., 10c; ¾-in., 14c; 1-in., 18c; 1¼-in., 28c; 1½-in., 34c; 2-in., 48c; 2½-in., 85c; 3-in., $1.28; 3½-in., $1.79; 4-in., $2.04; 4½-in., $1.98; 5-in., $3.40; 6-in., 4.68.
Black Cast Iron 45° Elbows—¼-in., 12c each; ⅜-in., 12c; ½-in., 12c; ¾-in., 17c; 1-in., 21c; 1¼-in., 33c; 1½-in., 41c; 2-in., 58c; 2½-in., $1.02; 3-in., $1.53; 3½-in., $2.13; 4-in., $2.47; 4½-in., $3.74; 5-in., $4.25; 6-in., $5.87.
Reducing—⅜-in., 10c each; ½-in., 12c; ¾-in., 16c; 1-in., 21c; 1¼-in., 31c; 1½-in., 39c; 2-in., 54c; 2½-in., $1.02; 3-in., $1.45; 3½-in., $2.04; 4-in., $2.38; 4½-in., $3.40; 5-in., $3.91; 6-in., $5.36.
Cast Iron Elbows, Right and Left—¼-inch, 10c each; ⅜-in., 10c; ½-in., 12c; ¾-in., 16c; 1-in., 21c; 1¼-in., 31c; 1½-in., 39c; 2-in., 54c.

TEES—Black Cast Iron Tees—¼-inl, 14c each; ⅜-in., 14c; ½-in., 16c; ¾-in., 21c; 1-in., 26c; 1-¼in., 39c; 1½-in., 50c; 2-in., 70c; 2½-in., $1.24; 3-in., $1.87; 3½-in., $2.55; 4-in., $2.98; 4½-in., $4.34; 5-in., $5.10; 6-in., $6.80.
Reducing—Largest opening governs size—⅜-in., 16c each; ½-in., 17c; ¾-in., 94c; 1-in., 29c; 1¼-in., 46c; 1½-in., 56c; 2-in., 80c; 2½-in., $1.41; 3-in., $2.15; 3½-in., $2.98; 4-in., $3.40; 4½-in., $5.02; 5-in., $5.95; 6-in., $7.82.

CROSSES—Cast Iron—½-inch, 27c each; ¾-in., 38c; 1-in., 46c; 1¼-in., 72c; 1½-in., 90c; 2-in., $1.28; 2½-in., $2.21; 3-in., $3.40.
Reducing—½-in., 31c each; ¾-in., 43c; 1-in., 51c; 1¼-in., 78c; 1½-in., $1.02; 2-in., $1.41; 2½-in., $2.47; 3-in., $3.74.

Y BENDS—Cast Iron—½-in., 34c each; ¾-in., 48c; 1-in., 58c; 1¼-in., 92c; 1½-in., $1.12; 2-in., $1.60; 2½-in., $2.82; 3-in., $4.25; 3½-in., $5.95; 4-in., $6.80.

RETURN BENDS—Cast Iron—Close Pattern—½-in., 31c each; ¾-in., 34c; 1-in., 38c; 1¼-in., 48c; 1½-in., 68c; 2-in., 97c; 2½-in., $2.04; 3-in., $2.89; 4-in., $8.50.
Close Pattern, Right-Left—½-in., 36c each; ¾-in., 39c; 1-in., 44c; 1¼-in., 56c; 1½-in., 78c; 2-in., $1.12; 2½-in., $2.38; 3-in., $3.32; 4-in., $8.93.
Open Pattern—¾-in., 44c each; 1-in., 51c; 1¼-in., 68c; 1½-in., 94c; 2-in., $1.36; 2½-in., $2.30; 3-in., $2.74; 4-in., $11.05.
O. P. Right-Left—¾-in., 51c each; 1-in., 60c; 1¼-in., 78c; 1½-in., $1.09; 2-in., $1.57; 2½-in., $2.64; 3-in., $4.25.
(Bath Tub Prices Less Fittings)

BATH TUBS—K64, C370, P1990, Essex, on Feet, 4-ft., $44.00; 4½-ft., $44.00; 5-ft., $42.00; 5½-ft., $47.50; 6-ft., $66.70.
K57, C360, P1991, Essex, on Base—4½-ft., $55.50; 5-ft., $55.50; 5½-ft., $61.50; 6-ft., $82.70.
K80, P1993, Knickerbocker—5-ft., $45.50; 5½-ft., 53.50.
K10 to K10¼, P2160 to P2173, Conred Enam. Allover, Cardinal—4½-ft., $76.00; 5-ft., $80.00; 5½-ft., $86.70.
K10 to K10¼, P2160 to P2173—Conred, Enameled Inside, Cardinal—4½-ft., $60.00; 5-ft., $64.00; 5½-ft., $70.70.
K10½, P2180 to P2186, Recona, Enam. Allover, Cardinal—4½-ft., $72.00; 5-ft., $74.70; 5½-ft., $81.50.
K10½, P2180 to P2186, Recona, Cardinal (Enam. Inside)—4½-ft., $60.00; 5-ft., $64.00; 5½-ft., $70.70.
F12 to F15, C316 to C319, P2305 to P2313, Pembroke, Viceroy, Sierra (Corner)—4½-ft., $90.70; 5-ft., 94.70; 5½-ft., $102.70; 6-ft., $133.50.
F16 to F17, C320 to C321, P2315 to P2318, Pembroke, Viceroy, Sierra (Recess)—4½-ft., $81.50; 5-ft., $86.70; 5½-ft., $94.70; 6-ft., $128.00.
F10 to F11, P2319 to P2322, Pembroke, Viceroy (Pier)—5-ft., $199.50; 5½-ft., $141.50; 6-ft., $157.30.
F7 to F8, P2380 to P2388, Woodmere, Imperator (Corner)—5-ft., $177.50; 5½-ft., $184.00.
F9, P2390 to P2393, Woodmere, Imperator (Recess)—5-ft., $166.70; 5½-ft., $177.50.
F5, Imperator (Standing Pattern)—5-ft., $261.50; 5½-ft., $278.70.
F6, Imperator (Wall Pattern) 5-ft., $230.70; 5½-ft., $244.00.

BATH TUBS, PORCELAIN—H5015, 2028N, Regular selection, light weight, Corner—5-ft., $145.35; 5½-ft., $158.35.
H5015, 2028N, Special selection, light weight, Corner—5-ft., $177.00; 5½-ft., $198.35.
H5020, 2029N, Regular selection, light weight, Recess—5-ft., $133.33; 5½-ft., $146.70.
H5020, 2029N, Special selection, light weight, Recess—5-ft., $166.70; 5½-ft., $183.35.

SHOWER RECEPTORS—K112, P2510, with Strainer and Waste—36x36-in., $84.00; 42x42-in., $112.00.
K108, P2511, with Strainer and Waste—36x36-in., $113.50; 42x42-in., $150.70.
K107, P2512, with P2530 Drain—38x38-in., $149.50.
K105, P2525, with P2530 Drain—36x36-in., $120.00; 42x42-in., $153.50.

SHOWER MIXING VALVES—NC1, H15, P2745, $30. NC1, H12, P2746, $30.00. NF1, H10, P2747, $30.00. P2748, $30.00.

SHOWERS—

H965, P2766, Shower and Rose Sprays	$110.00
H1014, P2771, Shower and Needle Bath	109.00
NF1200, H911, P2790, Shower	60.00
H909½, P2791, Shower and Shampoo	76.00
NC100, H952½, P2803, Shower	33.40
H953½, P2804, Shower	32.70
NC1100, H954½, P2807, Shower	42.00
NC1100 (with stops), H954½, P2807, Shower	41.40
H943½, P2815, Shower	55.40
H944½, P2816, Shower	53.40
H945½, P2819, Shower	64.00
H946½, P2820, Shower	62.65
NC1100½, H956, P2821, Shower and Shampoo	52.00
P2823, Shower and Shampoo	60.00
H1402, P2826, Shower	18.70
H1406, P2827, Shower	17.40
H1400, P2828, Shower and Shampoo	34.70
H1404, P2829, Shower and Shampoo	33.40
H1410, P2836, Shower	38.70
H1411, P2837, Shower	40.00
H1408, P2841, Shower and Shampoo	55.40
H1409 P2842, Shower and Shampoo	56.70
NF1050, H900, P2855, Shower	39.00
NF1050½, P2856, Shower and Shampoo	54.00
NF1055, H895, P2857, Shower	49.40
H904, P2860, Shower	46.65
P2861, Shower and Shampoo	61.40
H1246, P2868, Shower	38.00
H1250, P2870, Shower	30.00
H1600, Industrial Mixometer Shower	34.70
H1625, Industrial Combination Valve Shower	14.15
H1202, P2914, Shower	54.00
H1200, P2916, Shower	69.00
H1206, P2918, Shower	46.70
H1204, P2919, Shower	48.00
P2920, Shower and Shampoo	61.40
P2921, Shower and Shampoo	63.40
Portable Showers—	
H1275, P2946, Portable Shower	22.70
S124, Portable Shower	23.40
Wall and Ceiling Showers—	
H1270, P2950, Wall Shower	13.00
H1268, P2952, Ceiling Shower	13.00

LAVATORIES—(Less Fittings)—
C105, P3050, P3055, P3057, Copley—18x27-in., $52.00; 22x33-in., $66.65.
C114, K205, P3110, P3115, P3117, Laton—20x24-in., $37.35; 22x27-in., $42.65; 22x30-in., $51.30.
C145, K332, P3840, P3845, P3846, P3847, Ophir—17x21-in., $14.50; 18x24-in., $18.20; 20x24-in., $22.30; 22x27-in., $38.70.
C145, K332, P3847, Ophir—20x24-in., $22.30; 22x27-in., $38.70.
C145, K332, P3850, P3855, Ophir—20x24-in., $22.80.
C152, K582, P4045, Ralwon—17x19-in., $12.30.
P4125, Arion—19x24-in., $22.65.
P4205, Othello—18x21-in., $13.80.
K580, C150, P4206, Othello—18x21-in., $13.80.
K608, C162, P4335, Beverly—18x21-in., $13.20.
K614, C164, P4345, Crescent—17x19-in., $10.00.
K752, P4365, Alva—16x24-in., $10.00.
K668, C180, P4940, P4945, Athena—20-in., $30.00.
K668, C180, P4946, Athena—20-in., $30.00.
K672, C182, P4950, P4955, P4956, P4957, Anglo—19-in., $20.00.
K690, C184, P4980, P4985, Verdun—16-in., $15.20.
P5080, P5085, P5086, P5087, Everett—19-in., $18.70.
K732, C190, P5110, P5115, Yale—16-in., $11.50.
K762, C192, P5145, Aida—16-in., $11.50.
Add for Waste when required—P11285, Imperial, $9.35; P11289, Empire, $8.00; P11290, Princess, $6.70.

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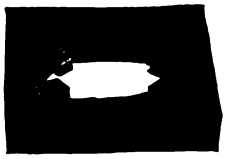
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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

WASH SINKS—(Less Bibbs and Trap)—F910, P6450—3-ft., $64.50; 4-ft., $82.20; 5-ft., $100.00; 6-ft., $135.50.
P6495, Enameled inside, less Supply Pipe and Bibbs—48x24-in., $40.00; 60x24-in., $60.00; 72x24-in., $73.35.
P6496, Enameled inside, less Supply Pipe and Bibbs—4x24-in., $60.00; 5x20-in., $76.00; 5x24-in., $85.35; 6x20-in., $96.70; 6x24-in., $112.70.

DOUBLE WASH SINK COCKS—H1645, P6500, $7.35; P6501, $8.00; H1640, P6502, $8.85; H1635, P6503, $10.00; P6504, $10.00.

CHICAGO FAUCET DRINKING FOUNTAINS—A6700, $20.00; A700, with Trap, $18.00; A7100, Self Closing, $7.00; A7200, Self Closing, $5.35; A7400, Self Closing, Swinging, $11.00; A7700, Self Closing, $8.70; A7800, Self Closing, $7.00; A8000, Self Closing, Swinging, $14.00; A8100, Self Closing, Swinging, $12.70; A8600, Nozzle, ½-in., I. P., $1.50.

GLAUBER DRINKING FOUNTAINS—H503A, $12.00; H504E, $10.95; H510A, $12.80; H510B, $12.80.

MUELLER DRINKING FOUNTAINS—E3728, $8.95; E3729, $10.65.

RUBBER MATS—P6990, for Interchangeable Drain Board—18x18-in., $3.50; 18x24-in., $4.50; 20x18-in., $3.70; 20x24-in., $4.70; 22x18-in., $4.00; 22x24-in., $5.35.
P6991, P6706-7, P6715-16, P6720-21—20x24-in., $3.70; 20x30-in., $4.35; 22x36-in., $5.35.
P6710—20x30-in., $4.35; 22x32-in., $4.70; 22x36-in., $4.70.
P6730-31, P6230-31—30x30-in., $4.35; 22x36-in., $5.35.
P6814—22x26-in., $4.00.
P6815-16—20x24-in., $3.70; 20x30-in., $4.35; 22x30-in., $4.50; 22x36-in., $5.35.
P6817-18, P6822-23, P6826-27—20x30-in., $3.50.
P6820-21, P6824-25—20x30-in., $4.35; 22x30-in., $4.50; 22x36-in., $5.35.

ADJUSTABLE SINK LEGS—P6992—Type "A"—Painted, $2.65 each; enameled, $4.00.
Type "B"—Painted, $3.50 each; Enameled, $5.35.
The Adjustable Sink Legs have an adjustment of 6 inches, making it possible to set the Sink at any height ranging from 30 to 36 inches from floor to top of rim.

SINK BACKS—K1176, C730, P7010—20-in., $5.70; 24-in., $6.80; 30-in., $7.50; 36-in., $10.90; 40-in., $12.50; 42-in., $16.40; 48-in., $18.70.

END PIECES—K1182, P7012—18-in., $5.70; 20-in., $6.20; 22-in., $6.90.

FLAT RIM SINKS—K1160, C725, P7020, with Nickel Plated Duplex Strainer—12x18-in., $6.80; 14x20-in., $8.80; 16x24-in., $9.60; 18x24-in., $9.70; 18x30-in., $9.80; 18x36-in., $14.40; 20x24-in., $9.80; 20x30-in., $10.00; 20x36-in., $15.70; 22x36-in., $18.50; 20x40-in., $20.00; 24x48-in., $26.70.

STEEL SINKS—New Era Galvanized—16x24-in., $5.30; 18x30-in., $6.90; 18x36-in., $7.80; 20x30-in., $7.80; 20x36-in., $9.30; 20x40-in., $10.70.
New Era, Painted—16x24-in., $4.40; 18x30-in., $5.60; 18x36-in., $6.70; 20x30-in., $6.40; 20x36-in., $8.00; 20x40-in., $9.35.

GREASE TRAPS—No. 27 Wade—5-gal., 10x12-in., $53.40; 10-gal., 12½x14-in., $93.40.

SLOP SINKS—(Less Fittings)—K1200, C750, P7200—16x20-in., $38.00; 18x22-in., $44.00; 20x22-in., $46.70; 20x24-in., $49.40.
K1212, P7285—16x20-in., $34.00; 18x22-in., $40.00; 20x22-in., $42.00; 20x24-in., $44.70.
K1218, P7260—16x16-in., $30.70; 16x20-in., $34.70; 18x22-in., $38.70; 20x22-in., $40.00; 20x24-in., $43.40.
K1218, C756, P7263—16x16-in., $25.40; 16x20-in., $28.00; 18x22-in., $32.00; 20x22-in., $35.00; 20x24-in., $36.00.
K1230, C760, P7274—Enameled inside, with 2-in. outlet and N. P. Duplex Strainer—16x16x10-in., $11.40; 16x16x12-in., $12.40; 20x14x12-in., $12.40; 20x16x12-in., $14.00; 22x20x12-in., $18.00; 24x18x12-in., $16.40; 24x20x12-in., $18.70; 30x20x12-in., $28.00; 36x20x12-in., $33.40.

SLOP SINK TRAPS—P7280 to P7298—Enameled inside, $12.70; Enameled all over, $16.70.

LAUNDRY TRAYS—Less Fittings—K1248, P7300, $102.70.
For additional hardwood Wringer Holder between sections, add $4.00.
K1250, P7320—1-Section, $62.70; 2-Section, $113.40; 3-Section, $164.00.
Without Wringer Holders, deduct $4.00 each.
P7338—1-Section, $56.70; 2-Section, $102.70; 3-Section, $153.40.
Without Wringer Holders, deduct $4.00 each.
K1268, C830, P7350—1-Section, $29.40; 2-Section, $58.70; 3-Section, $88.00.
For Wood Covers, each section, add $6.70.
For N. P. Union Strips, add $2.40 each.
For N. P. Union Strips with hardwood Wringer Holders, add $5.00 each.
K1276, C830, P7380—1-Section, $25.00; 2-Section, $50.00, 3-Section, $83.40.
For N. P. Union Strips with hardwood Wringer Holders, add $3.70 each.
K1282, C850, P7400—20x24-in., Enameled Iron F. R. Laundry Tray with Painted Pedestal, $20.70.
K1286, C852, P7405—On Wall Hanger, $19.00.

SINK AND TRAY COMBINATIONS—Less Fittings—
P7425 and P7426, $90.00.
For Combination Drain Board and Tray Cover add $10.70 each.
P7460 and 7465—1 Tray, $106.70; 2 Trays, $180.00.
For Combination Drain Board and Tray Cover add $10.70 each.
P7480 and P7485, Sink and One Laundry Tray—20x24-in., $57.40; 20x30-in., $60.00; 20x36-in., $63.40.
P7480 and P7485, Sink and Two Laundry Trays—20x24-in., $90.00; 20x30-in., $100.00; 20x36-in., $106.90.

ENAMELED IRON CLOSETS—P9050, Delecto Bowl—Enameled inside, $36.70; Enameled all over, $40.00.
P9055, Arno Bowl—Enameled inside, $30.00; Enameled all over, $33.35. For Local Vent, add $3.35.

ENAMELED IRON TANKS—P9262, Enameled all over, with Fittings, $26.70.
P9264, Enameled all over, with Fittings, $26.70.
H1, Haas Frost Proof Closets, $36.90.
H2, Haas Frost Proof Closets, $20.55.
700, Haas Pressure Valve Tank, Flush Tank and Seat, Less Bowl, $38.70.
No. 1, Vogel, with Tank, $36.90.
No. 2, Vogel, Direct Flush, $23.35.

URINALS—K1479, C960, P9960—Enameled Inside Urinal with Concealed Wall Hangers, Brass Bee Hive Strainer, Tank with Automatic Fittings, Flush Pipe, Tee and Brass Washdown Pipe, less Trap—2-ft., $66.70; 2½-ft., $78.40; 3-ft., $78.70; 3½-ft., $83.50; 4-ft., $90.00; 5-ft., $106.70; 6-ft., $123.50.
P9965—Add to List Price of P9960 Urinal the List Price for Polished Brass Perforated Washdown Pipe fitted along back, ends and front. The length given refers to length of P9960 Urinal desired—2-ft., $18.40; 2½-ft., $14.70; 3-ft., $15.40; 3½-ft., $16.00; 4-ft., $16.70; 5-ft., $18.00; 6-ft., $19.40.
K1475, C950, P9970—Supported with Concealed Wall Hanger, Brass Bee Hive Strainer, Washdown Pipe and Stop—Enameled inside—2-ft., $36.00; 2½-ft., 39.60; 3-ft., $45.60; 3½-ft., $51.40; 4-ft., $56.30; 5-ft., $71.00; 6-ft., $87.00.
K1481, P9995—Flat Back Lipped Urinal with Concealed Wall Hanger, with Inlet and Outlet Couplings—Enameled all over, $33.40.
K1483, P9996—Corner Urinal, with Concealed Wall Hanger, with Inlet and Outlet Couplings—Enameled all over, $33.40.

BATH FITTINGS, BUILT-IN—
H7025 Special, P11000—Compression, ½-in., Valves, 2-in. Waste (End Wall), $29.00.
P11001—¾-in. Valves, 2¼-in., Waste, $42.70.
H7025 Special, P11002—½-in. Valves, 2-in. Waste (Back Wall), $31.70.
P11003—¾-in. Valves, 2¼-in. Waste, $45.35.
P11010—½-in. Valves, 2-in. Waste, $40.00.
P11011—¾-in. Valves, 2¼-in. Waste, $44.70.
P11012—½-in. Valves, 2-in. Waste, $42.70.
P11013—¾-in. Valves, 2¼-in. Waste, $47.35.
P11015, "Quicko"—½-in. Valves, 2-in. Waste, Top Nozzle, $42.70.
P11016—¾-in. Valves, 2¼-in. Waste, Top Nozzle, $47.85.
P11017—½-in. Valves, 2-in. Waste, Top Nozzle, $45.35.
P11018—¾-in. Valves, 2¼-in. Waste, Top Nozzle, $50.00
Compression—
P11025—½-in. Valves, 1⅜-in. C. W. & O., $28.70.
P11026—¾-in. Valves, 1½-in. C. W. & O., $28.35.
P11030—½-in. Valves, 1⅜-in. C. W. & O., $27.35.
P11031—¾-in. Valves, 1½-in. C. W. & O., $32.00.
P11040—½-in. Valves, 1½-in. Waste, $46.70.
P11041—¾-in. Valves, 2-in. Waste, $51.35.
NC2570—Fittings for Por. Tubs, ¾-in. Valves, 2¼-in. Waste, $64.00.
H2466—Speakman Dishler, ½-in. Valves, 2-in. Waste, for Por. Tubs, $36.00.
Exposed for Essex Baths—Compression—
P11065—½-in. Valves, 2-in. Waste, $46.00.
P11066—¾-in. Valves, 2¼-in. Waste, $50.70.
"Quicko"—
P11090—½-in. Valves, 2-in Waste, $46.00.
P11091—¾-in. Valves, 2½-in. Waste, $50.70.
Exposed for Conred Tubs—
H6978 Special, 11115—½-in. Valves, 2-in. Waste, $30.35.
Exposed for Pembroke and Woodmere Baths—Compression—
H6978 Special, P11115—½-in. Valves, 2-in. Waste, $40.00.
¾-in. Valves, 2¼-in. Waste, $40.00.
P11125—½-in. Valves, 2-in. Waste, $48.00.
Bath Cock Combination Fittings—For Essex Baths—
P11150—Compression Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, $8.70.
P11155—"Quicko" Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, $8.70.
P11160—Compression Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, $21.35.
P11165—"Quicko" Supply and Waste Fitting, 9-16-in O. D. Annealed Supplies, $22.70.

BATH WASTES—P11175—Imperial 2-in. Waste, $17.25.
P11176—Imperial 2¼-in. Waste, $18.70.
P11179—Imperial 2-in. Waste, $18.00.
Bath C. W. & O.—
P11185—1⅜-in. N. P. C. W. & O. for Essex Bath, $3.10.
P11188—1⅜-in. N. P. C. W. & O. for Conred Bath, $6.15.
1½-in. N. P. C. W. & O. for Conred Bath, $6.70.
P11189—1⅜-in, Rough C. W. & O. for Conred Bath, $5.00.
1½-in. Rough C. W. & O. for Conred Bath, $6.70.
P11190—1½-in. Rough C. W. & O. for Pembroke Bath, $6.70.

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

COMBINATION LAVATORY FITTINGS—
P11260—Verona, Compression Enamel Lavatory, $28.00.
P11263—Verona, Compression, Vitreous Lavatory, $28.00.

LAVATORY WASTES—
P11285—Imperial, China Knob..... 9.35
P11288—Imperial, China Knob 9.35
P11289—Empire, China Knob 8.00
P11290—Princess, China Knob 6.70
P11291—Princess, China Knob 6.70
P11293—Princess, China Lever 6.70
P11294—Princess, China Lever 6.70
P11295—Princess, China Lever 6.70
P11296—Princess, "B" China Handle 6.70
P11297—Princess, 4 Ball Handle 6.70

SHAMPOO FIXTURES—
P11358—Quicko Double Basin Cock 12.00
P11359—Pedestal China Soap Dish with Drain 2.70
P11360—Compression, as described 20.00
P11363—Quicko, as described 20.00

MIXOMETER FIXTURE—H2285—Built-in Mixometer, $53.35.

LAVATORY SUPPLY PIPES—Strictly I. P. Size—Pipes to Wall—Short Pattern, 6-in. x 7-in.
P11371—With W. H. Stop, ⅜-in., $7.45; ½-in., $8.70.
P11372—With C. I. Stop, ⅜-in., $8.15; ½-in., $9.35.
P11373—With L. K. Stop, ⅜-in., $7.45; ½-in., $8.70.

LAVATORY PLUGS AND CHAIN STAYS—
P11395—P. O. Plug for Porcelain Enameled Lavatory.. 1.00
P11396—P. O. Plug for Vitreous Lavatory 1.70
P11397—Chain Stay for Vitreous Lavatory ..... .70

COMBINATION SINK AND SUPPLY FAUCETS—P11425—Quicko, Swing Spout, No. 100, Classic or Faultless, $10.70.

NICKEL PLATED SINK AND LAVATORY TRAPS—
Tubing Pattern, less Cleanout—
P11450—1¼-in. Plain "P," $2.00; 1½-in., $2.00.
P11451—1¼-in. Vented "P," $3.00; 1½-in., $3.15.
P11456—1¼-in. Bag, $4.70; 1½-in., $4.60.
P11462—1¼-in. Plain "S," $2.70; 1½-in., $2.70.
P11463—1¼-in. Vented "S," $3.60; 1½-in., $4.00.
With Cleanout—
P11450—1¼-in. Plain "P," $2.80; 1½-in., $2.70.
Cast Brass Traps with Cleanout—
P11450—1¼-in. Plain "P," $4.00; 1½-in., $4.90.
P11451—1¼-in. Vented "P," $6.00; 1½-in., $6.00.
P11456—1¼-in. Bag, $4.70; 1½-in., $5.50.
P11458—1¼-in. "P" (N. Y. Reg.), $2.70; 1½-in., $3.10.
P11462—1¼-in., Plain "S," $4.00; 1½-in., $5.20.
P11463—1¼-in. Vented "S," $4.00; 1½-in., $5.20.

COMPRESSION BIBBS—H100—½-in. Rough Plain SSS, $1.05; Finished, $1.30; Nickle Plated, $1.55. ¾-in. Rough, $1.35; Finished, $1.65; Nickel Plated, $2.00.
H102—½-in. Rough Hose SSS, $1.20; Finished, $1.50; Nickel Plated, $1.70. ¾-in. Rough Hose, $2.20; Finished, $1.85; Nickel Plated, $2.10.
H110—½-in. Rough Plain SOT, $1.20; Finished, $1.45; Nickel Plated, $1.70. ¾-in., Rough Plain SOT, $1.65; Finished, $1.90; Nickel Plated, $2.05.
H112—½-in. Rough Hose SOT, $1.35; Finished, $1.65; Nickel Plated, $1.90. ¾-in. Rough Hose, $1.70 Finished, $2.04; Nickel Plated, $2.30.
H135—½-in. N. P. Plain Adj. Flange, $2.25; ¾-in., $2.80.
H137—½-in. N. P. Hose Adj. Flange, $2.45; ¾-in. $3.00.
H140—½-in. N. P. Plain Set Screw Flange, $2.10; ¾-in., $2.50.
H142—½-in. N. P. Hose, $2.25; ¾-in., $2.70.
H365—½-in. N. P. Comp. Stub W. T. Bibb, Plain, $1.50
H367—½-in. N. P. Comp. Stub W. T. Bibb, Hose, $1.70.

QUICK COMPRESSION BIBBS—
H410—½-in. Nickel Plated, Plain SOT, Metal Handle, $2.55; ¾-in., $2.95.
H412—½-in. Nickel Plated, Hose, SOT, Metal Handle, $2.75; ¾-in., $3.20.
H413—½-in. Nickel Plated, Plain SOT, China Handle, $3.15; ¾-in., $4.29.
H414—½-in. Nickel Plated, Hose SOT, China Handle, $3.20; ¾-in. Nickel Plated, Hose SOT, China Handle, $4.60.
H435—½-in. Nickel Plated, Adj. Flange, $2.85; ¾-in., $3.30.
H427—½-in. Nickel Plated, Adj. Flange, Hose, $3.10; ¾-in., $3.50.
H438—½-in. Nickel Plated, Plain, $3.30; ¾-in., $3.70.
H439—½-in. Nickel Plated, Hose, $3.50; ¾-in., $3.95.
H440—½-in. Nickel Plated, Plain S. S. Flange, Metal Handle, $2.65; ¾-in., $3.05.
H442—½-in. Nickel Plated, Hose, S. S. Flange, Metal Handle, $2.90; ¾-in., $3.30.
H443—½-in. Nickel Plated, Plain, S. S. Flange, China Handle, $3.05; ¾-in., $3.50.
H444—½-in. Nickel Plated, Hose, S. S. Flange, China Handle, $3.30; ¾-in., $3.60.

SELF-CLOSING BIBBS—H478—½-in. Finished, Plain SOT, $2.80; Nickel Plated, $3.00.

FULLER BIBBS—H510—½-in. Nickel Plated, Plain SOT, $2.25; ¾-in., $2.60.
H512—½-in. Nickel Plated, Hose SOT, $2.50; ¾-in., $2.85.
H540—½-in. Nickel Plated, Plain S. S. Flange, $2.90; ¾-in., $3.30.
H542—½-in. Nickel Plated, Hose S. S. Flange, $3.15; ¾-in., $3.55.

GROUND KEY BIBBS—H575—½-in. Finished, Plain SSS, $1.45; ¾-in., $2.05.
H577—½-in. Finished, Hose SSS, $2.05; ¾-in., $2.25.
H585—½-in. Finished Plain SOT, $1.65; ¾-in., $2.25.
H587—½-in. Finished, Hose SOT, $1.85; ¾-in. $2.35.

COMPRESSION STOPS—H600 and H603—½-in. Rough I. P both ends T. H., $1.15; ⅝-in., $1.45. ½-in. Nickel Plated both ends T. H., $1.95; ⅝-in., $2.35.
H605 and H608—½-in. N. P. I. P. both ends W. H., $2.15; ⅝-in., $2.65.
H615 and H618—½x½-in., O. D. T. H. or W. H. N. P. $1.50. ½x9-16-in. O. D., $1.50. ½x11-16-in., O. D., $1.75
H620 and H623—½-in. I. P. both ends Finished, $2.15 ¾-in. I. P. Nickel Plated, $2.60.

SELF CLOSING STOPS—H640 and H641—½-in. I. P. both ends N. P., $3.65.

COMPRESSION SILL COCKS—H650 to H654—½-in. Angle Pattern, $1.45; ¾-in., $1.60.

BOILER DRAIN COCKS—H655 and H658—½-in., $1.10. ¾-in. Rough N. P. Male, $1.10; ¾-in., $1.45.
H656 and H659—½ in. Rough N. P. Female, $1.10; ¾-in. $1.45.
H700—½-in. TH or LH Stops, Solid Head, $1.45; ⅝-in $2.05.
H703—½-in. TH or LH Stop and Waste, $1.50; ⅝-in. $2.10.

GROUND KEY STOPS AND STOP AND WASTES—H730 and H731—½-in. TH or LH Stops, Loose Handle, $1.30; ⅝-in. $1.85.
H733 and H734—½-in. TH or LH Stop and Wastes, Loose Handle, $1.35; ⅝-in., $1.90.

COMPRESSION BASIN COCKS—H852—No. 1½ Midget Basin Cocks, Pair, $3.40.
H855—No. 2 Medio Basin Cocks, Pair, $4.20.
H856—No. 2A Medio Basin Cocks, Pair, $5.25.
No. H870—No. 5 Dunlo Basin Cocks, Pair, $5.85.
H871—No. 5A Dunlo Basin Cocks, Pair, $5.95.

QUICKO BASIN COCKS—H901—No. 1½, $3.35.
H902—No. 2 Quicko Basin Cocks, $4.00.
H903—No. 3 Quicko Basin Cocks, $7.50.
H908—No. 5 Quicko Basin Cocks, $7.50.
"Allwite" Quick Comp. Basin Cocks, $10.95.

FULLER BASIN COCKS—H925—No. 0 Fuller Basin Cocks, $5.25.
H926—No. 0 Fuller Basin Cocks with Union, $6.90.

SELF CLOSING BASIN COCKS—H950—"Standard" Ball Bearing, Cross Handle, pair, $8.40.
H951—"Standard" Ball Bearing, China Level, pair, $10.05.
H970—"Standard" Boston, pair, $10.05.
Junior Size Ball Bearing 4 Arm Indexed Self Closing, pair, $7.90.

DOUBLE BASIN COCKS—H980—Quicko Double Basin Cocks, each, $12.35. (For China Soap Cup, see U11359.)
Glauber "Winton," Nu-Rapid—Double Basin Cock with Gooseneck and China Index Lever Handles, 12-in. C to C of Cock Holes, $19.35.

PANTRY COCKS—
H1000—No. 1 Compression, pair..... 7.32
H1010—No. 1 Quicko, pair 8.65
H1015—Quicko, Double, each 10.85
H1030—No. 1 Fuller, pair 8.80

SLOP SINK COCKS—
H1070—Compression 19.50
H1075—Fuller 19.50

DOUBLE BATH COCKS—
H1100—No. 3 Compression 5.20
H1105—No. 3A Compression 5.55
H1142—No. 1½ Quicko 5.60
H1150—No. 2½L Quicko 7.50
H1152—No. 2½ Quicko 7.90
H1160—No. 10 Quicko 13.50
H1170—No. 5½L Fuller 6.40
H1172—No. 5½ Fuller 6.75
H1175—No. 4½L Fuller 6.40
H1177—No. 4½ Fuller 6.75

CHICAGO FAUCET COMPANY'S BRASS GOODS—
A100—"Classic" N. P. Quaturn Swing Spout Mixing Faucet with Index Lever Handles, $10.70 each. Extra Washers for same, $2.35 per hundred.
A500—N. P. Quaturn Plain Bibbs SOT, Detachable Tapered Shank, ½-in., $3.00.
A900—N. P. Quaturn Plain Bibbs with Detachable Shank, Adjustable Screw Flange, ½-in., $3.35.
A1600—N. P. Quaturn Single Pantry Cock with China Lever Handle, $5.90.
A1700 N. P. Quaturn Double Pantry Cock with China Indexed Lever Handle, $17.40.
A1900—N. P. Quaturn Basin Cock with Top China Indexed Lever Handle, $3.50.
A2000—N. P. Quaturn Basin Cock with Side China Indexed Lever Handle, $4.90.
A2100—N. P. Quaturn Double Basin Cock with China Indexed Lever Handle, $14.70.
A4500—No. 102 Amazon Basin Cocks, N. P. with China Index Top, $5.50.
Phosphor Bronze Removable Sleeve Seats for all "Quaturn" Bibbs, Basin Cocks, Bath Cocks, Pantry Cocks, Ball Cocks, etc., Hot or Cold, 40c each.

N. P. BRASS ANNEALED TUBING—½-in. O. D. N. P. Brass Annealed Tubing, $27.00 per hundred ft.
O. D. N. P. Brazed Brass Tubing—Per 100 ft.—⅝-in., $43.15; ¾-in., $45.15; ⅞-in., $55.20; 1-in., $38.65; 1⅛-in., $42.55; 1¼-in., $47.65; 1⅜-in., $52.50; 1½-in., $56.25; 2-in., 75.00.

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

SEAMLESS BRASS PIPE—I. P. Size, per lb.—⅛-in., 66c; ¼-in., 62c; ⅜-in., 57c; ½-in., 54c; ¾-in., 51c; 1-in., 51c; 1¼-in., 51c; 1½-in., 51c; 2-in., 51c; 2½-in., 51c; 3-in., 51c.

Add 15 per cent for Nickel Plating Pipe. Add 20 per cent for cut lengths. Add 12½ per cent for Copper Pipe.

MISCELLANEOUS BRASS TRIMMINGS—

1½-in. Laundry Tray Plugs, 1½ O. D. Tail Piece, doz.,. 19.90
1½-in. Laundry Tray Plugs, 1½ I. P. Tail Piece, doz... 19.90
Fin. Brass Wash Tray Plugs, 1¼ Met. Stopper, doz... 5.50
N. P. Chain Stays, No. 1, doz. 5.20
N. P. Chain Stays, Nos. 1, 2, 3, dozen 5.20
China Chain Stays, doz. 9.50
N. P. Chain Stay and Cock Hole Cover 6.75
N. P. Basin Cock Hole Cover, doz. 4.40
N. P. Basin Chain wf. Snaps, No. 00, doz. 1.80
N. P. Basin Chain wf. Snaps, No. 0, doz. 2.10
N. P. Bath Chain wf. Snaps, No. 00, doz. 2.50
N. P. Bath Chain wf. Snaps, No. 0 2.90
N. P. Basin Chain 12 Yd. Box, No. 00, box 2.50
N. P. Basin Chain 12 Yd. Box, No. 0, box 3.00
N. P. Basin Chain 12 Yd. Box, No. 1, box 3.80
N. P. Basin Chain, No. 00, per 100 feet 6.80
N. P. Basin Chain, No. 0, per 100 feet 8.50
N. P. Basin Chain, No. 1, per 100 feet 10.50
N. P. Basin Chain, 500-foot reels, No. 00 5.80
N. P. Basin Chain, 500-foot reels, No. 0 8.80
N. P. Basin Chain, 500-foot reels, No. 1 10.80
Beaded Basin Chains, per dozen 3.50
Beaded Bath Chains, per dozen 3.90
N. P. Chain Snaps, large, per dozen .48
N. P. Chain Snaps, small, per dozen .30
N. P. Chain "S" or "8" Hooks, per dozen .48
¼-inch Threaded Brass Rod, per foot .37
¼-inch Rough N. P. Brass Nuts, threaded through, 100. 6.40
¼-inch N. P. Brass Cap Nuts, per 100 5.60

FAIRFACTS BUILT-IN BATH ROOM ACCESSORIES—

F 1—Built-in Paper Holder, 6x6 10.00
F115 and F125—Built-in Soap Holder, 6x6 5.00
F140—Built-in Grab Rail, 6x6 10.00
F150—Built-in Comb. Rail and Soap, 6x6 10.00
F160—Built-in Tumbler Holder, 6x6 5.00
F170—Built-in Sponge Holder, 6x6 8.00

BRASSCRAFTERS ALL WHITE ACCESSORIES—

14086—Slab Soap Dish 3.40
14039—Wall Soap Dish 3.35
14076—Wall Soap Dish 3.90
14049—Wall Soap Dish 5.00
14073—Wall Soap Dish 3.40
14044—Tub Rim Soap Dish 2.90
14080—Tub Rim Soap Dish 4.00
12306—6-inch Three arm Swinging Bar 5.30
12103—14-inch Three arm Swing Bar 6.80
12518—⅝x18-inch Towel Bar 3.90
12524—24-inch Towel Bar 4.30
12530—30-inch Towel Bar 5.35
11818—¾x18-inch Towel Bar 4.70
11824—24-inch Towel Bar 5.10
11830—30-inch Towel Bar 5.80
11612—1x12-inch Towel Bar 6.70
11618—18-inch Towel Bar 7.20
11624—24-inch Towel Bar 7.70
11630—30-inch Towel Bar 8.55
11912—1½x12-inch Towel Bar 13.95
14241—Wall Pattern Soap and Sponge Holder 12.50
14502—Wall Towel Basket 21.90
15124—Tumbler and Toothbrush Holder 5.80
15118—Tumbler and Toothbrush Holder 5.75
15167—Tumbler Holder 3.90
15235—Combination T. T. B. and Soap 13.70
15222—Combination T. T. B. and Soap 9.35
15150—Tooth Brush Holder 1.60
15103—Tooth Brush Holder 1.80
15176—Tumbler Holder 3.85
15195—Tumbler and Toothbrush Holder 5.55
15192—Tumbler and Toothbrush Holder 5.75
15298—Tumbler and T. B. and Soap 13.70
15291—Tumbler and T. B. and Soap 9.35
15297—Tumbler and T. B. and Soap 7.60
15293—Tumbler and T. B. and Soap 13.70
14811—Comb Tray 6.55
14800—Comb Tray 8.00
15752—6x24 Shelf 12.30
15706—5x20 Shelf 9.00
15710—5x18 Shelf 8.55
15712—5x24 Shelf 9.70
15714—5x30 Shelf 10.95
15301—5x20 Rail 5.20
15202—5x24 Rail 5.75
15304—5x30 Rail 6.55
15307—6x24 Rail 6.35
15435—Paper Holders (Roll) 7.10
15420—Paper Holders (Roll) 3.35
15451—Paper Holders (Sheets) 5.35
15510—Hooks .55
15528—Hooks 1.20
15513—Hooks 1.40
15534—Hooks 2.90
15533—Hooks 3.75
15521—Hooks 1.30
15520—Hooks 1.35
15501—Hooks 2.00
14510—Stool 14.00

CABINETS—6013—Double Pattern, 22½x33x5 100.00

CHURCH BATH ROOM TRIMMINGS—

No. 2 White Pyralin Routh Bath Stool, Rub'r Bumpers. 19.15
No. 7 White Pyralin Square Bath Stool, Cork Top 22.20
No. 1 French Beveled Plate Glass Oval Mirror with White Pyralin Frame, 16x4 34.30
No. 2, same, 20x28 43.35
No. 1, same, Oblong with Square Corners 42.50
No. 2, same, 20x28 42.20
No. 3, same, 20-inch Round 36.70
No. 4, same, 24-inch 48.35

BRASSCRAFTERS NICKEL PLATED ACCESSORIES—

1612—1x12-inch N. P. Towel Bar 4.55
4600—20-inch Roller Towel Bar with Lock 5.75
2112—14-inch 2-arm Crystal Swing Rack 3.40
2113—14-inch 3-arm Crystal Swing Rack 4.55
2818—⅝x18-inch Crystal Bar 2.15
2824—24-inch Crystal Bar 2.40
2918—1x18-inch Crystal Bar 3.75
2924—24-inch Crystal Bar 4.20
2930—30-inch Crystal Bar 5.00
2936—36-inch Crystal Bar 6.70
2618—⅝x18-inch Opal Bar 2.15
2624—24-inch Opal Bar 2.40
2718—1x18-inch Opal Bar 3.95
2724—24-inch Opal Bar 4.35
2730—30-inch Opal Bar 5.10
2736—36-inch Opal Bar 6.80
5610—5x18-inch Crystal Shelf 4.95
5612—5x24-inch Crystal Shelf 5.40
5606—5x20-inch Crystal Shelf 5.10
5301—5x20-inch N. P. Shelf Rail 3.50
5101—Crystal Tooth Brush Holder .95
5150—Opal Tooth Brush Holder 1.00
5108—N. P. Tooth Brush Holder .55
5146—Comb, Tumbler and T. B. Holder 1.70
5191 and 5117—Tumbler Holder 2.40
5170—Tumbler Holder 1.15
5196 and 5141—Tumbler and Toothbrush Holder 3.35
5222—Tumbler, T. B. and Soap Holder 6.60
5291—Tumbler, T. B. and Soap Holder 6.60
5293—Tumbler, T. B. and Soap Holder 9.00
5298—Tumbler, T. B. and Soap Holder 9.35

DRAIN COCKS—E1739—T. H. Compression for Range Boiler Hose or Plain Rough, N. P., ½-inch, $1.10; ½x¾, $1.25.

URINAL COCKS—E1765—Self Closing N. P., ½-inch, $3.10.

BALL COCKS—E1771—Silent ½-inch O. D. without Integral Stop, less Ball and Stem, $3.55.

BASIN COCKS—

E1876—N. P. Comp. 4-arm China Index Brass Handle with Nut for O. D. Tubing 2.25
E1887—N. P. Comp. 4-arm, All China Index Handle with Nut for O. D. Tubing 2.90
E1902—Rapidac N. P. China Index Side Lever Handle with Nut for O. D. Tubing 3.10
E1905—Rapidac N. P. China Index Top Lever Handle with Nut for O. D. Tubing 2.20
E1912—Rapidac N. P. 4-arm, All China Index Handle with Nut for O. D. Tubing 2.95
E1915—Rapidac N. P. Double China Index Side Lever Handle with Special Br. Y. with Nut for O. D. Tub... 11.50
E1926—Rapidac N. P. China Index Side Lever Handle (large pattern), Nut for O. D. Tubing 5.55
E1985—Self Closing N. P. 4-arm Brass Handle China Index Nuts with Nut for O. D. Tubing 4.10
E1995—Self Closing N. P. China Index Lever Handle, Plain Brass Nut with Nut for O. D. Tubing 4.80

CLOSET SEATS—

L3500—White Seat, less Cover 13.35
L3600—Birch Mahogany, less Cover 5.55
L3700—Oak, less Cover 5.35
L3501—White Seat and Cover 14.35
L3601—Birch Mahogany and Cover 5.55
L3701—Oak and Cover 5.35
B. O. T. Church, B326, 47-1A, L3503—All White Seat and Cover, White Hinge 22.70
L3515—White Crescent Seat 14.40
L3615—Birch Mahogany Seat 10.15
L3615½—Birch Mahogany, Cantonment Type 5.20
L3715—Oak Seat, Mahogany, Cantonment Type 5.10
L3715—Oak Seat, Cantonment Type 5.00
L3516—White Crescent Seat and Cover 18.20
L3616—Birch Mahogany Crescent Seat and Cover 10.70
L3716—Oak Crescent Seat and Cover 10.70
L3520—White Horseshoe Seat 16.70
L3620—Birch Mahogany Horseshoe Seat 10.15
L3720—Oak Horseshoe Seat 10.15
L3521—White Horseshoe Seat and Cover 21.80
L3621—Birch Mahogany Horseshoe Seat and Cover... 10.70
L3721—Oak Mahogany Seat and Cover 10.70
L3535—White Extended Seat Closet Front 20.00
L3635—Birch Mahogany Extended Seat Closet Front.. 13.35
L3735—Oak Extended Seat Closet Front 13.35
L3536—White Extended Closet Front with Cover 25.00
L3636—Birch Mahogany Ext. Closet Front with Cover. 16.70
L3736—Oak Extended Closet Front with Cover 16.70
L3565—White Extended Open Front and Back 21.70
L3765—Oak Extended Open Front and Back 16.90
L3566—White, Ditto, with Cover 26.70
L3766—Oak, Ditto 20.00

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BUSINESS OPPORTUNITIES

Announcements in this department will be inserted at the rate of five cents a word, including address, with a minimum charge of $1.00; payable in advance. Copy should reach this office not later than the tenth of the month to secure insertion the following issue.

SALESMAN

Salesman calling on hardware and general trade in western states to handle high grade Ski and Toboggans as side line. Northland Ski Mfg. Co., 2306 Hampden Ave., St. Paul, Minn.

WANTED

Salesman calling on Hardware and Furniture dealers to sell polish and mops for following territory: San Francisco, Fresno, Arizona. Address Box 1217, care HARDWARE WORLD.

FOR SALE

Champion Account System Register. Holds 340 accounts. New—in original package. Will make good price f. o. b. your town. Write for price. Lodi Hardware Co., Lodi, California.

FOR SALE

A new, clean stock of Hardware, consisting of Household Utensils, Stoves and Ranges, Paints, Oils and Glass, Tools, Auto Accessories, Sporting Goods and Shelf Hardware. Stock and fixtures will amount to about $24,000. Located in the very best agricultural section of central California, devoted to Orchards, Vineyards and Dairying. In a city of over 6,000 population. A good opportunity for anyone to get into the Hardware game, as this stock is absolutely new and in good condition. Reason for selling: Owner is taking up other work. Address H. H. H., care HARDWARE WORLD.

PARTNER WANTED

In good Implement and Furniture business in thriving Southeastern Idaho town. $5000.00 needed. Terms. Present partner desires to go to college. Address Partner, care HARDWARE WORLD.

WANTED

A Hardware Business in the Pacific Northwest. For a fine Spokane residence lots and timber lands in Stephens Co., good stock will pay $5000 cash and secure the balance with Wash., valued at $15,000. Please give full information. Address Opportunity, care HARDWARE WORLD, 388 Taylor St., Portland, Ore.

POSITION WANTED

By young man, American, experienced in plumbing, heating and general hardware. Can do show-card writing. Montana, Idaho or Wyoming preferred. Good references. Address Del Stevenson, 232 Colfax Avenue, Salt Lake City, Utah.

GAS RANGE SALESMAN WANTED

Salesman calling on hardware, furniture and department stores to sell the LEADER line of porcelain enameled gas ranges in blue, white and gray. Liberal commission and help-you-sell plan. Address Southern Stove Works, Evansville, Indiana.

A RARE OPPORTUNITY

For a man seeking Colorado climate and an interest in a well established Colorado Hardware business. Will sell a quarter or third interest to the man who can take charge of the books—or any other end—and comes recommended. For further particulars write A. R. P. S., Nucla, Colorado.

FOR EXCHANGE

80 acres of nice level raw land, located on paved highway near one of the best towns in the great San Joaquin Valley, California, where it is common for one acre to produce $500 per year. Want Hardware, Sporting Goods or Accessory store, or gas and oil station. Address Box 209, care HARDWARE WORLD.

FULLY PREPARED

"Danny was looking at a picture of the prophet Elijah ascending to heaven in a chariot of fire," relates the Mulvane (Kans.) News. "When he saw the halo about Elijah's head he cried, 'Oh, look, mama, he's carrying an extra tire'."



Your Trade Mark

AND WHAT IT MEANS TO YOU:

1.—Better aluminum ware at less cost.

2.—Better manufacturer's co-operation.

3.—More sales and more profits.

4.—A guarantee that means perfect satisfaction to your customers for a LIFETIME.

LIFETIME WARE
PURE ALUMINUM

ALUMINUM PRODUCTS CO.

Of the Pacific Coast

OAKLAND, CALIFORNIA

Other Factories: La Grange, E. La Grange, Lemont, Ill.
Rolling Mill: E. La Grange, Ill.

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Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—

	Metallic Semi-Smkls	Metallic Box Smkls
Blank Rim Fire—		
22 Short	.20	...
32 Short	.40	...
Blank, Center Fire—		
32 S & W	.65	...
38 S & W	.85	...
38 Long Colt	1.35	...
44 W C F	1.80	...
Shot, Rim Fire—		
22 Long	.60	.70
32 Long	1.20	...
Shot, Center Fire—		
32 S & W	1.10	...
32 W C F	1.55	...
38 S & W	1.30	...
38 W C F	1.80	...
44 W C F	1.80	2.15
44 X L	1.90	2.35
44 Game Getter	1.80	2.15
Rim Fire, Ball—	...	...
BB Caps	...	.40
CB Caps	...	.50
22 Short	.30	.35
22 Short H P	.35	.40
22 Long	.35	.40
22 Long H P	.40	.45
22 Long Rifle	.40	.45
22 Long Rifle H P	.45	.50
22 W R F	.60	.65
22 W R F, H P	.65	.70
22 Win Auto	...	.65
22 Win Auto, H P	...	.70
25 Short Stevens	.70	...
25 Stevens	1.00	...
32 Short	.70	...
32 Long	.80	...
38 Short	1.15	...
38 Long	1.25	...
41 Short	1.05	...
Center Fire Pistol—		
22 Win SS	1.60	1.80
25 Colts Auto	...	1.60
25-20 Single Shot	1.70	2.00
25-20 Win	1.55	1.90
25-20 Win HV	...	2.20
7.63 MM-Mauser	...	2.75
7.65 MM-Mauser	...	2.75
9 MM-Luger	...	2.80
32 Colts Auto	...	1.75
32 Colt's Short	1.05	1.15
32 Colts Long	1.15	1.30
32 Colts Police Positive	1.15	1.30
32 S & W	1.05	1.15
32 S & W Long	1.15	1.30
32-20 Marlin	1.55	1.90
32 Winchester	1.55	1.90
32-20 Win HV	...	2.20
35 S & W Auto	...	1.90
38 Colts Auto	...	2.50
38 Colts Short	1.30	1.50
38 Colts Long	1.40	1.60
38 Colts Police Positive	1.40	1.60
38 S & W	1.40	1.60
38 S & W Special	1.60	1.80
38 Winchester	1.85	2.30
41 Colts Short DA	1.60	1.80
41 Colts Long DA	1.85	2.10
44 Bull Dog	1.55	...
44 S & W Amer	2.00	2.30
44 S & W Rus	2.10	2.30
44 S & W Special	2.15	2.35
44 Webley	1.75	...
44 Winchester	1.85	2.30
45 Colts	2.35	2.60
45 Colts Auto	...	2.85
Center Fire Military and Sporting—		
22 Savage	...	1.60
250-3000 Savage	...	1.75
25-35 Winchester	...	1.40
25-35 Short Range	...	1.40
25-36 Marlin	...	1.50
25 Remington Rimless	...	1.40
6 MM U S N	...	2.30
7 MM Spanish Mauser	...	2.30
7.65 MM Bel Mauser	...	2.30
8 MM Mauser	...	2.30
9 MM Mauser	...	2.50
30-30 Winchester	...	1.60
30 Remington Rimless	...	1.60
30 Government Rimless	...	2.30
303 Savage	...	1.60
32 Remington Rimless	...	1.60
32-40 Winchester	1.15	1.35
32-40 Winchester HV	...	1.75
32 Winchester Slf Ldg	...	3.10
32 Winchester Special	...	1.60
38 Winchester	...	2.30
35 Winchester Rimless	...	1.75
35 Winchester	...	2.50
35 Winchester Slf Ldg	...	3.15
351 Winchester Slf Ldg	...	3.35
38-55 Winchester Lead	1.50	1.70
38-55 Winchester HV	...	2.00
38-56 Winchester	1.60	1.80
40-60 Marlin	1.60	...
40-60 Winchester	1.50	...
40-65 Winchester	1.60	1.80
40-70 Winchester	1.65	...
40-72 Winchester	1.60	1.95
40-82 Winchester	1.65	1.95
401 Winchester Auto	...	1.80
405 Winchester	...	2.75
45-60 Winchester	1.60	...
45-70-405 Government	1.60	1.85
45-75 Winchester	1.60	...
45-90 Winchester	1.65	1.95

SHELLS, LOADED—

MEDIUM GRADE.

BULK—SMOKELESS.

12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot	$1.30
3 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot	1.25
3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., drop shot	1.25
3¼ drs. x 1⅛ oz., BB shot, drop shot	1.35
3¼ drs. x Buck shot, drop shot	1.35
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot	1.15
2¾ drs. x ⅞ oz., BB shot, drop shot	1.25
20 2¼ drs. x ¾ oz., 18 grs., x ¾ oz., drop shot	1.15

HIGH GRADE SMOKELESS

12 3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot	1.40
3⅛ drs. x 1⅛ oz., 28 grs. x 1⅛ oz., chilled shot	1.45
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot	1.30
20 2¼ drs. x ¾ oz., chilled shot	1.25
2½ drs. x ⅞ oz., chilled shot.	1.35
Trap Loads—	
12 3 drs. x 1¼ oz., 7½ chilled	1.35
3⅛ drs. x 1¼ oz., 7½ chilled	1.40
Black Powder—Loads—	
12 3¼ drs. x 1⅛ oz., drop shot	1.05

Caps and Primers—

Percussion	.20	....
Musket Caps	.25	....
Primers, 100 in box	.35	....
Primers, 250 in box	.80	....

Empty Paper Shells—Black pow.—

12, 16, 20 Ga., per 100	1.50
10 Ga., per 100	1.65

MEDIUM GRADE SMOKELESS—

12, 16, 20, 28 Ga. per 100	1.80
10 Ga. per 100	2.10

HIGH GRADE SMOKELESS—

12, 16, 20, 28 Ga.	2.30
10 Ga. per 100	2.40

Empty Brass Shells—

Best Qual. 12, 16, 20 28, Box 25	2.75
2nd Qual. 12, 16, 20 28, box 25	2.10
Wads—	
Cardboard, box 250	.20
Black Edge, Reg., box 250	.50
Black Edge, ¼ in., 125 in box	.40
Black Edge, ¼ in., 250 in box	.30

ADZES—All makes of Lipped Ship Adzes, 4 to 6, $5.50; larger, $6.00.
Lippincotts—House, $3.50; Ship, $4.60.
Whites or Bartons—House, $5.00.
Ship Axes and Slicks—All makes Ship Axes, $5.50; all makes Slicks, 3 to 3½, $5.00; Standard Slicks, $4.75.

ALUMINUM WARE, CAST—

Griddles—	
Size 7	3.35
Size 8	3.75
Size 9	4.25
Size 10	4.00
Size 12	4.75
Kettles, Berlin—	
2½ qts.	5.75
4 qts.	6.65
5 qts.	8.00
6 qts.	8.75
Kettles, Maslin—	
4 qts.	5.10
6 qts.	5.75
8 qts.	7.50
12 qts.	10.50
Kettles, Tea—	
Size 6	6.85
Size 7	6.50
Size 8	7.00
Pans, Lipped Sauce—	
2 qts.	4.75
3 qts.	5.25
4 qts.	5.75
Skillets—	
Size 6	3.50
Size 7	3.50
Size 8	4.00
Size 9	4.50
Spoons, Basting—	
15-inch	30
Spoons, Mixing—	
13-inch	.30
Waffle Moulds—	
Size 7, Low	4.75
Size 8, Low	5.15
Size 7, Deep	5.15
Size 8, Deep	7.00

ALUMINUM WARE, PRESSED—

Boilers, Rice—	
1½ quart	2.00
3 quart	3.00
Cups—	
Collapsible	.15
Measuring	.25
Covers, Pot—	
7¾ inch	.25
8½ inch	.25
9½ inch	.35
10½ inch	.40
11½ inch	.50
Kettles, Convex—	
2 quart	1.25
4 quart	1.75
6 quart	2.25
8 quart	2.75
10 quart	3.25
Kettles, Preserving—	
3 quart	1.25
6 quart	2.00
10 quart	2.50
14 quart	4.00
Kettles, Tea—	
5 quart	4.00
6 quart	5.25
8 quart	6.00
Ladles—	
½ pint	.25
Moulds, Jelly—	
2841 to 2848	.10
Pans, Biscuit—	
11⅝x7½x1½ inch	.65
Pans, Bread—	
9¾x5⅝x2¾ inch	.65
Pans, Cake—	
Round, Plain, 8⅞ in.	.35
Round, Plain, 9⅝ in.	.40
Rd., Loose Bot., 8⅞ in.	.45
Rd., Loose Bot., 9⅝ in.	.50
Square, Plain, 9½ in.	1.25
Tube, Plain, 9 inch	.90
Tube, Plain, 9⅝ inch	1.25
Mountain, 9¾ inch	.45
Pans, Corn Cake—	
6-cup	.90
12-cup	1.75
Pans, Dish—	
10 quart	3.00
17 quart	4.25
Pans, Fry—	
9⅞ inch	2.65

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RETAIL SELLING PRICES—Continued.

L. & G.—ROYAL ENAMEL WARE

Biggins, Coffee
0 ..... 1.00
00 ..... 1.25
020 ..... 1.50
030 ..... 1.70

Boilers, Coffee
60 ..... 1.35
80 ..... 1.85
100 ..... 3.15

Boilers, Rice
14 ..... 1.15
18 ..... 1.45
22 ..... 1.85
26 ..... 2.50

Bowls, Wash
26 ..... .50
30 ..... .60
34 ..... .80

Buckets, Covered
21 ..... .50
23 ..... .75
26 ..... 1.05
28 ..... 1.35
32 ..... 1.85
150 ..... .65
350 ..... .85
450 ..... 1.00
650 ..... 1.25
850 ..... 1.65
1050 ..... 1.85
1250 ..... 2.15

Buckets, Dinner
110 ..... 2.00
112 ..... 2.35
113 ..... 2.75
502 ..... 1.65
503 ..... 1.85

Chambers
1 ..... .65
2 ..... .95
3 ..... 1.00

Chamber Covers
10 ..... .30
20 ..... .40
30 ..... .50

Colanders
1 ..... .65
3 ..... .95
104 ..... .65
306 ..... .90

Cups
3 Mug) .... .35
6 ..... .35
8 ..... .20
9, 10, 11, 25.. .25
40 ..... .35

Cups and Saucers
300 ..... .45
3008 ..... .25

Cuspidors
10 ..... .60
30 ..... .85
300 ..... 1.40

Dippers, Cup
10 ..... .35

Dippers, Windsor
110 ..... .45

Dippers, Suds
4 ..... .70

Dishes, Soap
50, 60 ..... .40

Fillers, Fruit Jar
20 ..... .35

Flasks, Coffee
10 ..... .75

Funnels, Pieced
01 ..... .35
03 ..... .50
05 ..... .70
06 ..... .85

Kettles, Convex
03 ..... .80
05 ..... 1.00
08 ..... 1.40
010 ..... 1.75
014 ..... 2.25
020 ..... 3.15

Kettles, Lipped Preserving
14 ..... .45
18 ..... .55
22 ..... .70
26 ..... .85
30 ..... 1.15
36 ..... 1.65
40 ..... 2.50
50 ..... 3.75

Kettles, Milk
71 ..... .70
78 ..... 1.00
74 ..... 1.20

Kettles, Tea
30 ..... 1.00
50 ..... 1.25
70 ..... 1.60
90 ..... 2.15
100 ..... 2.60
160 ..... 1.60
180 ..... 2.10
190 ..... 2.50

Ladles, Deep
100 ..... .35
120 ..... .40
111 ..... .40

Measures
02 ..... .40
04 ..... .65
06 ..... 1.25
11 Graduated. .65

Pails, Chamber
2 ..... 1.85
40 ..... 2.60

Pails, Water
110 ..... 1.50
114 ..... 2.00

Pans, Bed
1 ..... 3.65

Pans, Douche
2 ..... 2.40

Pans, Bread
11 ..... .50
13 ..... .70

Pans, Cake
9 ..... .35
10, 69, 70.... .40
200 ..... .45

Pans, Corn Cake
706 ..... .75
709 ..... .90
712 ..... 1.10

Pans, Muffin
406 ..... .60
412 ..... 1.00

Pans, Deep Pudding
50 ..... .30
150 ..... .40
300 ..... .50
500 ..... .60
800 ..... .80
1000 ..... .90

Pans, Dish
15 ..... 1.85
80 ..... 1.10
140 ..... 1.50
210 ..... 2.00
300 ..... 2.90
400 ..... 4.40

Pans, Rinsing
08 ..... 1.05
014 ..... 1.35
017 ..... 1.60

Pans, Lipped Fry
30 ..... .40
32 ..... .55
34 ..... .70
36 ..... .85

Pans, Milk
0 ..... .25
11 ..... .30
20 ..... .40
40 ..... .50
60 ..... .70
100 ..... .90
120 ..... 1.00

Pans, Convex Sauce
02 ..... .70
04 ..... .95
06 ..... 1.15
010 ..... 1.65
012 ..... 2.00

Pans, Combination Sauce
1D 1.85
10T 2.85

Pans, Lipped Sauce
10 ..... .35
14 ..... .45
18 ..... .55
24 ..... .75
28 ..... 1.00

Pans, Straight Sauce
250 ..... .80
450 ..... 1.05
650 ..... 1.30
850 ..... 1.40

Pans, Stew
3 ..... .40
5 ..... .50
6 ..... .65

Pans, Oblong Stove
04 ..... .45
100 ..... .60
300 ..... .85
350 ..... 1.05
450 ..... 1.35
550 ..... 1.80

Pans, Square Stove
110 ..... .80
112 ..... .95
114 ..... 1.25
116 ..... 1.60
120 ..... 1.85

Pitchers, Molasses
601 ..... .75

Pitchers, Water
2 ..... 1.20
4 ..... 1.55
5 ..... 1.20
10 ..... 1.35

Plates, Deep Pie
39 ..... .35
40 ..... .40

Plates, Shallow Pie
27 ..... .25
30 ..... .40

Plates, Dinner
20 ..... .40

Pots, Fireless Cooker
1450 ..... 1.90
1850 ..... 2.75

Pots, Coffee
2½ ..... .60
5 ..... .75
25 ..... .95
45 ..... 1.15

Pots, Tea
00 ..... .65
0 ..... .80
20 ..... 1.00
011 ..... .80
101 ..... 1.00
102 ..... 1.10

Pots, Straight Sauce
018 ..... .95
022 ..... 1.25
026 ..... 1.85
030 ..... 2.85

Pots, Soup Stock
318 ..... 9.75
336 ..... 13.75
218 ..... 7.50
236 ..... 11.25

Roasters
150 ..... 2.90
180 ..... 3.50

Skimmers, Flat
12 ..... .35

Spoons, Basting
10 ..... .20
14 ..... .25
18 ..... .35

Steamers
7 ..... 1.50
8 ..... 1.75

Steepers, Tea
3 ..... .70

Tubs, Oval Foot
0 ..... 1.50
2 ..... 2.00
4 ..... 3.25

Turners, Cake
14 ..... .25

ALUMINUM WARE, PRESSED—Continued.

10¾ inch 3.25

Pans, Milk—
6 quart 1.65

Pans, Pie—
9¾ inch ..... .40

Pans, Pudding—
1 quart ..... .50
2 quart ..... .75
4 quart 1.25

Pans, Convex Sauce—
1 quart ..... .75
3 quart 1.65
6 quart 2.25

Pots, Fireless Cooker—
4 quart 1.50
6 quart 1.85
8 quart 2.25

ANCHORS—Screws per 100, 3-16, $4.15; ¼, $6.25.
Sebco, 3-16x½ in. -⅝ in. -1 in., $5.00 per hundred list; ¼x½ in. -⅝ in. -1 in., $5.60 per hundred net.

ANVILS—Vulcan No. 2, 20-lb., $7.50; No. 3, 30-lb., $9.00; No. 4, 40-lb., $10.00; No. 5, 50-lb., $11.50; No. 6, 60-lb., $13.00; No. 7, 70-lb., $14.50; No. 8, 80-lb., $10.50.
Columbian—80 to 425 lbs., 32c per lb.; 70 to 79 lbs., 32½c lb.; 60 to 69 lbs., 33c lb.; 50 to 59 lbs., 34c lb. With Clip Horn, 2c per lb. extra.

ANTIMONY—Slab, 25c lb.

APRONS—Carpenters—California Leg, $2.25; No. 12 Long Brown, $1.75; No. 2 Short Brown, 75c.

AUGURS—Greenlee Carpenters' Nut No. 57—

Size	½	⅝	¾	⅞	1	1¼

AUGURS—Snell's Carpenters' Nut—

Size	½	⅝	¾	⅞	1	1¼
Each	$1.15	$1.15	$1.30	$1.50	$1.75	$2.25
Size		1½	1¾	2	2½	3
Each		$3.00	$3.40	$3.85	$6.75	$11.75
16ths	8-10	11-12	13	14	15	16
With Screw	$1.50	$1.60	$1.75	$1.75	$2.00	$2.00
No Screw	1.80	1.95	2.10	2.10	2.35	2.35
16ths	17	18	19	20	21	22
With Screw	$2.10	$2.10	$2.40	$2.40	$2.70	$2.70
No Screw	2.60	2.60	2.85	2.85	3.25	3.25
16ths	23	24	25	26	27	28
With Screw	$2.45	$2.45	$4.00	$4.00	$4.85	$4.85
No Screw	4.15	4.15	4.85	4.85	5.75	5.75
16ths	29	30	31	32		
With Screw	$5.75	$5.75	$6.75	$6.75		
No Screw	6.85	6.85	8.10	8.10		

ASBESTOS—
Mill board, 30c lb.; cut, 35c lb.
Paper, 30c lb.; cut, 35c lb.
Wicking, ½-lb. balls, 40c each.
Wicking, 1-lb. lots, 75c.
Cement, per sack, $9.00; per lb., 12½c.

AXES—Plumbs' Hunter's handled, 12 oz., $1.50; 1 lb., $1.65; 1½ lb., $1.75.
Boy Scout—Handled with sheath, $2.25; without sheath, $2.00; sheaths, 85c.
Double Bit—Handled, $3.75; unhandled, $2.75.
Single Bit—Handled warranted, $3.00; second grade, $2.75; unhandled, $2.00.

BAGS—WATER—

Closed Top		Sanitary Top—	
1-gal.	1.25	1-gal.	1.40
2-gal.	1.75	2-gal.	1.85
3½-gal.	2.65	3½-gal.	2.85
5-gal.	3.50	5-gal.	3.75

BABBITT—Frictionless, 45c lb.; Magnolia, 45c lb.; No. 4, 12½c lb.; No. 3, 15c lb.; No. B, 22c lb.; No. A (genuine), 70c lb.; XXXX Nickeled, 75c lb.

BARS, CROW—Pinch Point, Wedge or Lining, 20c lb. Claw, 25-lb., 25c lb.; 30-lb., 24c lb. Ripping or Wrecking, ½x12-in., 40c each; ⅝x20-in., 60c; ⅝x24-in., 65c; ¾x24-in., 70c; ¾x30-in., 85c.

BATTERIES—Dry Cell—Columbia, Ever Ready, Red Seal, Red Devil or Red Label, etc., Nos. 6 and 6S, 50c each. Hotshot Multiple, 4 cell, $2.75; 5 cell, $3.00; 6 cell, $3.50. See also Sparkers.

BEDS—AUTO—B-1 Red Seal Auto Bed, $28.45; C-5 Red Seal Bed, Tent and Dust Bags, $50.00.

BELLS—Alarm—House, 85c each. Call, steel, iron base, 30c each; Call, bell metal, bronze base, $1.40; Gong, gold bronzed steel, 90c; Gong, polished bell metal, 5-inch, $1.50 each; 6-inch, $2.10; 7-inch, $2.85; 8-inch, $4.25; 10-inch, $7.10.

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RETAIL SELLING PRICES—Continued.

BELLS—Continued—
12-inch, $11.25. Rotary Door, bronze, 85c each; steel, 85c; iron, 85c; copper, 85c; wrought steel, 3-inch, $1.65.

BELLS—Farm—(100 lb.), $16.00.

BELLS—Cow—No. 0, $1.50 each; 1, $1.25; 2, $1.00; 3, 75c; 4, 65c; 5, 55c; 6, 45c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 90c each; 3-in. Nonpareil, $1.00.

BELL STRAPS—
Cow—1¼ lb., $1.00; 1½ lb., $1.25; 1¾ lb., $1.35.

BEVELS—Sliding T—No. 18, 6-in., $1.10; 8-in., $1.25; 10-in., $1.35. No. 25: 6-in., 70c; 8-in., 75c; 10-in., 80c; 12-in., 90c. No. 1—Odd Jobs, $1.10.

BIBBS—Compression—	½-in.	⅝-in.	¾-in.	1-in.
Plain—Rough brass	.95	1.25	1.65	....
Finished brass	1.25	1.75	2.10	3.75
Nickel plated	1.45	1.80	2.35	4.15
Hose—Rough brass	1.10	1.35	1.80	8.75
Finished brass	1.45	1.75	2.25	2.70
Nickel plated	1.65	1.95	2.50	....

BITS—Auger—

16ths	R. J.	Irwin	Irwin Car	Common
3	.85	.55	1.25	.30
4	.70	.50	1.25	.30
5	.70	.50	1.25	.30
6	.70	.50	1.25	.35
7	.70	.55	1.25	.35
8	.70	.60	1.25	.35
9	.85	.65	1.35	.40
10	.85	.70	1.50	.40
11	1.00	.80	1.60	.45
12	1.00	.80	1.65	.45
13	1.15	.95	1.75	.55
14	1.15	.95	1.85	.55
15	1.35	1.05	2.10	.65
16	1.35	1.05	2.20	.70
17	1.70	1.20	....	.75
18	1.70	1.40	....	.80
20	1.95	1.55	....	.85
22	2.20	1.75	....	.95
24	2.40	....	....	1.10

Bits in Sets—Common, 6 bits, $4.00; 8 bits, $5.00; 13 bits, $7.50. R. J., 13 bits, $12.50. Irwin, 13 bits, $10.25; 8 bits, $6.00.

Ship Auger Car Bits same prices as Ship Augers.

Expansive—Clarks' small, $2.00; large, $3.00; Steers, small, $3.50; large, $4.25.

Expansive Bit Cutters—Clark's No. 1, 35c; No. 2. 45c; No. 3, 65c; No. 4, 75c. Steers, No. 1, 75c; No. 2, 75c; No. 3, 80c; No. 4, 85c; No. 5, $1.25.

BIT HOLDERS—Extension—

Millers Falls, No. 2—

12	2.00	18	1.90
15	2.15	21	2.00
18	2.25	24	2.35
21	2.35	**Stanley, No. 1—**	
24	2.50	12	2.00
Millers Falls, No. 5—		16	2.15
12	1.75	18	2.25
15	1.75	24	2.35

BLOCKS—Tackle—

Wood—	3-in.	4-in.	5-in.	6-in.	8-in.	10-in.
Single, Plain Bushed	.75	.90	1.00	1.20	2.00	3.30
Double, Plain Bushed	1.35	1.65	1.85	2.15	3.50	5.50
Single Roller Bushed	1.20	1.25	1.35	1.60	2.75	4.25
Double Roller Bushed	2.15	2.40	2.55	3.10	5.10	7.50
Triple Roller Bushed	....	3.50	3.75	4.75	7.50	10.50
Snatch Roller Bushed	....	....	....	4.75	6.75	10.00
Steel—	3-in.	4-in.	5-in.	6-in.	8-in.	10-in.
Single, Plain Bushed	.70	.85	.90	1.15	1.80	3.00
Double, Plain Bushed	1.35	1.65	1.80	2.00	3.15	5.00
Triple, Plain Bushed	1.80	2.15	2.25	3.00	4.65	6.90
Single Roller Bushed	....	1.65	....	2.25	5.50	8.75
Double Roller Bushed	....	3.30	....	4.10	10.00	15.00
Triple Roller Bushed	....	4.65	....	5.75	14.25	20.00
Snatch, Plain Bushed	....	....	....	4.10	6.00	8.75
Snatch, Roller Bushed	....	....	....	7.00	9.75	15.25

BLOWERS—
No. 400 Champion, without Tyere Irons, $40.00; No. 400 Champion, complete, $42.50.
No. 40 Lancaster, complete, $31.50.
Royal H, without Tyere Irons, $46.00; complete $48.50.
No. 200 Buffalo, Complete—12-in., $44.00; 14-in., $50.00.
No. 700 Climax—12-in. complete, $28.00.

BOARDS, IRONING—
With Table—No. 2, Plain, $2.50 each; No. 10 Springer, 60x15 in., no sleeve board, $5.25; No. 20 Springer, 54x13 in., no sleeve board $5.25; No. 40 Springer, 50x12 in., no sleeve board, $4.50.

Without Table (skirt boards—4-foot, $1.00 each; 5-foot, $1.50; 5½-foot, $1.75; 6-foot $2.00.

BOARDS, WASH—Brass, 95c each; Toy, zinc, 25c; Single Zinc, 70c; Glass, $1.00; Blue Enamel, $1.10; Single Zinc, 75c.

BOLTS—Common Carriage—

	3-16 & ¼"		5-16"		⅜"		7-16"		½"	
	10	100	10	100	10	100	10	100	10	100
1½	...	.90	.15	1.25	.25	1.70	.30	2.20	.35	2.70
2	...	1.00	.20	1.40	.25	1.85	.30	2.40	.40	3.00
2½	...	1.10	.20	1.50	.25	2.00	.35	2.60	.40	3.25
3	...	1.15	.20	1.60	.25	2.15	.35	2.80	.45	3.55
3½	.15	1.25	.25	1.70	.30	2.30	.40	3.00	.45	3.80
4	.15	1.35	.25	1.80	.30	2.40	.40	3.20	.50	4.10
4½	.20	1.45	.25	1.90	.30	2.55	.40	3.40	.55	4.40
5	.20	1.50	.25	2.00	.35	2.70	.45	3.60	.55	4.65
5½	.20	1.60	.25	2.15	.35	2.95	.45	3.80	.60	4.95
6	.25	1.90	.30	2.75	.40	3.00	.50	4.00	.65	5.20
6½	.25	2.00	.35	2.60	.45	3.50	.50	4.20	.70	5.50
7	.25	2.10	.35	2.75	.45	3.65	.55	4.40	.70	5.80
8	.30	2.30	.35	2.95	.50	4.00	.60	4.80	.75	6.35
9	...	....	.40	3.20	.55	4.30	.65	5.20	.85	6.90
10	...	....	.40	3.45	.60	4.65	.70	5.60	.90	7.45
11	...	....	...	....	.60	4.95	.75	6.00	.95	8.00
12	...	....	...	....	.65	5.25	.80	6.40	1.05	8.60
14	...	....	...	....	...	....	...	....	1.15	9.70
16	...	....	...	....	...	....	...	....	1.35	10.80
18	...	....	...	....	...	....	...	....	1.45	11.95
20	...	....	...	....	...	....	...	....	1.60	13.05

BOLTS—Expansion—(See SHIELDS).

BOLTS—Stove —

	⅛, 5-32"		3-16"		¼"		5 16"		⅜"	
⅜	.10	.50	.10	.50	...	...	...	...	...	...
½	.10	.50	.10	.50	.10	.75	...	...	...	...
⅝	.10	.50	.10	.50	.10	.75	...	...	...	...
¾	.10	.50	.10	.50	.10	.75	...	...	...	...
⅞	.10	.55	.10	.55	.10	.80	...	...	...	...
1	.10	.55	.10	.55	.10	.85	.15	1.10	.20	1.65
1⅛	.10	.60	.10	.60	.10	.85	.15	1.15	.20	1.75
1½	.10	.65	.10	.65	.15	.90	.15	1.20	.25	1.85
1¾	.10	.70	.10	.70	.15	.95	.20	1.30	.25	1.95
2	.10	.75	.10	.75	.15	1.00	.20	1.40	.25	2.05
2¼	...	...	.10	.75	.15	1.05	.25	1.50	.30	2.15
2½	...	...	.10	.80	.15	1.10	.25	1.55	.30	2.30
3	...	...	.15	.90	.15	1.20	.25	1.65	.35	2.50
3½	...	...	.15	1.05	.20	1.30	.25	1.80	.40	2.75
4	...	...	.15	1.20	.20	1.45	.25	2.00	.45	3.00

BOLTS—Machine, Square Head and Nut—

	¼"		5-16"		⅜"		7-16"	
1-1½	.15	1.25	.20	1.50	.25	1.80	.30	2.30
2	.15	1.35	.20	1.60	.25	1.95	.30	2.50
2½	.20	1.40	.20	1.70	.25	2.05	.35	2.65
3	.20	1.50	.25	1.80	.25	2.15	.35	2.80
3½	.20	1.55	.25	1.90	.30	2.30	.40	3.00
4	.20	1.60	.25	1.95	.30	2.40	.40	3.15
4½	.25	1.80	.30	2.25	.35	2.75	.40	3.30
5	.25	1.85	.30	2.35	.35	2.90	.45	3.45
5½	.25	1.95	.30	2.45	.40	3.05	.45	3.65
6	.25	2.00	.30	2.55	.40	3.15	.50	3.80
6½	.25	2.05	.35	2.65	.40	3.30	.50	3.95
7	.25	2.15	.35	2.75	.40	3.45	.50	4.15
8	.30	2.25	.40	2.95	.45	3.70	.55	4.45
9	.30	2.40	.40	3.15	.50	3.95	.60	4.80
10	.30	2.50	.40	3.35	.50	4.20	.65	5.10
11	.35	2.70	.45	3.55	.55	4.50	.65	5.45
12	.35	2.80	.45	3.75	.60	4.75	.70	5.80
	½"		⅝"		¾"		⅞"	
1-1¼	.40	3.00	.55	4.30	.75	6.35	1.05	8.70
2	.40	3.20	.60	4.65	.80	6.80	1.10	9.25
2½	.45	3.40	.60	4.95	.85	7.25	1.20	9.90
3	.45	3.65	.65	5.25	.95	7.75	1.25	10.40
3½	.45	3.85	.70	5.55	1.00	8.15	1.35	11.00
4	.50	4.05	.70	5.85	1.05	8.60	1.45	11.55
4½	.50	4.25	.75	6.20	1.10	9.10	1.50	12.10
5	.55	4.50	.80	6.50	1.15	9.55	1.55	12.70
5½	.60	4.70	.85	6.80	1.20	10.00	1.60	13.30
6	.60	4.95	.85	7.15	1.25	10.45	1.65	13.85
6½	.65	5.10	.90	7.45	1.35	10.90	1.75	14.45
7	.65	5.30	.95	7.75	1.40	11.35	1.80	15.00
8	.70	5.80	1.00	8.35	1.45	12.25	1.95	16.20
9	.75	6.20	1.10	9.00	1.55	13.20	2.10	17.35
10	.80	6.65	1.15	9.60	1.70	14.05	2.20	18.15
11	.85	7.05	1.25	10.25	1.80	15.00	2.35	19.65
12	.90	7.45	1.35	10.90	1.95	15.90	2.50	20.80
13	.95	7.95	1.40	11.50	2.05	16.75	2.65	21.95
14	1.00	8.25	1.45	12.10	2.15	17.70	2.75	23.10
15	1.05	8.80	1.55	12.75	2.25	18.60	2.95	24.25
16	1.10	9.20	1.60	13.40	2.35	19.50	3.05	25.40
17	1.15	9.60	1.70	14.00	2.45	20.40	3.15	26.55
18	1.20	10.05	1.75	14.65	2.55	21.35	3.30	27.75
19	1.25	10.50	1.85	15.25	2.70	22.25	3.50	28.90
20	1.30	10.95	1.90	15.85	2.80	23.15	3.60	30.00
21	1.40	11.35	2.00	16.50	2.90	24.00	3.75	31.35
22	1.45	11.75	2.05	17.15	3.00	24.95	3.90	32.35
23	1.50	12.25	2.15	17.80	3.10	25.80	4.00	33.50
24	1.55	12.65	2.20	18.40	3.20	26.75	4.20	34.65
25	1.60	13.10	2.30	19.00	3.30	27.70	4.35	35.85
26	1.65	13.50	2.35	19.65	3.45	28.60	4.45	37.00
27	1.70	13.90	2.45	20.30	3.55	29.50	4.55	38.10
28	1.75	14.35	2.55	21.00	3.65	30.40	4.70	39.25
29	1.80	14.75	2.60	21.50	3.75	31.30	4.85	40.45
30	1.85	15.25	2.65	22.15	3.95	32.20	4.95	41.60

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RETAIL SELLING PRICES—Continued.

BOLTS—Barrel—

Extra Heavy Wrought Steel, Japanned—

4-inch	.15
5-inch	.20
6-inch	.25
8-inch	.45

Cast Iron, Japanned—

2½-inch	.15
3-inch	.15
4-inch	.20
5-inch	.25
6-inch	.30

CHAIN—

Cast Iron Japanned—

6-inch	.50
8-inch	.60
10-inch	.85

Cast Iron, Amber or Bronzed—

4-inch	.45
6-inch	.60
8-inch	.75

Cast Iron, Ant. Copper or Dull Brass—

4-inch	.75
6-inch	1.00
8-inch	1.10

CUPBOARD, Japanned—

3-inch	.75
6-inch	.75
10-inch	1.75

Cupboard, Other Finishes—

3-inch	.75
6-inch	1.00

FLUSH, Angle—All Finishes, Cast Bronze—

2-inch	.40
3-inch	.50
4-inch	.55
6-inch	.70

LEVER—Cast Bronze, All Finishes—

3½-inch	1.10
5-inch	1.25

T-HEAD—Wrought Bronze, All Finishes—

3-inch	.35
4-inch	.40
5-inch	.45
6-inch	.50

Cast Bronze, All Finishes—

3-inch	.45
4-inch	.40
5-inch	.50

FOOT—

Cast Iron, Japanned—

6-inch	.45
8-inch	.55
10-inch	.85

Amber or Bronzed—

6-inch	.55
8-inch	.75

Other Finishes— ... .

4-inch	.75
6-inch	.95
8-inch	1.10

Foot Wrought Steel—Cupboard, Japanned—

3-inch	.60
6-inch	.90
10-inch	2.25

BOLTS—Toggle—(See Toggle Bolts).

BOTTLES—Vacuum—

Thermos—

6	4.50
6Q	6.25
11	2.75
11Q	4.25
14	3.25
14Q	4.75
14½	2.75
15	4.00
15Q	5.75
15½	3.50

Universal—

21	2.25
22	3.50
71	2.75
72	4.00
81	4.00
82	5.50
91	3.50
92	5.00
592	5.00

Ferrostat—

504R	11.00
505R 2-qt.	16.00
505N	16.50

BOXES—Mitre—

Goodell—

1285 26x4	24.00
1305 25x5	25.00
1306 30x5	27.00

Stanley—

50½	13.25
246	24.50
358	28.75
460	35.00

Acme—

72	22.50
73	21.50
74	26.00
75	24.00

New Langdon Imp.—

72	21.50
73	23.00
74	26.25
75	31.25

Stearn's Perfection—

20	5.00

BRACES—

P. S. & W., No. 7008, $5.00 each; No. 7010, $5.25; 7012, $5.50; 8010B, $6.50; 8012B, $6.75; 8014B, $7.00.

Stanley, No. 921, 8-inch, $5.25 each; 10-inch, $5.50; 12-inch, $5.75; 14-inch, $6.00.

BRACKETS—Shelf—

Japanned—	Pair	Copper, Brass, Nickel—	Pair
3x 4	.20	3x 4	.60
4x 5	.25	4x 5	.65
5x 7	.30	5x 7	.75
6x 8	.35	6x 8	.90
7x 9	.40	7x 9	.95
8x10	.45	8x10	1.00
10x12	.70	10x12	1.25
12x14	.90	12x14	...

FILLERS—Thermos and Universal—

½ Pint	1.50
1 Pint	1.75
1 Quart	2.00

LUNCH KITS—

Thermos—

392 and 396	4.50
393 and 397	5.00
394 and 398	5.75

Universal—

310	4.75
320	5.25
410	5.00
510	5.50
4070	6.25
3070	4.25

Thermos—Food Jars.		Fillers
600	4.00	2.00
601	5.00	2.25
602	6.75	3.00

Thermos— Jugs.		Fillers
556	9.50	4.00
557	10.00	4.75

Thermos—Cases—

104	6.25
104Q	9.25
114	9.75
114Q	14.75
130	9.75
130Q	14.75

BRADS—Wire—

	Bulk per lb.	⅛-lb. pkgs.	¼-lb. pkgs.
⅛ and ⅝-inch	.30	.20	.15
¾ to 1½-inch	.25	.15	.10
1¼ to 2-inch	.20	.15	.10

BRASS—Sheet—Soft, per lb., 75c; Half Hard, 80c; Sign, 80c; Spring, $1.05.

BREAD AND CAKE MAKERS—Universal—No. 2, $3.00 each. No. 4, $3.75 each; No. 8, $4.75 each; No. 44, $3.50 each.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROOMS—House or Parlor—

Finest selected, 16-15 in., $1.50 each; second grade, 14½ in., $1.35; third grade, 14 in., $1.10; common, 85c; Warehouse, $1.25; Railroad or Smelter, $1.25; Switch, small, 65c, large, 90c; Toy or Hearth, 1 sew, 30c; 2 sew, 40c.

Push or Street

Bassine, 14-in.	1.60	Rattan, 6 rows, 12-in.	1.35
Bassine, 16-in.	1.75	Rattan, 6 Rows, 14 in.	1.60
Steel Wire, 12-in.	1.00	Rattan, 6 rows, 16 in.	1.75
Steel Wire, 18-in.	1.60	Rattain, 8 rows, 14 in.	1.25

BRUSHES—

CASTING—

Round	.80
Oblong	.60

Counter—

Dusting, com.	.90
Extra quality	1.20
White bristles	1.75

FLOOR—

Fibre, 12-inch	1.50
Fibre, 16-inch	1.90
Hair, 12-inch	2.10
Hair, 16-inch	2.65
Mixed, 12-inch	1.75
Mixed, 16-inch	2.00
Bristles, 14-inch	5.00
Bristles, 18-inch	6.25

Garage—

Fibre, 16-inch	2.00
Fibre, 18-inch	2.25
Fibre, 20-inch	2.50
Fibre, 24-inch	3.25

Gear—

Handles	.65
Hand or Nail	.10

Horse—

Rice Root, 12½ lb.	.75
Rice Root, 13 lb.	1.25
Palmyra Fibre, 12½ lb.	.55
Palmyra Fibre, 13 lb.	.95
Mixed Fibre, 13 lb.	.90
Ox Fibre, 3½x9 in.	.75
Ox Fibre, 4¼x11½ in.	85

Kalsomine —

7-in., single	2.40
3x7½ in. blocks	6.75

Marking—(Round)—

White Bristles—

⅝-⅞ in.	.10
1-1¼ in.	.15

Paint—(Chinese bristles)—

Grade.	1	2	3	4	5
2½-inch	.30	...	.65	...	...
3-inch	.40	.55	.85	1.60	...
3½-inch	.55	.75	1.05	2.25	2.75
4-inch	.70	1.00	1.55	2.75	3.50
4½-inch	...	1.50	....	3.50	4.00

Roofing—Knotted—

3 knots, 14-lb.	2.00
4 knots, 18-lb.	2.50

Sash—Chisel Point—

½x1½-in.	.20
¾x1¾-in.	.25
⅞x2-in.	.30
1x2¼-in.	.40

Scrub—

Gray Tampico, 10"	.40
Gray Tampico, 12"	.50
Ox Fibre, 7"	.40
Ox Fibre, 10"	.50
Ox Fibre, 12"	.55
White Tampico, 9"	.35
White Tampico, 11"	.50
White Tampico, 12"	.70

Shoe—

Dauber, wood	.20
Dauber, iron	.30
Brush only, ⅞-in.	.35
Brush only 1¼-in.	.75
Combination	.35
Extra bristles	.50
Best 1¼-in. bristles	.85

Sink—

Ox Fibre	.15
Split Bamboo	.05

Shaving—Rubber Set—

Ebonized handle	.55
Boxwood, small	1.00
Boxwood, medium	1.10
Boxwood, large	1.35
White Bone, small	1.00
White Bone, medium	1.25
Octagon Bone	2.00
Octag. Bone, polished	4.00

Stencil—

1½-in., 2½-lb.	.25
1½-in., 3¾-lb.	.35
1½-in., 5-lb.	.45
1¾-in., 6-lb.	.55

Window—

Gray fibre	.75
Black horsehair	.90
Pope's Eye	1.15
Squeegee, 10-in.	.30
Squeegee, 12-in.	.35
Squeegee, 14-in.	.40
Squeegee, 16-in.	.50

BUCKETS—(See Galv. Ware)—

BURNERS—Lamp—⅝-inch wick, 15c each; 1-inch, 20c; 1½-inch, 35c.

Lantern—For Cold Blast, ⅝-inch wick, 20c each; 1-inch, 30c; for Kerosene, ⅝-inch, 20c; 1-inch, 30c; Lard, Sperm and Sig. Oil, ⅝-inch, 15c; 1-inch, 20c.

Rubbish—No. 1, 20-inch Steel, $9.00 each; No. 2, 30-inch Steel, $15.00.

BUTTS—(See Hinges)—

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RETAIL SELLING PRICES—Continued.

CANTEENS—BEAR BRAND AND BOYCO—Covered—No. 2, $1.25; No. 3, $1.40; No. 4, $1.65; No. 6, $1.85; No. 8, $2.20. Government, $1.45; American, $1.50; Army, 3-pt., $1.40; Army, 5-pt., $1.60; De Luxe, 3-pt., $1.75; De Luxe, 5-pt., $2.10.

RUNNING BOARD OUTFITS—

Boyco Service Units—No. 5, $5.75; No. 22, $6.65; No. 112, $8.00; No. 212, $8.40; No. 312, $8.60.

Bear Brand—Lincoln—No. 100, $2.00; No. 200, $2.50; No. 300, $2.85.

Auto Cans—Covered, No. 1, $1.95; No. 2, $2.30; No. 3, $2.70; No. 5, $3.35. Plain, No. 1, $1.45; No. 2, $1.70; No. 3, $2.00; No. 5, $2.50.

CANT HOOKS—	Maple Hdl.	Hickory Hdl.
2¼ x4½	3.25	4.25
2½ x4½	3.50	4.35

CAPS—Roofing. Per lb., 22c.

CARBORUNDUM—Grain, per lb., bulk, 65c.

CARRIERS—Timber—No. 425, 4-ft. maple, $4.25.

CARRIERS—Hay—Using Manila rope for steel, wood, cable track, $14.50 each; using wire cable or manila rope for steel, wood, cable track, $18.50; Sling, $25.00; Steel Hay Carrier Track, 45c foot; Steel Hay Carrier Hanging Hooks, 30c each; Rafter Brackets, 15c.

CATCHERS—GRASS—RRI, $1.00 each; Eureka, 85c; 16G, $2.25; G5, $2.50; 10G, $2.75; 12G, $3.25; 9, all duck, $2.65; 11, all duck, $2.75.

CHAINS—Tire.

Size Tire—Weeds	Pair		
3 x30	4.50	4½ x33	7.25
3½ x30	5.00	4½ x34	7.50
3½ x32	5.50	4½ x35	8.00
4 x31	6.00	4½ x36	8.00
4 x32	6.00	4½ x37	8.75
4 x33	6.50	5 x35	9.00
4 x34	7.00	5 x36	9.00
4 x35	7.50	5 x37	9.75
4 x36	7.50	5½ x36	12.00
4 x37	7.50	5½ x37	13.00
4½ x32	7.00	5½ x38	14.00

Dozen pair lots, 10% off.

CHAIN—New German Straight Link (Coil)—

6-0, 15c ft.; 5-0, 14c; 4-0, 13c; 3-0, 11c; 2-0, 11c; 0, 10c; 1, 8c; 2, 8c.

Norway Straight Link (coil)—⅛, 35c lb.; ⅝, 35c lb.; ¾, 30c lb.

Passing Link (coil)—4-0, 14c ft.; 3-0, 12c ft.; 2-0, 11c ft.

Proof Straight Link (coil)—3-16 black, 20c lb.; ¼, 25c lb.; 5-16, 20c lb.; ⅜, 20c lb.; 7-16, 20c lb.; ½, 20c lb.; ⅝, 20c lb.; ¾, 20c lb.

Proof Twisted Link (coil)—3-15 black, 30c lb.; ¼, 25c lb.; 5-16, 25c lb.; ⅜, 20c lb.

B. B. Proof Straight Link (coil)—5-16, 25c lb.; ⅜, 25c lb.; ½, 20c lb.; ⅝, 20c lb.; ¾, 20c lb.

Twisted Machine Coppered (coil)—4-0, 20c ft.; 3-0, 17c ft.; 2-0, 17c ft.; 0, 16c ft.

Jack, Iron—No. 20, 7½c yd.; No. 18, 7½c; No. 16, 10c; No. 14, 10c; No. 12, 10c; No. 10, 10c; No. 8, 15c; No. 6, 25c.

Jack, Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 15c; No. 114, 20c; No. 113, 20c; No. 112, 25c; No. 110, 40c.

Safety Brass and Nickel Plated—00 and N00, 20c yd.; 0-N0, 25c yd.; 1-N1, 30c yd.; 2-N2, 35c yd.; 3, 40c yd.

Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 5c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 3½c ft.; 10 Cable, 30c ft.; 56 Universal, 7c ft.

Sash Chain Fasteners—10, 20c set; 100, 45c set.

CHALK—Carpenters' White, Blue, Red, 30c doz.. Railroad, 30c doz. School, 5c doz. Lumber—Dixon's Black, 75c doz.; All colors, $1.20. Metal Workers'—Solid Soapstone, 25c doz.; Solid Soapstone, Chisel Point, 40c. Oil Checking—5-in. Black, red and blue, 45c doz.; 6-in., 50c.

CHECKS—Door—All makes. Liquid Checks—A-11, $7.00; B-12, $9.50; C-13, $10.75; D-14, $13.75; E-15, $16.85; 6, extra large, $22.50. For hold open arm, add $1.25 each. Screen Door Check—No. 01, $3.85.

CHOPPERS—Meat and Food—

Enterprise		Universal	
5	4.00	0	2.00
10	6.25	1	2.50
12	5.75	2	3.00
22	9.75	3	4.00
32	12.75	304	9.75
		Russwin	
501	2.25	0 R	2.50
602	2.75	1 R	3.00
703	3.50	2 R	3.50
		3 R	4.75

CHISELS—	Socket Firmer Bev. Edge	Whites No. 2	Pocket Bev. Edge	Inside or Outside Bevel
⅛	1.15	1.30	1.30	1.35
¼	1.20	1.35	1.35	1.35
⅜	1.25	1.40	1.50	1.35
½	1.30	1.45	1.55	1.40
⅝	1.35	1.50	1.60	1.50
¾	1.40	1.55	1.65	1.65
⅞	1.50	1.65	1.75	1.75
1	1.65	1.75	1.80	1.85
1¼	1.85	1.90	2.00	2.00
1½	2.00	2.00	2.35	2.25
1¾	2.35	2.15	2.40	2.50
2	2.50	2.30	2.75	2.75

	Bucks No. 4	Blacksmiths' Cold or Hot Eye
1	.90	.75
1⅛	...	.85
1¼	1.45	1.00
1⅜	...	1.25
1½	1.50	1.50
1¾	2.00	2.50
2	2.25	3.00

	Cold Com.	Cold Special	Cape	Round Nose	Diamond Point
¼	.15	.35	.45	.50	.50
5-16	.15	.35	.50	.50	.55
⅜	.15	.40	.55	.55	.60
½	.20	.45	.65	.65	.75
⅝	.25	.55	.85	.70	.85
¾	.35	.65	.90	.90	1.00
⅞	.50	.90	...	...	1.25
1	.70	1.00	...	...	1.50

CHURNS—Barrel—No. 0, $9.50 each; 1, $11.00; 2, $12.50; 3, $13.50; 4, $16.75; 5, $19.50.

Improved Cylinder—No. 1, $5.50; 2, $6.50; 3, $7.50; 4, $8.75.

Glass Family, Universal—No. 15, $2.75 each; 125, $3.25; 135, $4.00; 145, $4.50. Dazey, No. 10, $1.75; 20, $2.25; 30, $2.75; 40, $3.50. Extra Jars, Dazey, No. 10, 50c; 20, 85c; 30, $1.10; 40, $1.35.

Tin without Dasher—1½ gal., $1.50 each; 2 gal., $1.55; 3 gal., $1.60; 4 gal., $1.75.

Dash—IX Tin—2-gal., $2.25; 4-gal., $2.75; 6-gal., $3.25. Dash and Handle—25c extra.

CLAMPS—Stearn's Special Joiners'—Opens 1 ft., pair, $6.50; 1½ ft., $7.00; 2 ft., $7.25.

Carriage Makers—Common—2½ in., 70c; 3-in., 80c; 4-in., $1.10; 5in., $1.50; 6-in., $2.00; 8-in., $3.00; 10-in., $3.75; 12-in., $4.75.

Quilt Frame—No. 1, 10c each; 8, 20c; 32, 20c; 83, 20c.

CLEANERS—Window—

Rubber—				Wood Floor—	
10-inch	.45	16-inch	.65	14-inch	.60
12-inch	.50	18-inch	.75	16-inch	.75
14-inch	.60				

CLEANING COMPOUND—

Cedar Sweep—1½-lb. carton, 20c; 4¼-lb. carton, $60c; 38-lb. box, $2.00; 100-lb. drum, $3.75; 250-lb. barrel, $8.50.
Kleen-A-Pipe—1-lb. can, 75c; 10-lb. can, $3.00.
Shineoleum—1 quart, $1.00; 1 gal., $3.50; 5 gals., $12.50.
Cedar Mist—1 gal., $3.50; 5 gals., $12.50.
Sweeping Compound—No. 2, Green, 3c lb.; No. 3, Brown, 2¾c lb.; No. 4, Black, 2½c lb.

CLEVISES—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to ⅜ inc., each, 15c; ½, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1⅛-in., 60c

CLIPPERS—Bolt—

New Easy—		Extra Cutters—	
No. 0	3.75	No. 0	2.25
No. 1	5.00	No. 1	2.75
No. 2	7.00	No. 2	3.75
No. 3	8.75	No. 3	4.75
O. K.—			
10-inch	2.85	14-inch	3.00

CLOCKS, ALARM—America $2.00 each; Circle, $3.25; Flash, $3.25; Gale, $4.50; Ideal $3.00; Indian, $1.85; Iron Clad, $3.00; Lookout, $2.65; Peerless, $3.00; Pershing, $3.50; Practical, $3.00; Sleepmeter 2, $2.75; Slumber Stopper, $4.50; Startle, $3.50.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH—Emery, Nos. 00 to 2½, 10c straight; Nos. 1 to 3, 15c. Carborundum or Aloxite—Nos. FF-90, 15c straight.

CLOTH, WIRE—

Hardware Galvanized—

Mesh.	Sq. ft.	Screen	Sq. ft.
1 inch	.18	12 M—Black	.04½
¾ inch	.14	14 M—Black	.05
⅝ inch	.14	16 M—Black	.06
2 mesh	.10	14 M—Bronze	.16
3 mesh	.10	14 M—Galvanized	.05½
4 mesh	.10	16 M—Galvanized	.06½
6 mesh	.13	14 M—Opal, Galvanoid	.06
8 mesh	.14	16 M—Opal, Galvanoid	.06½

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RETAIL SELLING PRICES—Continued.

COCKS—

No. Ball—	Each
½-inch	1.25
⅝-inch	1.50
¾-inch	1.85
1-inch	3.35
Floats— 5-inch	.55
6-inch	.95
7-inch	1.35
8-inch	2.10
No. Gas Hose— ⅜-inch	Each .35
½-inch	.40
¾-inch	.55

Service, Standard—Square or Flat Head—

	¼"	⅜"	½"	¾"	1"	1¼"	1½"	2"
Each	.65	.75	.80	.90	1.50	2.25	3.00	5.25

COMPASSES—No. 40-4, 45c each; 6, 55c; 8, 75c.

COOKERS—Fireless—Duplex—No. 25, $20.00 each; No. 30, $33.50; 35, $22.25; 50, $38.75; 55, $36.00; 60, $40.00; 70, $56.00.

Legs—Set, $6.00.
Soapstone Discs—Each, $1.50.

COOLERS—Water—Galvanized Lined—02, $5.00 each; 03, $6.00; 04, $7.00; 06, $8.25; 08, $10.25; 010, $12.25.

COPPER—Sheet, 65c lb.; Bars, round, 70c lb.; Tubing, 75c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.	
8½ inch	3.00
9½ inch	3.25
10½ inch	3.50
Coffee Pots.	
3 pints	2.00
4 pints	2.25
5 pints	2.50
Tea Pots.	
2 pints	1.75
3 pints	2.00
4 pints	2.25
5 pints	2.50

COPPERS, SOLDERING—Family—

1, per set	1.65
2, per set	1.50
Tinners—	
½ pound, per pair	.25
1 pound, per pair	.35
1½ pound, per pair	.50
2 pound, per pair	.60
3 to 14 pounds	.50

CORD—Sash, Common—Per hank: No. 6, $1.00; 7, $1.25; 8, $1.50; 10, $2.50; 12, $3.00.
Silver Lake—Per hank: No. 6, $1.50; 7, $2.00; 8, $2.50; 10, $4.00; 12, $5.00.

CORD, TINNED PICTURE—
No. 00, 15c pkg.; 1, 25c; 2, 30c; 3, 40c; 4, 50c.

CRAYON—Lumber, 10c; Soapstone, 5c.

CULTIVATORS—
Norcross, 1GC-5, each, $1.25; 5N, $1.50; 3N, $1.25; Midget, 60c.
Pull Easy, PEC, each, $2.00; PE5, $1.65; PEW2, $5.00.

CUTTERS—Pipe—Barnes, No. 1, $3.40 each; 2, $4.50; 3, $7.50; 4, $15.00; 5, $20.00; 6, $30.00.
Saunders—No. 1, $2.75 each; 2, $4.00; 3, $9.35; 4, $15.30.
Trimo—No. 11, $3.40 each; 12, $4.50.

DAMPERS—Stove Pipe—No. 3, 20c each; 4, 20c; 5, 25c; 6, 25c; 7, 40c; 8, 80c; 9, $1.15; 10, $1.50.

DIVIDERS—Wing, No. 1, 35 & 50, 6-in., 75c pr.; 7-in., 90c; 8-in., $1.00; 10-in., $1.25. No. 35, 6-inch, 75c pair; 7-inch, 85c; 8-inch, $1.00; 10-inch, $1.25; 12-inch, $1.35; 14-inch, $2.50.

Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.

DOORS—Ash Pit—

8x8	2.00	10x12	2.75
8x10	2.25	12x15	5.50

ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.

DOORS—Screen—
241 Common Varnished, ⅞-in.—2-6x6-6, $3.25; 2-8x6-8, $3.35; 2-10x6-10, $3.50; 3x7, $3.75.
276 Black, 1⅛-in.—2-6x6-6, $3.65; 2-8x6-8, $3.75; 2-10x6-10, $4.00.
311 Black, 1⅛-in.—2-6x6-6, $4.50; 2-8x6-8, $4.75; 2-10x6-10, $5.00; 3x7, $5.25.
391 Galv.—2-8x6-8, $5.50; 2-10x6-10, $5.75; 3x7, $6.00; 3x6-8, $6.25.
525 Black—2-8x6-8, $6.50; 2-10x6-10, $6.75; 3x7, $7.00; 3x6-8, $7.25.

DRILLS—

Goodell-Pratt Bench Drills—

No.	Each
8	7.50
8½	9.50
9½	14.00
10½	24.00
490½	20.00
1003	13.00
1005	21.50
11	22.00

Goodell-Pratt Breast Drills—

6	5.85
07	5.50
245	5.00
279	13.25

Millers Falls (Breast)—

12	7.00

No.	Each
12A	6.50
87	12.00
97	13.75
118	7.50

Yankee—Millers Falls, Hand—

1	3.50
2	5.25
2B	4.75
3A	4.00
5	4.00
98	5.75
105	3.75
306	5.50
343	4.00
1980	5.75

Drill Presses—Millers Falls

20	11.00
21	15.00
22	5.00
23	7.50
210	15.00

Hand Drills—

No.	Each
4	3.00
4½	2.80
5½	5.20
5½B	5.20
49	2.30
53	3.70
54	4.00
154	5.60
259	6.40
329	3.40
379	3.50
385	3.40
445	3.00

No.	Each
455	9.25
545	12.00
550	10.50
555	13.75
1430	4.50
1445	8.00
1455	9.25
1530	6.00
1540	10.00
1545	12.50
1550	11.75
1555	13.75

Chain Drills—Goodell-Pratt

307	4.50
316	4.50
317	5.50
318	7.00
1500	4.50

Yankee Automatic

41	3.00
42	2.50
44	3.75
50	4.80

Yankee Chucks and Drill Points

No.	Set.
300	1.15
301	1.15
305	.55

Yankee Drill Points
Set of 8, $7.10; each, 15c; 2 for 25c.

Bits, Wood (Syracuse Pattern)

Thirtyseconds—	Ea.
2	.25
3	.25
4	.25
5	.25
6	.30
7	.35
8	.40
9	.45
10	.45
11	.50
12	.50
13	.55
14	.60
15	.65
16	.70
17	.75
18	.85
19	.90
20	.95
24	1.25

Bit Stock Twist Drills for metal or wood—

1-16	.20
3-32	.20
⅛	.20
5-32	.25
3-16	.30
7-32	.35
¼	.40
9-32	.45
5-16	.50
11-32	.60
⅜	.65
13-32	.70
7-16	.75
15-32	.80
½	.90
17-32	1.00
9-16	1.10
19-32	1.20
⅝	1.30
11-16	1.40
¾	1.60
13-16	1.80
⅞	2.00
15-16	2.25
1	2.50

Straight Shank Carbon Steel, Short Set—

1-32	.15
3-64	.15
1-16	.15
5-64	.15
3-32	.15
7-64	.15
⅛	.15
9-64	.15
5-32	.15
11-64	.20
3-16	.20
13-64	.20
7-32	.25
15-64	.25
¼	.30
9-32	.35
5-16	.40
11-32	.45
⅜	.50
13-32	.60
7-16	.70
15-32	.85
½	1.00

Straight Shank, Wire Gauge Carbon Steel—

1 to 5	.25
6 to 10	.20
11 to 15	.20
16 to 20	.20
21 to 25	.20
26 to 30	.15
31 to 35	.15
36 to 40	.15
41 to 45	.16
46 to 50	.15
51 to 55	.15
56 to 60	.15
61 to 80	.15

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RETAIL SELLING PRICES—Continued.

DRILLS—Continued.

Sebco "Star"—

¼	18.00	9-16	36.00
5/16	22.00	⅝	38.00
7-16	26.00	¾	52.00
⅛	80.00		

ELECTRICAL APPLIANCES—

Universal Goods—

Dishes, Chafing—		E9646	17.50
E940	18.00	E9649	19.50
E9850	16.00	E9676	10.00
Grills—		**Ranges, Table—**	
E982	11.50	E9841	22.00
E984	12.50	**Stoves—**	
Heaters, Immersion —		E998	8.75
E970	5.25	E997	8.75
Irons, Curling—		E9960	7.75
E9901	6.25	**Toasters—**	
E99011	6.75	E945	7.50
Irons, Pressing—		E946	8.75
E901	7.50	**Urns, Coffee—**	
E902	6.75	E916	17.00
E905	6.75	E919	18.50
E9023	6.25	E9136	15.00
E9035	6.75	E9146	19.50
E9051	8.00	E9149	21.50
Pads, Heating—		E9166	22.50
E9940	10.75	E9169	25.00
Percolators—		E9176	15.50
E9435	13.50	E9179	17.00
E9437	15.00	E9166044	41.25
E9439	16.50	E9169044	43.75
E9635	11.50	**Vacuum Cleaners—**	
E9637	13.00	E701	89.50
E9039	14.50	**Attachments**	10.50

Hot Point Goods—

Chafing Dishes—No. 20501, $10.00 each; 20502, $19.00; 20503, $22.50.

Grills—116G1, $11.50 each; 136G1, $12.50; 20101, $10.50.

Heaters, Air—No. 30403, $11.00 each; 30404, $13.00; 30603, $32.50; 30604, $44.00; 116A4 (Hedlite), $11.00.

Heaters, Immersion—No. 113W16 (50201), $5.25 each; 115W16 (50202), $6.25; 115W17 (50203), $7.25.

Irons, Curling—No. 112L5, $7.25 each; 112L6, $6.50.

Irons, Pressing—No. 1113F12 (11103), $7.95 each; 113F22 (11203), 3 lb., $6.25; 115F5 (11205), 5 lb., $6.95; 115F17 (11206), 6 lb., $6.95; 11307, $8.75; 11308, $9.25; 11310, $11.00; 11312, $15.50; 11315, $17.00.

Pads, Heating—No. 114Q8 (50142), $9.00; 114Q4, (50151) $10.25.

Ovens—No. 40701, $6.50; 40201, $25.00.

Percolators—No. 20611, $10.00; 20620, $12.00; 20621, $13.00; 20622, $17.50; 20650, $18.00; 114P18 (20651), $23.00; 114P17 (2652), $25.00.

Stoves—No. 116D1, $10.00; 136D1, $11.50; 20301, $7.00; 20302, $7.25; 40101, $7.50; 40102, $9.25; 40103, $13.00; 40104, $15.00; 40105, $17.50.

Toasters—114T5, $6.75; 115T1, $8.50.

Vacuum Cleaners—122V2, $45.00. Attachments, $11.00.

ELECTRICAL SUNDRIES—

	Each
Attachment Plugs, No. 903, Benjamin	.35
No. 500, Bryant	.20
Bells, 2½-inch Eclipse, Nonpareil, Iron Box	1.00
3-inch Eclipse, Nonpareil, Iron Box	1.00
Buzzers, Nonpareil, Iron Box	1.00
Watch Case	.75
	Pair
Cleats, 2 and 3 wire, unglazed	.06
	Each
Clusters, No. 92, Benjamin, 2-light	1.35
No. 93, Benjamin, 3-light	1.75
No. 94, Benjamin, 4-light	2.35
Porcelain Rings for Clusters	.20
	Foot
Cord, No. 18, Green and Yellow Twisted Lamp	.06
No. 18, Heater, Twisted	.15
	Each
Fuses, 6, 10, 15, 20, 25, 30 amp	.10
Globes, 6x3¼, R. I. Ball	.60
8x3¼ or 4, Ball	1.25
Knobs, No. 5½, solid	.03½
No. 5½, split	.06
Lamp Guards, Style A—16 C. P.	.40
Style H—16 C. P.	.35
Style H—32 C. P.	.45
Loxon, 40 watt (guard only)	.65
Loxon, 60 watt (guard only)	.70
Key for Loxon Guards	.10

	Foot
Loom, 7-32 (250 feet in coil)	.10
¼ (250 feet in coil)	.11
	Each
Receptacles, No. 226, Porcelain Cleat	.30
No. 195, Freeman Key, brass	.70
No. 188, Freeman Key, brass	.80
Rosettes, No. 319, Cleat, Mesco No. 16445	.20
No. 333, Concealed Mesco No. 16447	.30
Switches, No. 400, Common Snap, Mesco 5121	.50
No. 403, Indicating Snap, Mesco No. 5123	.50
No. 459, 3-way Snap, and Mesco No. 5129	.96
No. 4401, Single Pole Push, and Mesco No. 5011	.64
No. 4403, 3-way Push, and Mesco No. 5012	.89
No. 707, Single Pole, 1-way Baby Knife	.40
No. 708, Single Pole, 2-way Baby Knife	.60
No. 709, Double Pole, 1-way Baby Knife	.65
No. 710, Double Pole, 2-way Baby Knife	.85
Sockets, ⅛-inch and Pendant Cap Key BB	.55
Pull Chain	1.00
Shades, 8-inch Tin Cone	.55
10-inch Tin Cone	.60
8-inch Flat Tin	.50
10-inch Flat Tin	.75
Shade Holders, 2¼-inch P. & A., BB	.15
3¼-inch P. & A., BB	.25
Tubes, Porcelain, 5-16x3	.02½
5-16x4	.04½
5-16x5	.06
5-16x6	.07
	Lb.
Tape, Durafix Friction, ½-lb. rolls	.95
Sticktite Friction, ½-lb. rolls	.95
Paraweld Rubber, ½-lb. rolls	.85
	Foot
Wire, No. 10, S. B. Solid R. C	.05½
No. 12, S. B., Solid R. C	.04
No. 14, S. B., Solid R. C	.03
	Lb.
No. 18, Single Bell	1.25
No. 20, Twisted Bell	1.40
	100 Feet
No. 18, Black R. C. Fixture	1.50

EMERY—Per lb., 25c.
Stones—See Stones.
Cloth—See Cloth.
Wheels—See Wheels.

FASTENERS—Casement, common brass plated, 35c; Sash, common brass plated, 20c, two for 25c.

FAUCETS—Cork Lined—

7-inch, each	.15	8-inch	.20
		9-inch	.25

FIBRE WARE—Funnels—1 qt., $1.50; 2-qt., $2.25.
Lunch Boxes—25c to 40c.
Measures—1-pint, $2.25; 1-qt., $2.50; ½-gal., $3.00; 1-gal., $3.75.
Pails—12-quart, $1.75.
Spittoons—4x9 in., $2.00; 5x11 in., 2.35.
Tubs, Oval—18-inch, $5.00; 23-inch, $8.00.

FIGURES AND LETTERS (STEEL)—

Figures	Set	Each	Letters	Set	Each
⅛ inch	1.50	.25	⅛ inch	4.50	.25
3-16 inch	2.00	.30	3-16 inch	6.00	.30
¼ inch	2.50	.35	¼ inch	7.50	.35
5-16 inch	3.00	.45	5-16 inch	9.00	.40
⅜ inch	3.50	.65			
½ inch	6.00	.85			

FILES—

Length, inches—	3-3½	4½	5½	6	8	10
Band Saw, Slim	...	...	...	.25	.30	.45
Knife, Bast.	...	...	...	.45	.50	.60
Regular Taper	.15	.15	.20	.25	.35	.55
Slim Taper	.15	.15	.20	.20	.30	.50
Warding, Bast.	...	...	...	.35	.40	...
Length, inches—	**3-4**	**6**	**10**	**12**	**14**	**16**
Flat Bastard	.20	.25	.40	.55	.80	1.05
Half Round Bast.	.30	.35	.55	.70	.90	1.20
Mill Bastard	.20	.20	.35	.45	.65	.85
Round Bastard	.20	.20	.35	.45	.65	.85
Square Bastard	.25	.25	.45	.60	.80	1.10

FIXTURES—Grindstone—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75; Am. Heavy—17, $1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

FLASHLIGHTS — Eveready Daylos — Complete — No. 6961, $1.00 each; 6962, $1.25; 1991, $1.50; 2604, $1.70; 2631, $1.85; 2632, $2.25; 1619, $2.25; 2616, $2.00.
Eveready Batteries—No. 705, 50c each; 790, 35c; 791, 30c; 700, 30c; 750, 30c; 751, 40c.

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RETAIL SELLING PRICES—Continued.

FLASHLIGHTS—Continued—

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Tubular Nos.	5220	5221	5223	5229	5331	6240	6240B
Complete, ea.	$1.35	$1.70	$2.00	$2.00	$2.25	$1.55	$1.70
Case & Bulb, ea.	1.15	1.35	1.50	1.65	1.75	1.25	1.40
Tubular Nos.	6241	6241B	6249	6249B	6343	6343B	6351
Complete, ea.	$1.85	$2.00	$2.35	$2.55	$2.25	$2.45	$2.75
Case & Bulb, ea.	1.50	1.65	2.00	2.20	1.75	1.95	2.25
Pocket Nos.	2472	2573	3475	3475B	3577	3577B	3579
Complete, ea.	1.00	1.25	1.25	1.35	1.50	1.65	1.90
Case & Bulb, ea.	.70	.85	.95	1.05	1.10	1.25	1.50
Watch Chain Nos.	6239	6239B	Watch Chain Bat'y No.				1204
Complete, each	$1.00	$1.10	Battery only, each				$ .25
Case and Bulb, each	.75	.85					

Battery only.

Nos.	1202	1203	1206	1207	1271	1301	1308	1309
Each	$0.30	$0.35	$0.30	$0.30	$0.30	$0.50	$0.40	$0.40

FLATTERS—Blacksmith—2-in., $1.25; 2½-in., $1.65; 3-in., $2.00; 3½-in., $3.00.

FORGES—No. 150 Chicago, $16.35; No. 151 Chicago, $17.00. Buffalo—No. 310 Steel Ball Bearing Rivet, $33.00; No. 722, $33.00; No. 742H, $40.00.

FORKS—Hay—Nellis, 94 single harpoon, $6.25; 95 double harpoon, $3.85; 96 double harpoon, $7.75; 97 double harpoon, $4.25; 98 double harpoon, $7.85. Grapple, No. 99 (4 tines), $15.50; No. 100 (6 tines), $18.00. Jackson Patterns, 4 ft., $19.00; 4½ ft., $19.75; 5 ft., $23.00.

FREEZERS—Arctic—

1	4.50	8	7.65
2	5.25	4	9.45
3	6.35	6	11.85
4	7.75	8	15.40
6	9.75	10	20.50
8	12.65	12	24.50
Toy	4.00	15	29.25
		20	38.00

White Mountain		Acme	
1	5.55	2 Qt. Tin or Gal., doz.	12.00
2	6.45	4 Qt. Tin or Gal., doz.	20.00

FROES—Special—Each, 12-in., $2.00; 14-in., $2.25; 16-in., $2.50. Common—Each, 12-in., $1.85; 14-in., $2.00; 16-in., $2.55.

GARBAGE CANS—(See Galvanized Ware).

GATES—Molasses and Oil —

Stebbins—¾-inch, 75c each; 1-inch, 90c; 1¼-inch, $1.00; 1½-inch, $1.25; 2-inch, $1.35.

Perfection—½-inch, 85c each; ¾-inch, $1.00; 1-inch, $1.10; 1¼-inch, $1.30; 1½-inch, $1.50; 2-inch, $2.10.

Enterprise, Self Measuring—No. 61, Faucet, $10.50; 97, Pump, $24.00.

GAUGES—BUTT—Stanley—

No.	Each	No.	Each
93	1.75	77	1.85
94	2.00	71	1.00
95	1.75	90	.75
95½	1.50	91	1.75
Marking—Stanley—		92	2.50
61	.20	97	1.25
64	.35	98	1.85
65	.90		

Altitude Gauges, $5.35.
Steam Gauges, 4½-in. face I. C., $5.35.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

GLASS—Window—

3B Grade—	Large Lots	Small Lots
Single Strength	80%	80%
Double Strength	80%	80%

Extras for Putting in Glass	Per Light
First 3 Brackets	.50
Second 3 Brackets	.75
Third 3 Brackets	1.00
Larger Lights	$1.00 per hour, per man

GLASSES—

Ground Level—		Proved Level—	
1¾	.50	1¾	.15
2	.60	2	.15
2½	.65	2½	.15
3	.70	3	.20
3½	.75	3½	.20

GLASSES, GAUGE—

	Standard			Extra Heavy	
	⅜	½ & ⅝	¾	½ & ⅝	¾
10	.35	.35	.35	.55	.75
12	.35	.35	.50	.60	.90
14	...	.45	.60	.70	1.05
16	...	.55	.65	.85	1.25
18	...	.60	.75	.95	1.35
20	...	.65	.80	...	...
22	...	.70	.90	...	...
24	...	.80	1.00	...	...

GLOBES—Lantern—Cold Blast—Plain, 25c each; Bullseye, 40c; 2 Plain, 25c; 2 Bullseye, 40c; 2 Ruby, 65c.
Railroad—Clear, 30c each; Green or Red, 70c.
Tubular—Clear, 10c each; Plain, 25c; 3-0 Ruby, 60c; 4-0 Bullseye, 35c; 5-0 Wizard, 25c; 6-0, 25c each.

GLUE—Dry—

Common	.35
Cabt.	.40
White	.45

Imperial Liquid—

Size —	1 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.	1 Gal
List, Doz.	1.06	3.60	2.80	6.00	10.20	18.00	54.00
Sug. Ret. Ea.	.20	.30	.30	.50	.85	1.50	4.50

Le Page's Glue—

Size—	1 Oz.	2 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt
List, doz.	2.40	1.65	1.80	3.60	6.00	10.20	18.00
Sug. Ret. Ea.	.20	.20	.30	.30	.50	.85	1.50

GOUGES—Buck's, Socket Firmer, Outside Bevel—No. 42— ¼-inch, $1.20; ⅜-inch, $1.20; ½-inch, $1.25; ⅝-inch, $1.30; ¾-inch, $1.40; ⅞-inch, $1.55; 1-inch, $1.65; 1¼-inch, $1.85; 1½-inch, $2.10; 1¾-inch, $2.25; 2-inch, $2.50.

Witherby No. 320—¼-inch, $1.25 each, ⅜-inch, $1.25; ½-inch, $1.35; ⅝-inch, $1.40; ¾-inch, $1.50; ⅞-inch, $1.65; 1-inch, $1.75; 1¼-inch, $2.00; 1½-inch, $2.15; 1¾ inch, $2.40; 2-inch, $2.75.

P. S. & W. Firmer—

160—¼	inch 1.50	1	inch 2.10
⅜	inch 1.50	1¼	inch 2.25
½	inch 1.65	1½	inch 2.50
⅝	inch 1.70	1¾	inch 2.75
¾	inch 1.80	2	inch 3.25
⅞	inch 2.00		

GRAPHITE—Flake, per lb., 80c.

GALVANIZED WARE

Boilers, Wash

227	2.50
228	2.75
229	3.00

Bowls, Wash

7	.30
7½	.35

Buckets, Fire

314	.70

Buckets, Well

101 (10 qt.)	.60

Cans, Garbage Smooth

200	.90
300	1.00
400	1.25
500	1.65
600	2.00
700	2.50

Corrugated

2	.90
3	1.00
4	1.25
5	1.65
6	2.00
70	2.50
80	7.00
90	7.75
100	10.75

Garbage Cans in lots of 3 dozen or more, 5 per cent from above prices.

Cans, Gasoline

65	2.10
501	.65
505	1.75
605	2.00

Cans, Oil

0	.55
02	.85
15	.60
25	2.00
105	1.50
205	2.10

Canteens, see page 195.

Dippers, Laundry

525 (4-qt)	.55

Hods, Coal

615	.75
616	.85
617	.90
618	1.00

Pails, Cement

14	1.50
114	2.25

Pails, Chamber

8-qt.	.85
10-qt.	.90
12-qt	1.00

Pails, Stock

14	.60
16	.70
18	.80
20	.95

Pails, Water

8	.35
10	.40
12	.45
14	.50
16	.55

Pails and Tubs, 6 doz. assorted 5 per cent discount.

Pans, Refrigerator

1	.65
2	.75
3	.95
4	1.35

Pots, Watering

514	1.00
516	1.15
518	1.35
520	1.50
522	1.75
526	2.25

Tubs, Foot

51	.75
52	.85
53	1.00
54	1.25

Tubs, Wash

A	.70
B	.75
0	.95
1	1.00
2	1.25
3	1.50
10 S	1.65
20 S	1.85
30 S	2.10

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RETAIL SELLING PRICES—Continued.

GREASE—AXLE—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb. cans, 65c; 10 lb. pails, $1.25; 25 lb. pails, $2.75.

Cup Grease—5 lb. cans, $1.00 each; 10 lb. cans, $1.75; 25 lb. cans, $3.75.

Transmission—5 lb. cans, 20c each.

GRINDSTONES—

Loose—	Cwt.		
15 to 40 lbs.	8.00	19 inch	1.50
40 to 200 lbs.	8.00	Mounted—Hand—	
Over 200 lbs.	8.50	7 inch	3.00
Fixtures and Axle—		8 inch	3.25
15 inch	1.25	10 inch	4.00
17 inch	1.40	12 inch	4.50

Pedal Mounts—Prices range from $9.75 to $20.25, according to material and quality.

HACKSAW BLADES—

Lenox, Power—						
Lgth.	Wdth.	Lt.	Heavy.	17"	¾	3.30	....
8"	9-16	.90	....	17"	1	3.25	4.15
10"	⅝	1.15	....	Hand, Lenox—			
10"	¾	1.85	1.95	Length.		Each	Doz.
10"	1	....	2.45	8-inch		.10	.75
12"	⅝	1.85	....	9-inch		.10	.85
12"	¾	1.60	2.35	10-inch		.10	1.00
12"	1	2.80	2.95	11-inch		.10	1.10
14"	⅝	1.70	....	12-inch		.15	1.20
14"	¾	1.90	2.75	Hand, Starrett, Victor, Star—			
14"	1	2.65	3.50	8-inch		.10	.80
16"	¾	2.15	3.15	9-inch		.10	.90
16"	1	3.05	3.90	10-inch		.15	1.00
				12-inch		.15	1.25

HACK SAW FRAMES—M. F.—4B, 75c; 6, $2.50; 9, $2.25; 15, $3.50; 77, $1.25; 78, $1.35; 1027, $3.50; 69, $3.30; 69B, $3.00; 14, $3.40; 4 Milford Adj., $4.00; 7 Milford Adj., $2.25; 36½ Disston, $1.50; 40 Extension, 75c.

HAMMERS—Vanadium, No. 41½, $2.65 each; Plymouth, No. 11½, $1.90; No. 2 Ball Pein, $2.00.

HAMMERS—Maydole Carpenters'—No. 1, $2.00 each; 1½, $1.75; 2, $1.65; 11, $2.00; 11½, $1.75; 12, $1.65; 12½, $1.50; 13, $1.40; 14, $1.35; 34, $1.25; 611½, $2.75; 710, 2.35; 711, $2.00; 711½, $1.75; 712, $1.65; 713, $1.50.

Maydole Chipping—No. 100, $1.90 each; 101, $1.75; 102, $1.55; 103, $1.40. Maydole Cross Pein—No. 174, $1.50.

Maydole, Ball Pein—No. 70, $3.00 each; No. 70½, $2.65; 71, $2.40; 72, $2.25; 73, $2.00; 74, $1.80; 75, $1.65; 76, $1.50; 77, $1.40; 78, $1.35; 79½, 1.25.

HAMMERS, CLAW—

Stanley No. 22—	
16 oz.	2.00
20 oz.	2.25
No. 12 and 12B—	
5 oz.	1.65
7 oz.	1.75
10 oz.	1.80
13 oz.	1.85
16 oz.	2.00
20 oz.	2.25
Plumb's Engineers—	
261	1.65
262	1.75
263	1.85
264	2.40
Plumb's Machinist's Ball Pein—	
18	.65
370	1.20
371	1.25
372	1.25
373	1.25
374	1.35
375	1.65
376	1.75
377	1.75
379	2.00
381	2.25
Riveting—	
Plumb's, Stanley No. 147—	
250, 4 oz.	1.10
251, 7 oz.	1.15
252, 9 oz.	1.20
253, 12 oz.	1.25
254, 15 oz.	1.35
255, 18 oz.	1.45
256	1.55
Plumb's Brick—	
461	2.00
462	1.75
3154	1.15
3155	1.35
Plumb's Prospector's Pick	
470	2.75
471	2.85

HANDLES—Adze, extra select, $1.00; second growth, $1.00.

Axe—Single or double bit, Boys' No. 1, 60c; Boys' extra select, 60c; Turned No. 1, 60c; extra select hickory, 85c; second growth, $1.00.

Chisel—Hickory, 10c; Leather Tip, 15c.

Hammer and Hatchet—Second growth hickory, 12 inch, 25c; 14 inch, 25c; 18 inch, 30c.

Peavey Handles—

	Select Maple	Rock Maple	Select Hickory
2¼ x4	....	....	2.30
2¼ x4½	....	....	2.40
2½ x4½	1.25	1.60	2.50
2½ x5	1.40	1.75	2.65
2¾ x5	1.65	2.00	3.80
2¾ x5½	....	....	4.45
3 x5½	....	2.45	....

Pick—36-inch Drift, Select, 75c; Extra Select, $1.00, Railroad No. 1, 50c; No. 2, 60c; Select, 85c; Extra Select, $1.15. Sledge—36-inch, Select, 60c; Second Growth, 75c.

Saw, Hand—Disston, No. 7, 50c; No. D8, 85c; No. 12, $1.25. Crosscut, Disston, No. 113, $1.00; No. 118, $1.25; No. 114, $1.50. Simonds Reversible Guard, per pair, $1.60, Simonds No. 6, 1.60; Atkins No. 24, $1.60. One Man Cross Cut, No. 218, 45c; Supplementary, 80c. Auger M. F. No. 1, $1.00; No. 2, $1.25; No. 3, $1.75; No. 4, $4.75; No. 6 Com., 15c; Peeks Adj., 50c; Pratts Ratchet, $4.75.

HANGERS, BARN DOOR—Richards-Wilcox—

No.	With Brackets		
20½B for 31 track		5.10	
27½B for 31 track		7.50	
	Without Brackets		
30 for 30 track		2.40	

185-1 for 31 track	3.50
38-1 for 61 track	2.10
Myers No. 3	3.00
Myers No. 4	2.50
Lanes No. 25	1.75
Wilbern, rnd. tr., No. 5	3.00

HANGERS, PARLOR DOOR—Complete with track—

Richards-Wilcox, Double.			
No. 11 with 14 ft. of track	5.00	14	7.15
Size.	No. 221	15	8.35
25	12.00	16	9.40
26	12.00	17	10.50
27	13.15	18	11.60
28	14.25		
29	15.40	Prouty, No. 5S	4.35
210	16.50	Prouty, No. 5D	8.75
Richards-Wilcox, Single.			
No. 11, with 7 ft. of track	2.50	Lanes, No. 0105	4.85
Size	No. 221	Lanes, No. 0105A	4.65
13	6.00	Lanes, No. 0105NT	3.75
		Lanes, No. 105A	9.45
		Lanes, No. 105	11.50
		Lanes, No. 105NT	7.75

HASPS—Common—

Size 20, 5-in., each, 10c; 6-in., 10c; 7-in., 10c; 8-in., 10c; 10-in., 15c. Size 30, 5-in., 10c; 6-in., 10c; 7-in., 10c; 10-in., 30c. 850, 8-in., each 15c, 10-in., 20c. Size 36, 6-in., each 20c; 8-in., 25c.

Hinge—912, 3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 25c; 10-in., 45c; 12-in., 75c.

S. C. 912—3-in., each, 20c; 4½-in., 20c; 6-in., 25c; 8-in., 35c; 10-in., 55c.

1308¼—3-in., each, 35c; 4½-in., 45c; 6-in., 60c.

Lock—20, Prouty, 75c each; 22, Prouty, 95c.

Safety—915, 3-in., doz., 20c; 4½-in., 25c each; 6-in., 35c. SC915, 3-in., 25c each; 4½-in., 30c; 6-in., 45c. 35c. SC915, 3-in., 25c each; 4½-in., 30c; 6-in., 40c. 45c each; 941J, 65c.

HATCHETS—Underhill Star, No. 10, Chicago Pat., $3.00; No. 5, Boston Pat., $3.00; No. 15 St. Paul Pat., $5.25.

Sayre—Boston, No. 30, $3.00; Chicago, No. 40, $3.25.

Flooring—Plumb, $3.25; White, $4.00.

Broad—1 Plumb, $2.25; 2, $2.50; 3, $2.85; 4, $3.25; 5, $3.75.

Bench—(single or double bevel)—8 White, $3.00; 7, $3.25; 6, $3.35; 5, $3.50; 4, $4.00.

Claw—1 Plumb, $2.00; 2 Plumb, $2.15; 3 Plumb, $2.00.

Shingling—1 Plumb or equal, $1.85; 2, $2.00; 3, $2.50.

Half—1 Plumb or equal, $2.00; 2, $2.10.

Barrel or Fruit Box—Sayre 400, $2.75; Sayre 401, $2.50.

HEADS, MOP—Cotton—No. 9, 25c each; No. 12, 35c. Linen, No. 012, 45c; No. 015, 60c; No. 018, 70c; No. 020, 75c.

HINGES—

Wrought Brass—No. 75, 85c pair; No. 76, 30c pair.

Wrought Steel—No. 1420, 2½-in., 35c pair; No. 1421, ½-in., 30c; 3 in., $1.35.

Screen—No. 5908, ⅞-inch, 65c; No. 5908, 1⅛-in., 75c; No. 5908, blued, ⅞-in., 70c.

Counter Flap—No. 9001, $1.85.

Light Tee Hinges—No. 904, 3-in., 20c; 6-in., 35c.

Extra Heavy Tee Hinges—No. 908, 4-in., 45c; 6-in., 75c; 8-in., $1.00; 10-in., $1.35; 12-in., $1.85; 14-in., $2.15.

Light Strap Hinges—No. 900, 3-in., 20c; 6-in., 40c; Heavy, No. 902, 4-in., 30c; 6-in., 50c; 8-in., 75c; 10-in., $1.15; 12-in., $1.60; 14-in., $1.85.

Heavy Galv. Strap—No. 1802½, 6-in., $1.00; 10-in., $2.25; 12-in., $3.00.

Gate Hinges—No. 124, 90c; 234-254, $1.10; 274, $1.45

Gate Latches—No. 7, 35c; 9, 40c; 14, 40c.

Hook and Eye Hinges—½-inch, 35c; ⅝-inch, $1.25; ¾-inch, $1.85.

Wrought Hook and Eye Strap Hinges—No. 10, 95c; 12, $1.10; 14, $1.25.

Chicago Floor Hinges—DB6281, 1½x 1½, $6.25; 1½x2, $8.50; 1¾x2¾, $12.50.

BUTTS—

Ball Bearing Butts—BB241F, 3½x3½, $1.75; 4x4, $1.85; 5x5, $2.25; BB241SF2, $1.75; $2.00; $2.25; BB241H, $1.75; $2.00; $2.25.

Chicago Butts, Single Acting—2002 Jap., 3-in., $2.00; 4-in., $2.40; 5-in., $2.75; 6-in., $3.45. 2252DDB and 2172AC, 3-in., $2.60; 4-in., $3.25; 5-in., $3.75; 6-in., $4.75. 2112NP, 3-in., $3.50; 4-in., $4.10; 5-in., $5.00.

Double Acting—2001J, $3.30; $3.85; $4.50; $5.60; $7.15; $10.30; $14.25. 2171AC and 2281AB, $4.30; $5.10; $6.00; $7.60; $10.00; $14.00; $19.25.

Galvanized Butts—No. 1334, 2½-in., 60c.; 3-in., 80c; 4-in., $1.40; 5-in., $2.45.

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RETAIL SELLING PRICES—Continued.

BUTTS—Continued—

Light Loose Pin Butts—289D2&F, 2x2, 40c; 3x3, 60c; 289SF2, 45c; 60c; 289N, 55c; 70c.

Plain Bevel Edge Surface Butts—165D2-F, 2½-in., 50c; 3-in., 65c; 4-in., 80c. 165SF2, 2½-in., 55c; 3-in., 65c; 4-in., 85c.

Plain Steel Butts—No. 808, 2½x2½-in., 20c; 3-in., 25c; 4-in., 45c.

Sherradized Butts—SC804Z&ZZ, 2½-in., 50c; 3-in., 60c; 4-in., $1.10; 5-in., $1.80.

Wrought Steel Butts—241D2-F, 2x2, 45c; 3x3, 55c; 4x4, 70c; 5x5, $1.40. 241SF2, 2x2, 50c; 3x3, 55c; 4x4, 70c; 5x5, $1.35; 241H, 2x2, 55c; 3x3, 60c; 4x4, 85c; 5x5, $1.85; 241N, 3x3, 65c; 4x4, 90c. 731½, 2x2, 45c; 3x3, 50c; 4x4, 70c; 5x5, $1.80. 733, 3x3, 55c; 4x4, 75c; 5x5, $1.40.

Wrought Steel Plated Butts—286D2&F, 2-in., 30c; 2½-in. 35c; 3-in., 40c. 286H, 35c; 40c; 45c. 286N, 40c; 45c; 50c.

Wrought Steel Butts—No. 804, 3x3, 35c; 4x4, 60c; 5x5, 70c.

Wrought Steel Butts—No. 838, 1¼-in., 15c; 2-in., 20c.; 3-in., 25c. No. 840, 15c; 20c; 30c.

Wrought Plated Butts—291D2&F, 2½-in., 40c; 3-in., 45c; 3½-in., 60c. 291SF2&H, 2½-in., 45c; 3-in., 50c; 3½-in., 60c. 291N, 2½-in., 50c; 3-in., 60c; 3½-in., 70c.

HOLLOW WARE—STEEL—Bailed Griddles, Cooking surface 12 inches, $1.90 each; 13 inches, $2.25; 14 inches, $2.50.

Handled Griddles—Cooking surface 9 inches, $1.30; 10 inches, $1.50; 11 inches, $1.65.

Spiders—Diameter, bottom, 8 inches, $1.10; 9 inches, $1.20; 10 inches, $1.50; 11 inches, $1.75; 12 inches, $2.00.

HOLLOW WARE—CAST—Dutch Ovens—No. 8, $4.25 each.; 9, $4.85; 10, $6.00; 11, $7.10; 3, $2.35; 2, $2.75; 1, $3.35; 0, $4.85; 00, $6.35.

Gem Pans—No. 1, $1.25 each; 3, $1.25; 6, $1.25; 10, $1.50; 11, $1.25.

Griddles—No. 7, $1.25 each; 8, $1.30; 9, $1.60; 10, $1.95; 12, $2.25; 14, $2.85; 16, $3.45.

Kettles, Stove—No. 7, Round, $3.15 each; 8, $3.65; 9, $4.50. No. 7, Flat, $3.15 each; 8, $3.65; 9, $4.50.

Skillets or Spiders—No. 4, $1.15 each; 5, $1.25; 6, $1.30; 7, $1.35; 8, $1.50; 9, $1.85; 10, $2.15; 11, $2.85; 12, $3.30.

Scotch Bowls—No. 2, $2.00 each; 3, $2.40; 4, $2.70.

Waffle Irons—No. 7, $2.35 each; 8, $2.65; 9, $3.10; 7-D, $2.85; 8-D, $3.25; 11, $3.35; 12, $5.50.

HOLLOW WARE—STEEL—Fry Pans, Acme—No. 00, 20c each; 0, 25c; 1, 30c; 2, 35c; 3, 35c; 4, 40c; 5, 50c; 6, 60c; 7, 75c.

Griddles—No. 8, $1.00 each; 9, $1.25; 10, $1.40; 12, $1.80; 14, $2.00; 16, $2.35.

Skillets or Spiders—No. 7, $1.20 each; 8, $1.35; 9, $1.45; 10, $2.00; 12, $2.35; 07, 40c; 08, 45c; 09, 60c; 1010, 70c; 012, 85c.

HOOKS AND EYES—(Price per dozen)—

	Screw Hooks Steel	Screw Hooks Brass	Screw Eyes Steel	Screw Eyes Brass
0	.60	...	.45	...
1	.50	...	.40	...
2	.45	...	.35	...
3	.40	...	.30	...
4 or 104	.30	...	.25	...
5 or 105	.25	...	.20	.75
6 or 106	.15	.75	.15	.60
7 or 107	.15	.60	.15	.45
8 or 108	.15	.45	.10	.40
9 or 109	.10	.35	.10	.35
10 or 110	.10	.30	.10	.30
11 or 111	.10	.25	.10	.25
12 or 112	.10	.20	.05	.20
13 or 113	.10	.15	.05	.15
14 or 114	.10	.10	.05	.10

Gate Hooks and Eyes—

Size	1½	2	2½	3	3½	4	6
No. 40, steel	.20	.25	.30	.40	.45	.50	.90
No. 1040, brass	.60	.75	.90	1.10	1.50	1.75	2.00

Gross lots, 85% off list.

Ceiling —	Ea.
2½-inch cast iron	.60
2¾-inch cast iron	1.35
2¾-inch, other finishes	1.50
Cast, coppered	.65
Wire, coppered	.35
Wire, Japanned	.40
Wire, tinned	.40
Wire, nickel plated	.55
Wire, brass plated	.55
Coat and Hat—	
Double, cast, heavy	.75
Single, cast	.50
Medium, cast	.90
Heavy, cast	1.00
Cast, nickel plated	.95
Cast, copper finish	1.00
Cast, brass finish	1.15
Cast, bronze, all fin	4.50
Porcelain, solid	.15
Wire, Japanned	.25
Wire, tinned	.30
Wire, nickel plated	.40
Clothes Line—	**Ea.**
Malleable iron, Jap	.10
Malleable iron, Galv	.15
Grass—	**Each**
14-in., 16-in., 18-in	.50
Bronzed	.65
12-in., enameled, green	.60
12-in., enameled, black	.75
Finest quality steel	.90
Forged tool steel	.60
Hammock—	
To screw	.15
With plate	.15
Hay Fork—	
⅝-inch pl. wr'ght steel	.30
¾-inch pl. wr'ght steel	.45
¼-inch galvanized	.15
⅜-inch galvanized	.15
7-16-inch galvanized	.20
½-inch galvanized	.25

HOSE FIXTURES—Hose Washers—¾-inch, doz., 5c; bulk, 45c lb.

Hose Couplings—Cast Brass, Common—½-inch, 30c each; ¾-inch, 30c; 1-inch, 60c. Heavy Brass, Clincher, ½-inch, 40c; ¾-inch, 40c.

Brass Hose Clamps—½-inch, 5c each; ¾-inch, 5c; 1 inch, 15c; 1¼-inch, 20c; 1½-inch, 30c; 2-inch, 35c.

Galvanized Steel Hose Clamps—½-inch, 5c each; ¾-inch, 5c; 1-inch, 10c; 1¼-inch, 20c; 1½-inch, 30c; 2-inch, 35c.

Hose Menders—Clincher, ½-inch, 20c each; ¾-inch, 20c. Sherman Seamless Brass, ½-inch, 15c; ¾-inch, 15c. Wood, ½-inch, 25c; ¾-inch, 30c. Caldwell Hose Straps, ½-inch, 2½c; ¾-inch, 3c. Caldwell Hose Strap Pliers, No. 1 for ½ or ¾-inch Hose Bands, 40c each.

Hose Nozzles—Boston, ¾-inch, $1.00 each. Magic, ¾-inch, 75c. Oakland Pattern, ¾-inch, 65c.

HOSE, GARDEN—Coupled in 50-ft. lengths—Cotton, ½-inch, 20c; ¾-inch, 23c; 4-ply, black, ½-inch, 15½c; ¾-inch, 19½c; 5-ply, black, ½-inch, 16½c; ¾-inch, 20c; 5-ply, red, ½-inch, 17c; ¾-inch, 24c.

Reels, not coupled, per ft.—Electric, corrugated, ½-inch, 25c; ¾-inch, 28c; 1-inch, 40c; Electric smooth, ½-inch, 24c; ¾-inch, 27c; 1-inch, 36c; Second Grade, ½-inch, 22½c; ¾-inch, 25½c; Third Grade, ½-inch, 21c; ¾-inch, 24c; Fourth Grade, ½-inch, 19c; ¾-inch, 22c.

IRON SHEETS—

Galvanized—	Cut Sheets	Full Sheets
10 to 20	.14	.11
20 to 30	...	.13
Black Sheets—		
10 to 16	.12	.09½
18 to 24	.12	.09½
26 to 30	.13	10½
Corrugated Sheets, Galvanized—		
26 Ga.		9.00
28 Ga.		8.50
Rockface Siding		9.00
Brickface Siding 28 Ga.		8.25

IRONS—

Plane, Stanley or Bailey—		2⅝-inch Single	1.10
1⅝-inch, Block	.75	1¾-inch Double	1.25
1¾-inch Single	.80	2-inch Double	1.35
2-inch Single	.85	2⅛-inch Double	1.45
2⅛-inch Single	.95	2⅜-inch Double	1.70
2⅜-inch Single	1.05	2⅝-inch Double	1.85

IRONS—Sad. Common, 18c lb.

Mrs. Potts—No. 50, $3.50 per set.

70, $4.25; G. Pressing, 25c lb.; T Tailors' Goose, 25c lb.; N Gasoline, $5.25 each. Handles, 35c; Asbestos No. 60, $3.00 set.

KNIVES—Hay—

Lightning, $2.25; Iwan Sickle, $3.25; Iwan Serrated, $3.25; Heaths Upright, $2.75.

KNOBS—Maple base, each, 5c; doz., 35c.

LACING—Belt—

Rawhide, Cut			
Size, ¼, per ft	.02½	2, coil	.70
Size 5-16, per ft	.03	3, coil	.80
Size ⅜, per ft	.04	0M, 1M, 2M, 3M spl.	.80
Size 7-16, per ft	.05	**Hooks**	**Doz.**
Size ½, per ft	.06	10	.05
Size ⅝, per ft	.07	8, 9	.05
Size ¾, per ft	.08	6, 7	.10
Wire			
0 and 1	.05		

LADDERS—Extension, No. 1, $1.00 foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LAMPS—Coleman Quick-Lite, Gasoline—CQ329, Eastern and Central States, $9.00; Rocky Mt. and Pac. Coast States, $9.50.

LAMPS, ELECTRIC—Hygrade, Save, B First, Whitelite, Marvel, Brite-Lite and other makes.

Type B Lamps—	Clear	Frosted
10 to 50 watts	.40	.45
60 watts	.45	.50
100 watts	1.00	1.10
Type C Lamps—	Clear	Frosted
50 watts	.65	...
75 watts	.75	.80
100 watts	1.10	1.20
150 watts	1.55	1.65
200 watts	2.10	2.25

LANTERNS—Coleman Quick-Lite, Gasoline, LQ327—East and Central States, $7.50; Rocky Mt. and Pac. Coast States, 8.00.

Note—General rise in lantern prices will be itemized next month. Ask your jobber.

LANTERNS—Dietz Tubular—

HOT BLAST

Little Star Tin Lanterns..1.50
Hi-Lo Tin Lanterns.....2.00
Victor Tin Lanterns....1.35
Monarch Tin Lanterns..1.35
O. K. Tin Lanterns.....1.50
No. 2 Royal Tin Lants..1.75

COLD BLAST

Junior Tin Lanterns....1.50
Junior Brass Lanterns..2.50
Junior Brass Nickel-plated Lanterns 2.50
No. 2 Crescent Tin Lanterns 2.10
No. 2 Blizzard Tin Lanterns 2.10
No. 2 Large Fount Blizzard Lanterns 2.00
Little Wizard Tin Lanterns 1.45
D-Lite Tin Lanterns....1.65
No. 2 Large Fount Wizard Lanterns 2.10

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RETAIL SELLING PRICES—Continued.

DASH AND WAGON

Buckeye Dash Lant'ns..2.25
Junior Wagon Lant'n...2.35
Roadster Wagon Lanterns 2.35

DRIVING

Eureka Driving, plain lens 2.50
Same with optical lens..2.65
Octo Driving, pl'n lens..4.50
Same, optical lens 5.10
Union Driving, plain lens 5.10
Same with optical lens..5.50

MILL

Watchman's Mill Lanterns, enamel fin.....2.50
Underwriter's Mill Lanterns 2.75
No. 2 Blizzard Mill Lanterns 3.75

FIRE DEPT.

King Fire Dept. Tin, enamel finish 5.10
Same, Nickel-plated on Tin 5.65
Same, all Brass ....
Same, Nickel-plated on Brass 6.50

WALL

No. 15 Wall Lanterns...3.00
No. 25 Wall Lanterns...3,15
No. 30 Beacon Wall Lanterns 3.15
No. 60 Beacon Wall Lanterns 9.00

STREET AND HANGING

Pioneer Street Lanterns, Tin 7.50
Same, Brass Founts 9.50
Same, all Brass 12.50
Pioneer Hanging Lanterns, Tin 8.10
Same, Brass Founts....11.00

PLATFORM

Imperial Platform Lanterns 13.00
No. 1 Climax Platform Lanterns 5.50
No. 2 Climax Platform Lanterns 5.65
Nos. 1 and 2 Climax Nested 11.00

UNCLASSIFIED

Police Flash Lanterns...2.00
Traffic Signal Lanterns.4.35
No. 12 Display Stand and Assortment 25.00

LEAD—Bar, 18c lb.; Calking (100 lbs.), 17c lb.; Pig (100 lbs.), 16c lb.; Sheet (full), 26c lb.; Wool, 35c lb.

LEVELS—No. 36, 12-inch, $3.35;18-inch, $4.00; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, 6.25.

Marx Aluminum—12-inch, $3.75; 18-inch, $4.50; 24-inch, $5.50; 28, $6.25.

No. 95, 24-inch, $8.00; 26-inch, $8.25; 28-inch, $8.50; 30-inch, $9.00. No. 96, 24-inch, $10.00; 28-inch, $10.50; 30-inch, $11.00.

Special Nos.—No. 0, $2.00; 15, 24 and 26-inch, $4.75; 15, 28 and 30-inch, $5.00; 25, $5.50. 34, $1.85; 4524, $5.00; 4424, $6.50; 45½, $5.25; 90, $3.75; 93, $5.00; 103, $1.00.

LIFTERS—Hot Pan—20c each. Stove Cover, wire circular handle, 15c; straight wire handle, 10c.

Transom, Coppered—¼x3-in., 55c each; ¼x4, 60c; 5-16 x4, 90c; 5-16x5, $1.05.

LINES, CLOTHES—Cotton, Braided—40-foot, 20c each; 60-foot, 25c; 50-foot, 25c; 50-foot, 35c.

Wire, Twisted—50-foot, 20 gauge, 45c each; 75-foot, 20 gauge, 60c; 100-foot, 20 gague, 70c; 50-foot, 18 gauge, 70c; 75-foot, 18 gauge, 80c; 100-foot, 18 gauge, 95c.

Wire, Solid—100-foot, 10 gauge, 95c each.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

LUGGAGE CARRIERS—BOYCO—No. 4, 46-inch, open, $3.75; No. 40, 46-inch, with end, $4.25; No. 5, 66-inch, open, $4.65; No. 50, 65-inch, with end, $5.00.

MANILA ROPE—3-16 inch to ¼-inch, 50c per lb.; ⅜-inch and larger, 45c.

MATS, DOOR—Cocoa Fibre, Fine, 14x24, $2.00; 16x27, $2.50; 18x30, $2.75.

Cocoa Fibre, Medium—16x27, $3.25; 18x30, $4.25; 20x33, $5.00; 22x36, $6.25.

Steel—15½x23½, $2.50 each; 17½x30, $3.50; 21½x36, $5.10.

Steel Matting in Rolls—Per sq. ft., $1.00.

MATTOCKS—

	Each.
Short Cutter, Standard, 5½ lbs	1.35
Long Cutter, Standard, 6 lbs	1.35
Pick, Standard, 6 lb	1.35
Handled, D E 3	1.00
Handled, C E 3½	1.65
Handled S Q 3½	1.25

MAULS—Post—10-lb., $1.50 each; 13-lb., $2.00; 16-lb., $2.50; 18-lb., $3.00; 20-lb., $3.15.
Ship or Top—28c lb
Wood Choppers'—Adze or Round Eye, 25c lb.

MILLS—Cider—

Junior 42.00
Medium 48.00
Senior 65.00
Force Feed 80.00

MOPS—Dish, Handled, No. 1, 10c each; 2, 10c; 4, 10c.

O-Cedar, Handled—No. 4, small triangle, $1.00 each; No. 3, large triangle, $1.50; No. 10B, polish, $1.50.

Self-Wringing—No. 10, $1.10 each.

MOP STICKS—No. 2, 25c each; No. 7, 40c each; No. 13, 40c each; No. 70, $1.15; Janitor's, 75c each.

MOWERS—Lawn

Great American—
15-inch 24.00
17-inch 26.00
19-inch 29.00
21-inch 32.00

Common—
14-inch 10.50
16-inch 10.75
Pennsylvania—
17-inch 36.00
19-inch 40.00
21-inch 44.00

NAILS—New Base, $5.50.

NETTING, POULTRY—Hexagon, Galvanized after Weaving—

2-inch, 20-gauge—List roll, 12 in., $2.14; 18 in., $3.08; 24 in., $3.92; 30 in., $4.68; 36 in., $5.35; 48 in., $7.13; 60 in., $8.91; 72 in., $10.69.

Sell Full Roll—12 in., $2.15; 18 in., $3.10; 24 in., $3.95; 30 in., $4.70; 36 in., $5.35; 48 in., $7.15; 60 in., $8.90; 72 in., $10.70.

Sell Cut (lin. ft.)—12 in., 1¾c; 18 in., 2½c; 24 in., 3½c; 30 in., 4c; 36 in., 4½c; 48 in., 6c; 60 in., 7½c; 72 in., 9c.

1½-inch, 20-gauge—List Roll, 12 in., $3.15; 18 in., $4.53; 24 in., $5.78; 30 in., $6.90; 36 in., $7.88; 48 in., $10.50; 60 in., $13.13; 72 in., $15.75.

Sell Full Roll—12 in., $3.15; 18 in., $4.55; 24 in., $5.80; 30 in., $6.90; 36 in., $7.90; 48 in., $10.50; 60 in., $13.15; 72 in., $15.75.

Sell Cut (lin. ft.)—12 in., 3c; 18 in., 4c; 24 in., 5c; 30 in., 6c; 36 in., 6½c; 48 in., 8½c; 60 in., 11½c; 72 in., 13c.

1-inch, 20-gauge—List Roll, 12 in., $4.95; 18 in., $7.12; 24 in., $9.08; 30 in., $10.83; 36 in., $12.38; 48 in., $16.50; 60 in., $20.64; 72 in., $24.75.

Sell Full Roll—12 in., $9.45; 18 in., $1.75; 24 in., $9.10; 30 in., $10.85; 36 in., $12.40; 48 in., $16.20; 60 in., $20.65; 72 in., $24.75.

Sell Cut (lin. ft.)—12 in., 4½c; 18 in., 6c; 24 in., 8c; 30 in., 9c; 36 in., 10½c; 48 in., 14c; 60 in., 17c; 72 in., 20½c.

¾-inch, 20-gauge—List Roll, 12 in., $8.55; 18 in., $12.30; 24 in., $15.68; 30 in., $18.71; 36 in., $21.38; 48 in., $28.50; 60 in., $35.63; 72 in., $42.75.

Sell Full Roll—12 in., $8.55; 18 in., $12.30; 24 in., $15.70; 30 in., $18.70; 36 in., $21.40; 48 in., $28.50; 60 in., $35.65; 72 in., $42.75.

Sell Cut (lin. ft.)—12 in., 8c; 18 in., 10½c; 24 in., 14c; 30 in., 16c; 36 in., 17c; 48 in., 25c; 60 in., 30c; 72 in., 35c.

NIPPERS, CUTTING—

Kraeuter's—
5-inch 1.85
6-inch 1.50
7-inch 1.85
8-inch 2.15

Bernard's—
5-inch 2.25
6-inch 2.65
7-inch 3.25

Nettleton's—
6-inch 2.00
8-inch 2.40
10-inch 2.90
12-inch 3.10
14-inch 3.75

Utica—
5-inch 1.35
6-inch 1.50
7-inch 1.85
4-inch 1.65
4½-inch 1.80
5-inch 2.00

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 5 for 5c; 5-16, 3 for 5c; ⅜, 3 for 5c; 7-16, 2 for 5c; ½, 2 for 5c; 9-16, each 5c; ⅝, each 5c; ¾, 2 for 15c; ⅞ each 10c; 1 inch, each 15c. In quantity sell at cost, plus 50 per cent.

Hot Pressed U. S. S. Square, Tapped—Size ¼, Sug. retail, 10 for 5c; 5-16, 6 for 5c; ⅜, 5 for 5c; 7-16, 3 for 5c; ½, 3 for 5c; ⅝, 2 for 5c; ¾, each 5c; ⅞, each 10c; 1-in., 2 for 25c. In quantity sell at cost, plus 50 per cent.

Wing, Tapped, U. S. S.—3-16, 25c doz.; ¼, 30c; 5-16, 35c; ⅜, 50c; 7-16, 60c; ½, 85c; ⅝, $1.75.

OAKUM—Plumbers, 20c lb.; Navy, 30c lb.; Best Unspun, 35c lb.

OIL—3-in-1, 1-oz. bottle, 20c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 35c. Household Lubricant, 4-oz. can, 25c each; 8-oz. can, 35c.

OILERS—

Copperized Steel—
13 ..... .40
14 ..... .45
14B ..... .55
15A ..... .60
16 ..... .65

Cannon Pump—Brass—
11 ..... 2.75
12 ..... 3.00
13 ..... 3.50

Cannon Pump—Tin—
1 ..... 1.75
2 ..... 2.00
2½ 2.25
3 ..... 2.25

Felloe—
3 ..... 1.75
4 ..... 1.85
5 ..... 2.00
6 ..... 2.15

Zinc, Chase's—
00 ..... .15
0 ..... .15
1 ..... .15
2 ..... .20
3 ..... .25
4 ..... .30
5 ..... .40
6 ..... .50

OPENERS (Can)—

No.	Each.
4	.10
16	.15
100	.30
140	.15
340	.30

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RETAIL SELLING PRICES—Continued.

OVENS, PORTABLE—Bess—

No.	Each.
012	5.25
055	5.75
0200	5.25
450	5.50
Perfection—	
121 G	6.25
122 G	7.50
Pinney & Boyle—	
11	3.00
18	3.75
550	5.50
700	5.50
750	6.50
755	6.75
111	3.75
118	4.50
120	6.75
218	4.00
220	7.35
318	4.50

PACKING—Sheet Rubber—Standard I. C., 50c lb.; Rainbow, 65c.
Italian Hemp—Common, 45c lb.
Square Flax, braided, 65c.
Piston Spiral—Steam, high pressure, $1.50; steam or water, low pressure, $1.

PADS—Sweat—No. 68 N12, Red Edge, 24-in., $1.00; No. 146 A 12, Blue and White Striped, $1.50.

PADLOCKS—Corbin—

No.	Each.
958	.35
2802¼	.30
2822¼	.40
2869	.75
2879	2.00
2880	2.25
2881	2.75
2883	4.00
Miller—	
1	1.35
016	.25
18	.30
18 D	.40
19	.30
21	.35
75	.40
76	.55
78	1.00
96	.55
96C	.75
121	.45
5441	.35
Slaymaker—	
1902	.55
1903	.60
9902	.70
9902 N C	.65
21090	.60
Yale—	
223	.35
225	1.00
453 J	.30
458 X	.30
563	1.75
565	2.10
585	1.50
685	1.50
645 J	.65
803	2.25
805	2.25
805½	2.50
813	2.25
815	2.35
823	2.40
833	3.00
843	3.25
853	3.50
8454	2.75

PAINT SUNDRIES—

Alcohol—(Denatured)—	
1 gallon	1.80
5 gallons	1.50
Alum—	
Pwd., less than 100 lbs., lb.	.14
Benzine—	
New cans, cased., gal.	.60
Old cans, uncsd, gal.	.40
Coal Tar—	
5-gal. Gal.	.40
1-gal. Gal.	.55
Creosote—	
Gal.	.70
Distillate—	
Light, gal.	.40
Glue—	
No. 2 Gelatine	.50
Chicago White	.50
Kalsomine, White—	
Bbls., 280 lbs.	.08
Kegs, 100 lbs.	.08½
4 25-lb. pkgs., bulk	.09
25 lbs., bulk	.09
Less 25 lbs.	.09¼
100 lbs. 5-lb. pkgs.	.09
Less 100 lbs. pkgs.	.09¼
Lamp Black—Bear Brand—	
1-S, lb. pkg.	.45
½-S	.30
¼-S	.20
Linseed Oil, Boiled—	
5's Gal.	1.11
1's Gal.	1.40
½'s ½-Gal.	.80
¼'s Qt.	.45
⅛'s Pt.	.30

Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.

Oil—	Gal.
Floor	.75
Gloss	1.50
Lard, No. 1	1.80
Lin-O-Oil	.90
Neatsfoot No. 1	2.40
Neutral	.60
Paraffine	.85
Paint, Dry Colors—	
Umber	.12
Chrome Green, Med	.20
Graphite	.06
Princess Metallic	.06
Sienna	.11
Venetian Red	.08
Yellow Ochre	.05
Painters' Petroleum—	
I-Gal. Gal.	.40
Paints, Ready Mixed—1st grade, white —	
Gals. Gal.	4.40
½-gals. ½-Gal.	2.30
Quarts Qt.	1.25
Pints Pt.	.70
½-pints ½-Pt.	.40
1st Grade, Colors—	
Gals. Gal.	4.25
½-gals. ½-Gal.	2.25
Quarts Qt.	1.20
Pints Pt.	.65
½-pints ½-Pt.	.35
2d Grade, White or Colors—	
Gals. Gal.	2.90
½-gals. ½-Gal.	1.60
Quarts Qt.	.95
Inside Floor—	
Gals. Gal.	2.90
½-gals. ½-Gal.	1.60
Quarts Qt.	.95
Porch—	
Gals. Gal.	4.25
½-gals. ½-Gal.	2.25
Quarts Qt.	1.20
Plaster Paris—	
Less sack, lb.	.03
Putty, Bladder—	
Less than 100 lbs.	.07½
Putty, Bulk—	Lb.
1-lb. cans	.15
2-lb. Cans	.12½
3-lb. Cans	.09½
5-lb. Cans	.09
10-lb. Cans	.08½
25-lb. Cans	.08
85 lb. Cans	.06½
Rosin—	
Lb.	.14
Tints, Kalsomine—	
Barrels, 280 lbs.	.09
Kegs, 100 lbs.	.09½
100-lb. bulk	.10
25-lb. bulk	.10
Less 25 lbs.	.10½
100 lbs., 5-lb. pkgs.	.09½
Less 100 lbs. 5-lb. pkgs.	.10
Turpentine—	
5's Gal.	1.10
1's Gal.	1.25
½'s ½-Gal.	.75
¼'s Qt.	.45
⅛'s Pt.	.25

Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.

PANS—Acme Frying—

No. 00, each	.20	No. 4, each	.55
No. 0, each	.35	No. 5, each	.60
No. 1, each	.40	No. 6, each	.80
No. 2, each	.45	No. 7, each	.90
No. 3, each	.50		

PAPER—ASBESTOS—1-16 and under, full roll, per lb., 20c; cut, per lb., 20c; over 1-16 full roll, per lb., 20c; cut, per lb., 20c; Asbestos Millboard, 20c per lb.

BUILDING—	P & B	Imitation P & B
No. 1-500	3.85	3.50
No. 1-1000	7.35	6.85
No. 2-500	5.75	5.00
No. 2-1000	11.00	8.80
No. 3-500	8.20	7.30
No. 3-1000	15.60	14.45

Red Resin—17-lb., $1.80; 20-lb., $1.50; 25-lb., $1.80; 80-lb., $2.25.

Black Glazed—No. 1, 500 sq. ft. roll, $1.75; 1000 sq. ft. roll $3.00; No. 2, 500 sq. ft. roll, $2.50; 1000 sq. ft. roll, $4.50; No. 3, 500 sq. ft. roll, $3.25; 1000 sq. ft. roll, $6.00

FELT—Asphalt saturated, per roll, $2.75; Deadening, per lb., 06½c.

INSULATING—No. 8, per roll, $1.75; No. 10, per roll, $2.75.

ROOFING—

Standard or Cronolite—	
1 ply square	2.25
2 ply square	2.85
3 ply square	3.50
Malthoid or Rubberoid Roofing—	
1 ply	3.25
2 ply	4.00
3 ply	4.75
Malthoid Junior	4.25
Roofing Cement—Preservative	
Bbls., per gal.	.90
5 Gal., per gal.	1.25
1 Gal., per gal.	1.35
Pint	.30

SAND AND EMERY—Per quire of sheets—

	0	½	1	1½	2	2½	3
Carborundum	.80	.95	1.10	1.30	1.50	1.75	....
B. & A.	.45	.50	.55	.60	.75	.85	.95
Aztec	.40	.45	.50	.60	.70	.75	.90
Aloxite	.80	.85	.90	1.00	1.10	1.20	1.45

SHEATHING—Red or gray 20-lb., $1.25 per roll; 25-lb., $1.50; 30-lb., $1.75.

PEAVIES—

	Socket. Maple.	Hickory.		Socket. Maple.	Hickory.
2¼x4	4.35	5.25	2¾x4½	5.25	5.75
2½x4½	4.50	5.50	5	5.35	6.00
2½x4½	4.65	5.75	3x5	6.00	6.75
2½x5	4.85	5.85			

PERCOLATORS, COFFEE—Universal—

46	4.50	74	5.50
48	5.00	76	6.00
52	4.25	79	6.75
54	4.50	714	7.50
56	5.00	464	5.75
58	5.75	466	6.25
64	5.00	469	7.00
66	5.50	474	6.25
69	6.25	476	6.75
614	7.00	479	7.50

Percolator Tops, 10c each.

PICKS—Railroad, 5-lb., $1.15 each; 6-lb., $1.25; 7-lb., $1.35; 8-lb., $1.65; 9-lb., $1.75.
Drifting—No. 1, $1.00 each; 2, $1.75; 3, $1.25; 4, $1.35;

PINS—Clothes—C—Common, 10c doz.; US—Spring, 20c; H—Hoyt's Spring, 15c.

PIPE—

	Standard Black Cut Length Pr. Ft.	Full Length Pr. 100	Galvanized Cut Length Pr. Ft.	Full Length Pr. 100	Cutting and Threading Cuts Each	Threads Each
⅛-inch	.05	4.25	.07	6.45	.04	.08
¼-inch	.05½	4.75	.08	6.95	.04	.08
⅜-inch	.05½	4.75	.08	6.95	.04	.08
½-inch	.07½	6.25	.09	7.45	.04	.08
¾-inch	.09½	7.75	.11½	9.55	.04	.08
1 -inch	.14	11.25	.18	14.10	.04½	.09
1¼-inch	.19	15.25	.23½	18.85	.05½	.11
1½-inch	.22½	18.00	.28	22.50	.06	.12
2 -inch	.31	24.50	.38	30.30	.07½	.15
2½-inch	.48	40.00	.61	49.65	.11½	.23
3 -inch	.61	52.50	.78	64.90	.15	.30
3½-inch	.84	68.00	1.17	88.50	.19	.38
4 -inch	.99	81.00	1.39	99.00	.26½	.53

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RETAIL SELLING PRICES—Continued.

PIPE—Gas and Water—Black—⅛-inch, 6c foot; ¼-inch, 6½c; ⅜-inch, 6½c; ½-inch, 8c; ¾-inch, 10½c; 1-inch, 16c; 1¼-inch, 21c; 1½-inch, 25c; 2-inch, 33c.
Galvanized—⅛-inch, 8½c per ft.; ¼-inch, 9½c; ⅜-inch, 9½c; ½-inch, 10c; ¾-inch, 12½c; 1-inch, 19c; 1¼-inch, 25c; 1½-inch, 30c; 2-inch, 41c.

PIPE, STOVE—Nested, Full Joints—3-inch, 25c joint; 4-inch, 25c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c.
4-inch, Japan, 40c; 3-inch, Galvanized, 35c; 4-inch, Galvanized, 40c; 5-inch, Galvanized, 50c; 6-inch, Galvanized, 60c.
Half Joints—5-inch, 20c joint; 6-inch, 20c.
Taper Joints—6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c.

PIPE FITTINGS—Price each—Black.

	⅛	¼	⅜	½	¾	1	1¼	1½	2
Bushings	...	.10	.10	.10	.10	.10	.10	.10	.15
Caps	.10	.10	.10	.10	.10	.10	.15	.20	.30
Couplings	.10	.10	.10	.10	.15	.20	.25	.30	.40
Crosses	...	.10	.10	.15	.20	.35	.35	.45	.70
Elbows, 90 dg.	.10	.10	.10	.10	.10	.15	.20	.25	.35
Elbows, 45 dg.	...	.10	.10	.10	.10	.15	.30	.35	.45
Elbows, red.	...	.10	.10	.10	.15	.15	.20	.25	.45
Elbows, S. O.	...	...	.10	.15	.20	.30	.40	.50	.90
Elbows, Street	.15	.10	.10	.10	.15	.15	.20	.25	.45
Floor Flanges	...	.20	.20	.25	.25	.30	.35	.45	.65
Lock Nuts	.10	.10	.10	.10	.10	.10	.15	.15	.20
Plugs	.10	.10	.10	.10	.10	.10	.10	.10	.10
*Reducers	...	.10	.10	.10	.15	.15	.20	.20	.35
Ret. Bends, Cl.	...	...	.15	.15	.20	.35	.45	.55	.80
Tees	.15	.10	.10	.10	.15	.20	.30	.50	
Tees, 4-way	...	...	.10	.15	.20	.30	.50	.70	1.15
*Tees, Red.	...	.15	.15	.15	.20	.35	.35	.45	.75
Unions	.15	.15	.20	.20	.25	.30	.40	.50	.65
Galvanized—									
Bushings	...	.10	.10	.10	.10	.15	.15	.20	.30
Caps	.10	.10	.10	.10	.10	.15	.25	.30	.45
Couplings	.10	.10	.10	.15	.20	.25	.35	.45	.55
Crosses	...	.15	.15	.25	.35	.50	.60	.80	1.25
Elbows, 90 dg.	.15	.10	.10	.10	.15	.20	.30	.35	.60
Elbows, 45 dg.	...	.10	.10	.10	.15	.25	.45	.50	.70
Elbows, Red.	...	.10	.10	.15	.20	.25	.35	.45	.80
Elbows, S. O.	...	...	.10	.15	.25	.40	.60	.75	1.30
Elbows, Street	.20	.10	.10	.15	.20	.25	.35	.40	.80
Floor Flanges	...	.40	.45	.50	.55	.60	.75	.90	1.30
Lock Nuts	.10	.10	.10	.10	.10	.15	.20	.20	.30
Plugs	.10	.10	.10	.10	.10	.10	.10	.15	.20
*Reducers	...	.10	.10	.10	.15	.20	.25	.30	.50
Ret. Bends Cl.	...	...	.20	.25	.30	.50	.75	.90	1.45
Tees	.15	.10	.15	.15	.15	.20	.35	.50	.85
Tees, 4-way	...	...	.15	.20	.25	.45	.70	1.00	1.70
*Tees, Red.	...	.20	.20	.25	.30	.45	.55	.70	1.20
Unions	.25	.25	.25	.30	.35	.45	.60	.75	.95

NIPPLES—Black—

Close	.10	.10	.10	.10	.10	.10	.10	.10	.15
Long	.10	.10	.10	.10	.10	.10	.15	.15	.15
4-inch Long	.10	.10	.10	.10	.10	.15	.15	.15	.20
5-inch Long	.10	.10	.10	.10	.10	.15	.20	.20	.25
6-inch Long	.10	.10	.10	.10	.15	.15	.20	.25	.30
Galvanized—									
Close	.10	.10	.10	.10	.10	.10	.15	.20	.25
Long	.10	.10	.10	.10	.10	.15	.15	.20	.25
4-inch Long	.15	.15	.15	.15	.10	.15	.20	.25	.30
5-inch Long	.15	.15	.15	.15	.15	.20	.25	.30	.35
6-inch Long	.15	.15	.15	.15	.15	.25	.30	.35	.40

Bushings	.25	.30	.40	.50
Caps	.45	.65	.80	1.05
Couplings	.55	.80	1.10	1.35
Crosses	1.30	2.15	2.85	4.10
Elbows, 90 degree	.70	1.10	1.45	2.80
Elbows, 45 degree	.75	1.05	1.45	2.10
Plugs	.20	.25	.40	.45
*Reducers	.60	.85	1.15	1.45
Tees	.85	1.30	1.75	2.75
Unions	1.30	1.80	3.10	3.75
8-inch long	.75	.95	1.20	1.35

NIPPLES—

Close	.30	.35	.50	.60
5-inch long	.40	.50	.80	.95
6-inch long	.50	.60	.80	.95
10-inch long	.95	1.20	1.35	1.60

*Reducers and Reducing Tees 1-inch and larger reducing to ½-inch and smaller advance 50 per cent over prices shown.

PIPE FITTINGS (STOVE)—Caps, No. C 15, 60c each; C-16, 60c each.
Dampers—No. 3, 4, 20c each; 5, 6, 25c; 7, 40c.
Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c; 7, 45c. No. 3 Adj. 4 Pc., 35c; 4, 40c, 5, 40c; 6, 45c. 3-inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. No. 3 Corg. Jap., 40c; 4, 45c.
In lots of 12 dozen, 5 per cent discount from above.
Flue Stops, Nos. 1 and 86, 20c each; 3, 20c each; 30, 20c 3, 3½ (in kegs), 35c lb.; 4, 5, 35c; 6, 7, 8, 35c; 10, 35c. Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS—Automatic—Colts' .25 Cal., $20.50 each; 25 Cal. nickel, $27.00; .32 Cal. $25.00; .38 Cal., pocket, $45.00; .45 Cal., military, $42.00.
Smith & Wesson—.35 Cal., $31.50; Savage, .32 Cal., $24.00; .380, $25.00

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., $1.25; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $13.50.

PLANES—Block-Bailey—No. 185, $2.75 each; 195, $3.00; 210, $3.15; 240, $3.60; 18, $3.50; 19, $3.60.
Block, Stanley—No. 60, $3.15 each; 60½, $3.00; 61, $2.75; 65, $3.75; 101, 55c; 102, $1.05; 103, $1.40; 110, $1.40; 120, $2.00; 130, $1.95; 131, $3.25; 203, $1.75; 220, $2.65.
Iron, Bailey—No. 2, $4.65 each; 3, $5.00; 4, $5.40; 4½, $6.15; 5, $6.15; 5½, $7.00; 6 $8.00; 7, $9.00; 8, $10.75; 3C, $5.00; 4C, $5.75; 4½C, $6.50; 5C, $6.50; 5½C, $7.25; 6C, $8.25; 7C, $9.50; 8C, $11.25.
Iron, Stanley—No. 603, $5.50 each; 604, $6.00; 605, $7.00; 606, $9.00; 607, $10.50; 608, $12.25; 604C, $6.25; 605C, $7.25; 606C, $9.25; 607C, $10.75; 608C, $10.00.
Wood Bottom, Bailey—No. 22, $3.75 each; 24, $4.00; 26, $4.00; 27, $4.75; 28, $5.25; 29, $5.25; 30, $5.50; 31, $5.50; 32, $6.25; 35, $4.75; 36, $5.25.
Rabbet—No. 10, $8.25 each; 10½, $7.00; 75, $1.00; 78, $4.25; 90, $5.00; 92, $5.00; 98, $2.50; 99, $2.50; 140, $3.75; 190, $3.75; 191, $3.50; 192, $3.25.

PLATES—GAS, HOT—No. 501, $3.75 each; 502, $6.00; 503, $9.25; 702, $8.75; 703, $12.75; 722, $9.75; 723, $13.75; 1001, $2.65; 1002, $4.35.

PLIERS—Klein's No. 201—6-inch, $3.90 each; 7-inch, $4.50; 8-inch, $4.75; 9-inch, $6.00. Bernard's No. 102—4½-inch, $1.50; 5½-inch, $1.85; 6½-inch, $2.25; 8-inch, $3.25.

PLUGS—Spark—$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, $2.25 each; 9-inch, $2.75; 12-inch, $3.25; 18-inch, $3.75; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, $6.25. 37G, 12-inch, $4.25; 18-inch, $5.25. 34V, 4-inch, $1.80; 6-inch, $2.25; 8-inch, $3.00; 10-inch, $3.35.
Wood, Stanley or Disston—No. 00, $1.50 each; 0, $1.75; 2, $2.50; 3, $3.00; 8, $3.85; 13, 26-in., $3.50; 28-in., $3.75; 30-in., $3.75. No. 15, 26-in., $4.25; 28-in., $4.50; 30-in., $4.50. No. 30, $3.75; 35, $3.25; 45½, $5.25. No. 98, 26-in., $5.00; 28-in., $5.25; 30-in., $5.50. No. 95, $3.25; 96, $10.00; 102, 80c; 104, $1.15.
Pocket, Stanley—No. 31, 2½-inch, 55c each; 3-inch, 65c; 3½-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, $2.25.
Extra Level Glasses—No. 1, 1¼ to 2-inch, 15c each; 2½-inch, 15c; 3½-inch, 20c. No. 861, 40c. No. 862, 75c. No. 871, $1.65.

POKERS, STOVE—
No. 120, Straight, 20-inch, 15c each; 126, Straight, 26-inch, 20c; 200, Bent, 20-inch, 15c; 250, Bent, 26-inch, 20c.

POINTS AND CHUCKS—

For 30 and 31	$ .75	8-inch	.95
For 35	.50	10-inch	1.10
Nos. 11 and 15, 2-in.	.55	No. 75	3.25
3-inch	.60	No. 60	1.00
4-inch	.65	No. 80	.85
5-inch	.75	No. 81	.95
6-inch	.85		

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., $1.00.

POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., $1.00.
Calol, ½ pt. 30c each; 1 pint, 45c; 1 quart, 65c; ½ gallon, $1.15; 1 gallon, $2.00; 5 gallons, $7.50.
Liquid Veneer, 4 ounce, 30c each; 12 ounce, 60c; 1 quart, $1.25.
O-Cedar—4 ounce, 25c each; 12 ounce, 50c; quart, $1.00; ½ gallon, $2.00; gallon, $3.00.
Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c; 2 pounds, $1.70; 5 pounds, $3.00.

METAL—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart, $1.25.

SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P, Satinola, 15c.

STOVE—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 25c; 10 E, Enameline, 15c.
Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 25c; 20, Black Silk, $1.75; 01, Black Eagle, 45c; 95 Black Eagle, $2.00; 4 E, Enameline, 15c; 6 E, Enameline, 15c; 75 Black Jack, 25c; 1, Rising Sun, 10c.

POTS—Fire.

Gasoline, C & L.

21	13.05	8 Quart	1.35
71	16.75	10 Quart	1.55
72	15.25	12 Quart	1.75
5	15.25	16 Quart	2.25
1	16.75	Tin	
Watering Galvanized		4 Quart	.70
4 Quart	.95	6 Quart	.90
6 Quart	1.15	8 Quart	1.15
		10 Quart	1.40

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RETAIL SELLING PRICES—Continued.

PULLERS—Nail—Rex, $1.65 each; Rex, Jr., $1.50; Red Devil, $2.50; Morrill's, $4.25; Little Giant, $2.25.

PULLEYS—Brass Screw, No. 350, ½-inch, 15c each; ⅝, 20c; ¾, 25c; 1, 30c; 1¼, 35c; 1½, 40c. No. 870, ⅝-inch, 35c each; 1, 40c.
Brass Side—No. 1150, ½ inch, 25c each; ⅝, 30c. No. 1170, ½ inch, 40c each; ⅝, 45c.
Brass Upright—No. 500, 35c each.
Clothes Line—No. 610, 2 inch, 20c each; 2½, 25c. No. 660, 20c; 670, 20c; 1610, 2 inch, 25c; 2½, 35c; 1660, 25c; 1670, 30c; 6350G, 35c; 6500G, 55c.
Hay Fork, No 1267, 60c each; 692, 60c; 796, 75c; 46, $1; 1651, for wire rope, $3.50.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, $1.00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, $4.00; 2, $4.50; 3, $5.20; 4, $5.00.

PUTTY—Per lb., 15c.

RAKES—GARDEN—Malleable, 12-tooth, 70c each; 14-tooth, 80c. Steel Straight, 12-tooth, $1.10; 14-tooth, $1.25. Steel Row, 11 and 12-tooth, $1.35; 13 and 14-tooth, $1.45; 15 and 16-tooth, $1.60. Lawn, 85c.

RASPS—Plain Horse Rasps—14-in., each $1.00; 16-in., $1.25; 18-in., $1.60.
Flanged Horse Rasps—14-in., each $1.25; 16-in., $1.50; 18-in., $2.00.
Half Round Cabinet—10-in., each $1.25; 12-in., $1.50; 14-in., $2.00; 16-in., $2.50; 18-in., $3.00.
Half Round Wood—10-in., each $1.00; 12-in., $1.25; 14-in., $1.65; 16-in., $2.25; 18-in., $2.90.
Flat Wood—10-in., each 95c; 12-in., $1.25; 14-in., $1.50; 16-in., $2.00; 18-in., $2.60.

RAZORS (SAFETY)—

No.		No.	
Eveready			
700, each	1.00	706 B, Blades, Pkg.	.40
2, each	3.00		
Gem			
800, each	1.00	800 B, Blades, Pkg.	.50
Enders			
900, each	1.00	900 B, Blades, Pkg.	.35
Durham Domino			
1000, each	1.00	1000 B, Blades, Pkg.	.50

Gillette

Old Type—		New Type —	
Brownie	1.00	New Standard, Bostonian,	
Pioneer	2.50	Richwood, Big Fellow—	
Pocket	3.00	Each	5.00
Blades—		Gold Plated	6.00
6 Blades, ½ pkg.	.50	Traveler	7.00
12 Blades, Pkg.	1.00		

AutoStrop

1, set	5.00	2541, set	5.00
15, set	6.50	600 B, Blades, pkg.	1.00
25, set	8.50	600½ B Blades, pkg.	.50
251, set	5.00		

REELS—Hose—No. 1 Wire, $1.65 each; No. 1, Wood, $3.25.

REVOLVERS—

Colts, Model	Each
Pocket Positive	30.00
Police Positive Special	32.50
Police Positive Target	35.25
Army Special	34.00
New Service	38.00
Single Action	36.75
Harrington & Richardson	
203, 223	11.50
208 B, 228 B	12.00
204, 224	12.00
204 B, 224 B	12.50
263, 273	12.50
263 B, 273 B	12.75
264, 274	12.75
264 B, 274 B	13.00
Iver Johnson—	
300, 303, 323	14.50
300 B, 303 B	14.50
304	15.00

	Each.
324 B	17.25
343, 353	17.75
343 B, 353 B	18.00
344, 354	18.00
344 B, 354 B	18.50
364 B	19.25
365 B	19.50
Smith & Wesson—	
1905 Military, Police	34.50
Regulation Police	32.50
1903 Hand Ejector	30.50
38 S. & W. Perfected	30.50
1908 Military	35.00
1911 Target	35.00
New Departure 38	30.50
Marlin—	
20 TD—Octagon Brl.	18.50
27 TD—Round Brl.	21.80
TD—Octagon Barrel	24.55
29 TD—Round Brl.	15.60
1897 TD—Round Brl.	22.75
TD—Octagon Barrel	24.80
Remington—	
4 TD—Octagon Brl.	15.54
6 TD—Round Brl.	10.46
8 A TD—Round Brl.	73.27
12 TD—Round Brl.	28.48
TD—Octagon Brl.	31.95
14 A TD—Standard	58.36
TD—Carbine	57.25
16 A TD—Standard	44.61
Savage —	
1899 250 3000	.60.00
1899 TD, Feath'wt	55.00
189 SF	48.00
1904 TD, Single shot	9.75
1914 TD, Hammerless	38.50
Stevens—	
Little Scout	7.50
Crack Shot	9.50
Marksman	11.00
Favorite	13.00
70 TD, .22	19.00
1919, .22	36.75
Winchester—	
1886 SF—Round Brl.	49.00
TD—Round Brl.	64.80
1890 TD—Oct. Fancy	57.50
TD—Oct. Plain	31.50
1892 SF—Round Brl.	37.50
SF—Oct. Brl.	39.40
TD—Oct. Brl.	45.75
SW—Carbine	33.55
1894 SF—Round Brl.	40.85
SF—Oct. Brl.	42.60
SF—Carbine	36.85
TD—Oct. Brl.	54.50
1895 SF	58.15
1895—Govt. Model	58.15
1895 TD	67.10
1902 TD—22	10.50
1903 TD—Plain	44.80
1903 TD—Fancy	69.00
1904 TD .22	12.60
1906 TD	28.55
1907 TD	61.50

RIFLES—No. and Model—

Daisy Air—	Each
25	5.25
40	5.25
3	3.15
30	2.95
11	2.35
12	2.00
King Air—	
4	2.95
5	3.15
21	2.00
22	2.35
304 B	17.25
323 B	17.00
324	17.00

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 98. 10c box.
Copper—With Burrs—

Size.	½ Lbs.	Lbs.	Size.	½ Lbs.	Lbs.
7—St'r Lgths.	.30	.55	7—Asst.	.30	.55
8 "	.30	.55	8 "	.30	.55
9 "	.30	.55	9 "	.30	.55
10 "	.30	.55	10 "	.30	.55
12 "	.30	.55	12 "	.30	.55

Copper Iron, with Burrs—08 Asst., 20c, ½-lb. box; 010, 25c.

RIVETS—Tinners—Black, all sizes (in kegs), 20c lb. Tinned, 8, 3½ (in kegs), 30c lb.; 4, 5, 30c; 6, 7, 8, 25c; 10, 25c.

RODS, CURTAIN—No. 2, ¾-in., Steel, Brass Covered, 15c ft.; 3, ⅞-inch, Steel, Brass Plated, 10c; 30, 1-in., Wood, Brass Covered, 30c; 1½-in., Wood, Brass Covered, 35c.

ROOFING—(See Paper).

ROPE—Cotton, Thread—3-16, 40c; ¼ to 5-16, 55c lb.; ⅜ to ¾, 55c; ⅞ to 1, 45c.
Manila—Base, 22c lb.
Sisal—Base, 20c lb.

RULES—Boxwood—Lufkin, Stanley—No. 171 (36), 65c each; 372 (36½), 90c; 386 (32), 95c; 388 (32½), $1.35; 465 (69), 25c; 651 (68), 35c; 702 (18), 50c; 751 (61), 40c; 761 (63), 50c; 762B (7), $1.35; 771 (84), 85c; 780 (62½), $1.00; 781 (62), $1.00; 861A (53½), $1.00; 862C (83½), $1.50; 871 (52), 90c; 881 (54), $1.10; 3851 (66½), 75c; 3861 (66¼), 85c; 3881 (66¾), $1.85.
Rules, Steel—No. 17, Blacksmiths, 90c each; 041, Pocket, 25c; 1131, 1141, Zig-Zag, 25c; 1132, 1142, Zig-Zag, $1.35; 1143, Zig-Zag, $2.00.

RULES, ZIG-ZAG—Lufkin, Stanley—No. 804F, 40c each; No. 806F, 60c; 8513 (03), 30c; 8514 (04), 40c; 8515 (05), 50c; 8516 (06), 65c; 8518 (08), 80c; 8523 (403F), 30c; 8524 (404F), 40c; 8525 (405F), 50c; 8526 (406F), 65c; 8613 (103), 35c; 8614 (104), 45c; 8615 (105), 55c; 8616 (106), 65c; 8624 (854F), 45c; 8626 (856F), 65c.

SAWS—One Man—Cross-cut—

	Disston		Chinook	Royal Chinook
3½ ft.	4.75	5 ft.	8.25	.....
4 ft.	5.25	5½ ft.	8.50	.....
4½ ft.	6.00	6 ft.	9.25	11.50
5 ft.	6.75	6½ ft.	10.50	13.00
5½ ft.	7.00	7 ft.	11.50	14.00
		7½ ft.	12.50	15.25

Atkins Crosscut Nos. 51, 52, 545, and Simonds Falling, same price as Royal Chinook.

SAWS—Hand—

5 Simonds, 12 Disston or 69 Atkins		No. 10 Simonds or 7 Disston	
18 inch	2.70	18 inch	2.65
20 inch	4.00	20 inch	2.85
22 inch	4.35	22 inch	3.10
24 inch	4.70	24 inch	3.40
26 inch	5.10	26 inch	3.60
28 inch	5.50	28 inch	4.00
No. 8 Simonds, D8 Disston or 51 Atkins		No. 120 Disston or 4 Simonds	
18 inch	2.90	26 inch	6.20
20 inch	3.25	28 inch	6.60
22 inch	3.65	**No. 112 Disston**	
24 inch	3.75	26 inch	5.25
26 inch	3.95	28 inch	5.60
28 inch	4.45	No. D 100 or No. D 20 Disston	
		26 inch	4.35
		28 inch	4.85

SAWS—Miscellaneous—

Back Saws		Compass No. 2	
12 inch	3.00	12-inch	.85
14 inch	3.25	14-inch	.90
16 inch	3.50	16-inch	.95
22-inch	4.00	**Kitchen No. 2**	
24-inch	4.25	12-inch	.55
26-inch	4.75	14-inch	.65
28-inch	5.50	16-inch	.75
Butcher No. 10		**Mitre**	
16-inch	1.90	24-inch	5.25
18-inch	2.00	26-inch	5.75
20-inch	2.15	28-inch	6.50
22-inch	2.25		

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RETAIL SELLING PRICES—Continued.

SAWS—MISCELLANEOUS—Continued—

Nest, Complete

No. 3..... 2.50

Pruning

No. 50 California, 12 in. 1.35

No. 50 California, 14-in. 1.40
No. 51 California, 12-in. 1.80
No. 51 California, 14-in. 1.90
Disston, No. 9, 14-inch. 3.00
Disston, No. 10, 14-inch 3.25

Buck—

Com Sgl Brace V tooth..... 1.75
Com Dbl Brace Tuttle tooth..... 2.50
Com Dbl Brace V tooth..... 2.75
No. 150 Special 1.95

SAW CLAMPS—No. 3, $2.50; 0, $1.35. Perfection, No. 1W, $2.50; No. 3W, $3.25; No. 2W, $3.50; No. 11, with Guide, $3.25; Bishop's No. 750, 85c; Stearns' No. 105, $2.75; No. 200, $1.75; N33, $2.25; No. 3, Disston, $4.50.

SAW SETS—

201 G & P..... 1.50
Spec. Morrill 2.00
105 Morrill ..... .60
1 Morrill 2.00
10 ..... 1.20
77 ..... 1.00

X CUT—

Morrill No. 3..... 1.30
Baker No. 3..... 2.35
Colonial 1.40
7 Taintor 2.00
28 Triumph 1.65
Hammer ..... .85
Lever ..... .25
Morin No. 2..... 4.75
Morin No. 2½..... 6.00
Morin No. 3..... 2.00

Setting Tool Disston—

No. 100..... .80

No. 4 Setting Blocks—

No. 4 Blocks, Morin.. 1.85
Swages No. 0 Disst... 4.75
Swages, Whitings.... 1.00
Atkins, Rex 1.00
Atkins, Excelsior..... .85

SAW TOOLS—

Clipper Outfit ..... .75

Morrill's Raker Gauge—

No. 1..... 1.50
No. 6..... 2.25
No. 9..... 2.50
Atkins Raker Swage.. .45
5-M Tooth Gauge..... .25
Jointers Pikes Perf... .75
Jointers No. 7 Sterns. .70

SCALES—Family, testing without scoop, $3.75; with scoop, $4.50; Peddlers' glass sash, $6.00; glass sash with chains, $6.50; brass dial, $7.25; brass dial with chains, $7.50.

Spring Balance, No. 50, 25c each; 51, 50c; family, $6.50; No. 202, $6.50.

SCISSORS—Cast—No. 10, 60c each; No. 44, 7½ inch, 60c; 8½ inch, 65c; 240, 4 inch, 25c; 4½ inch, 30c; 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; 320, 85c; 350, 75c.

Wiss—No. 14 B H, $1.45 each; 54½, 95c; 55, $1.00; 55½, $1.05; 56, $1.10; 56½, $1.15; 57, $1.20; 154½, $1.15; 155, $1.20; 155½, $1.25; 156, $1.30; 156½, $1.35; 157, $1.45; 364, $1.20; 364½, $1.25; 365, $1.30; 366, $1.45; 463, $1.05; 463½, $1.10; 464, $1.15; 573, $1.45; 573¾, 1.60; 574¼, $1.70; 663, $1.45; 663½, $1.60; 664, $1.70; 763, $1.05; 763½, $1.10; 764, $1.15; 764½, $1.20; 765, $1.25; 765½, $1.30; 766, $1.35; 773, $1.15; 773½, $1.20; 774, $1.25; 814, $1.25; 814½, $1.30; 815, $1.35; 815½, $1.40; 816, $1.50.

SCOOPS—Common Hollow Back—Black—No. 2, $2.15 each; 3, $2.25; 4, $2.35; 5, $2.45; 6, $2.55; 7, $2.65; 8, $2.75; 9, $2.85; 10, $3.00.

SCREENS—Adjustable—Window—Wabash, Wood Frame, 15x33, 80c; 18x33, 90c; 24x33, $1.15; 30x33, $1.45; 24x37, $1.25; 28x37, $1.50.
Sherwood, Steel Frame—18x33, $1.20; 24x33, $1.35; 24x37, $1.50; 30x37, $1.75.

SCREWS—Cap and Set—

Machine, Brass, Flat or Round Head—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Size.	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.20	.25	.30	.35	...
4	.25	.30	.35	.40	.45
6	.30	.35	.40	.45	.55
8	.50	.55	.60	.70	.80
10	.70	.75	.90	1.00	1.25
12	.90	1.00	1.15	1.25	1.50
14	1.15	1.30	1.50	1.70	2.00
16	1.75	1.95	2.10	2.30	2.65
18	2.20	2.50	2.75	2.95	3.45
20	2.75	3.00	3.30	3.60	4.20

Size.	1¼-in.	1½-in.	1¾-in	2-in.
4	.50	.70	....	....
6	.75	.90	1.15	1.40
8	.95	1.15	1.40	1.65
10	1.40	1.60	1.85	2.10
12	1.75	1.95	2.25	2.55
14	2.25	2.50	2.80	3.10
16	3.00	3.30	3.75	4.20
18	3.80	4.15	4.65	5.15
20	4.80	5.40	6.00	6.60

Iron, Flat or Round Head—

Size	⅜ in	½ in	⅝ in	¾ in	1-in
2	.20	.20	.20	.20	...
4	.20	.20	.20	.20	.25
6	.20	.20	.25	.25	.30
8	.25	.25	.30	.30	.35
10	.35	.35	.40	.45	.50
12	.40	.45	.45	.50	.55
14	.50	.50	.55	.55	.65
16	...	.65	.65	.70	.80
18	...	...	.90	.95	1.05
20	...	...	...	1.15	1.25

Size.	1¼-in.	1½-in.	1¾-in	2-in.
4	.30	.35	...	...
6	.35	.40	.50	.60
8	.40	.45	.55	.65
10	.60	.70	.80	.90
12	.65	.75	.85	.95
14	.75	.85	.95	1.15
16	.90	1.10	1.30	1.55
18	1.25	1.50	1.70	1.90
20	1.50	1.70	1.90	2.10

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

U. S. S. Thread, Iron—

Length	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.30	.30	.35	.40	.50
⅞	.30	.30	.35	.45	.50
1	.30	.30	.35	.45	.55
1¼	.30	.35	.40	.50	.60
1½	.35	.35	.40	.50	.65
1¾	.35	.40	.45	.55	.70
2	.40	.45	.50	.60	.75
2¼	.45	.50	.50	.65	.80
2½	.50	.55	.55	.70	.80
3	.55	.60	.65	.75	.95
3½	...	...	...	.90	1.10
4	...	...	...	1.00	1.25

Length	⅝-in.	¾-in.	⅞-in.	1
1	.85	1.15	1.65	....
1¼	.85	1.15	1.65	....
1½	.90	1.25	1.65	....
1¾	.95	1.30	1.80	2.05
2	1.05	1.40	1.90	2.25
2¼	1.15	1.50	2.00	2.50
2½	1.25	1.60	2.15	2.65
3	1.40	1.85	2.35	3.05
3½	1.55	2.15	2.70	3.50
4	1.80	2.45	3.00	3.90

S. A. E. Thread, Steel—

Length	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.30	.35	.45	...	...
⅞	.35	.40	.45	.60	.65
1	.35	.40	.45	.65	.65
1¼	.35	.45	.50	.65	.75
1½	.40	.45	.50	.75	.80
1¾	.45	.50	.55	.80	.85
2	.45	.55	.60	.85	.95
2¼	.55	.60	.65	.90	1.00
2½	.60	.65	.70	1.00	1.10
2¾	.65	.70	.75	1.05	1.15
3	.70	.75	.80	1.10	1.20
3½	.80	.90	.95	1.25	1.40
4	.90	1.00	1.10	1.40	1.55

Length	9-16-in.	⅝-in.	¾-in.
1	1.10	....	....
1¼	1.10	....	....
1½	1.15	1.30	1.55
1¾	1.20	1.45	1.65
2	1.30	1.55	1.75
2¼	1.40	1.65	1.85
2½	1.55	1.75	2.00
2¾	1.65	1.90	2.15
3	1.70	2.00	2.35
3½	1.95	2.30	2.70
4	2.25	2.65	3.00

Square Head, V or U. S. S. Thread—

Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.

Length	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
½	.20	.20	.25	.30	.30
¾	.20	.20	.25	.30	.30
—	.20	.25	.25	.30	.30
1	.20	.25	.20	.30	.30
1¼	.25	.25	.25	.35	.35
1½	.25	.25	.25	.30	.35
1¾	.25	.25	.30	.30	.45
2	.25	.30	.30	.40	.50
2¼	.30	.30	.35	.50	.60
2½	.35	.35	.40	.55	.65
3	.45	.45	.50	.65	.70
3½	...	...	...	.70	.85
4	...	...	...	.75	1.00

Length	⅝-in.	¾-in.	⅞-in.	1-in.
¾	.40	...	...	...
⅞	.45	...	...	...
1	.50	.80	...	...
1¼	.55	.90	1.25	...
1½	.65	1.00	1.35	1.80
1¾	.70	1.05	1.45	1.95
2	.75	1.10	1.55	2.10
2¼	.80	1.15	1.60	2.25
2½	.85	1.25	1.85	2.45
3	1.00	1.45	2.00	2.75
3½	1.10	1.60	2.30	3.00
4	1.20	1.80	2.55	3.40

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full packages price shown.

Wood—Brass, Flat or Round Head—

	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0	.50	.50	.55	...	...	...	...
1	.50	.50	.55	.55	...	...	...
2	.50	.55	.55	.60	.65	.80	...

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WOOD SCREWS—Continued—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
3	.55	.55	.60	.65	.70	.85	.95
4	.55	.60	.65	.70	.75	.90	1.00
5	.60	.65	.70	.75	.80	.95	1.05
6	...	.70	.75	.80	.85	1.00	1.10
7	...	.75	.80	.90	.95	1.05	1.20
8	...	.85	.95	1.05	1.15	1.25	1.40
9	...	...	1.05	1.20	1.30	1.40	1.60
10	...	...	1.20	1.35	1.50	1.65	1.75
11	...	...	...	1.50	1.70	1.90	2.05
12	...	...	...	1.70	1.90	2.10	2.30
13	...	...	...	1.90	2.10	2.30	2.55
14	...	...	...	2.10	2.30	2.55	2.85
15	...	...	...	2.30	2.55	2.85	3.15
16	...	...	...	2.55	2.85	3.15	3.75

Size	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3	1.20	....	....	....	....	....	....
4	1.25	1.65	....	....	....	....	....
5	1.30	1.70	....	....	....	....	....
6	1.35	1.75	....	....	....	....	....
7	1.40	1.80	2.25	2.95	....	....	....
8	1.60	1.85	2.80	3.00	....	....	....
9	1.80	2.05	2.35	3.05	....	5.30	....
10	1.95	2.40	2.65	3.10	3.95	5.35	....
11	2.30	2.60	3.00	3.45	4.10	5.40	7.85
12	2.60	3.00	3.40	3.85	4.45	5.45	7.90
13	3.00	3.35	3.75	4.25	4.95	5.55	7.95
14	3.30	3.75	4.15	4.75	5.50	6.05	8.00
15	3.70	4.80	4.85	5.50	6.05	6.70	8.20
16	4.05	4.70	5.35	5.85	6.75	....	....
17	....	5.15	5.90	6.40	7.30	....	....
18	....	6.10	7.00	7.80	8.65	....	....

Flat Head, Bright—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0 to 2	.30	.30	...	...	...	...	...
3	.30	.30	.30	.30	.30	.30	.35
4	.30	.30	.30	.30	.30	.30	.35
5	...	.30	.30	.30	.35	.35	.35
6	...	.30	.35	.35	.35	.35	.40
7	...	.35	.35	.35	.35	.40	.40
8	...	.35	.35	.40	.40	.40	.45
9	...	.40	.40	.40	.40	.45	.45
10	...	...	.45	.45	.45	.45	.50
11	...	...	.45	.50	.45	.50	.55
12	...	...	.50	.50	.50	.55	.60
13	...	...	...	.55	.55	.60	.65
14	...	...	...	.55	.60	.65	.70
15	...	...	...	...	.65	.70	.80
16	...	...	...	...	.75	.80	1.00
17	...	...	...	...	...	...	1.10
18	...	...	...	...	...	...	1.15
20	...	...	...	...	...	...	1.40

Size	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3	.35	.40	...	...	...	...	...
4	.40	.40	...	...	...	...	...
5	.40	.45	.50	.60	.65	.75	...
6	.45	.45	.55	.60	.65	.80	1.15
7	.45	.50	.60	.60	.70	.85	1.20
8	.45	.55	.60	.65	.70	.90	1.25
9	.50	.55	.65	.65	.75	.95	1.25
10	.55	.55	.65	.70	.80	.95	1.30
11	.55	.60	.70	.75	.85	1.00	1.30
12	.60	.65	.75	.80	.90	1.05	1.35
13	.70	.75	.80	.90	.95	1.10	1.35
14	.75	.80	.90	1.00	1.05	1.15	1.40
15	.85	.95	1.05	1.10	1.25	1.35	1.55
16	1.00	1.15	1.15	1.25	1.40	1.45	1.70
17	1.10	1.30	1.40	1.50	1.55	1.70	1.95
18	1.35	1.55	1.60	1.70	1.85	1.90	2.20
20	1.60	1.75	1.80	1.95	2.15	2.35	2.60

Round Head, Blued—Sell at 10 per cent ad ance over prices shown for Flat Head, Bright.

SAFETY SET—(Bristo)—
¼-inch, 10c each; 5-16, 10c; ⅜, 10c; 7-16, 10c; ½, 12½c; ⅝, 15c; ¾, 20c; ⅞, 25c; 1-inch, 35c.

SCREWS—Lag—Gimlet Point, Square Head—30% below.

	¼, 5-16-in.		⅜-in.		½-in.		⅝-in.		¾-in.	
	10	100	10	100	10	100	10	100	10	100
1	.25	1.90	....	....	....	....	....	....	....	....
1¼	.25	1.90	....	....	....	....	....	....	....	....
1½	.25	1.90	.30	2.30	....	....	....	....	....	....
1¾	.25	2.10	.30	2.50	....	....	....	....	....	....
2	.25	2.10	.30	2.55	.45	3.50	.60	5.00	....	....
2½	.25	2.25	.35	2.75	.45	3.80	.65	5.50	....	....
3	.30	2.40	.35	3.00	.50	4.10	.70	5.95	1.00	8.40
3½	.30	2.60	.40	3.20	.55	4.45	.75	6.40	1.10	9.00
4	.35	2.75	.40	3.40	.55	4.75	.80	6.80	1.15	9.60
4½	.35	2.95	.45	3.65	.60	5.00	.85	7.25	1.25	10.20
5	.40	3.10	.45	3.85	.65	5.35	.90	7.65	1.30	10.80
5½	.40	3.25	.50	4.05	.70	5.65	1.00	8.10	1.40	11.40
6	.40	3.45	.50	4.30	.75	5.95	1.05	8.50	1.45	12.00
6½	...	...	.55	4.50	.75	6.25	1.10	8.95	1.55	12.60
7	...	...	.55	4.70	.80	6.55	1.15	9.35	1.60	13.20
7½	...	...	.60	4.95	.80	1.65	1.20	9.80	1.65	13.80
8	...	...	.65	5.20	.85	7.20	1.25	10.20	1.70	14.35
9	...	...	...	...	.95	7.80	1.35	11.05	1.85	15.55
10	...	...	...	...	1.00	8.40	1.45	11.90	2.00	16.75
12	...	...	...	...	1.15	9.60	1.65	13.60	2.30	19.15

SCREW DRIVERS—Machinists', No. 51, 50c each; 51½, 85c; 52, 85c; 52½, $1.25; 53, $1.15; 53½, $1.65; 54, $2.65; gauge, 15c; 10c full sheet.

Yankee Ratchet—No. 11, 2-inch, 75c each; 3, 95c; 4, $1.00; 5, $1.15; 6, $1.25; 8, $1.50; 10, $1.75; 12, $1.15; 15, 2-inch, 85c; 3, 90c; 4, 95c; 5, $1.00. No. 30, $3.50; 31, $4.75; 35, $2.65; 60, $1.15; 130, $4.00.

SCREW DRIVERS—G & P.—1¾, 40c; 3, 40c; 4, 50c.

SCYTHES—Bush—

No.	Each.
400	2.50
450	2.35

Weed—

300	2.50
350	2.35

Grass—

No.	Each.
200	2.50
250	2.35
100	2.50
150	2.35

SHEETS—IRON—Galvanized—10 to 16, 11½c; 18 to 24, 12c; 26 to 27, 12½c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., $3.25; Galv., 26, $12.00; 28, $10.50. Rockface Siding, $11.50.

SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 15c; 10c full sheet.
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 16c; 12c full sheet.

SHIELDS—Lag Screw — Expansion — SEBCO—Per hundred list.

3-16 inch	13.00	⅛	38.00
¼	15.00	⅜	45.00
5-16	18.00	½	65.00
⅜	35.00	⅝	95.00
7-16	32.00	1	110.00

SHINGLES—Tin, 5x7, $3.00; 7x10, $6.00.

SHOT—Air Rifle, bulk, 20c lb.; 4 and 5-oz. tubes, 10c tube. Balls, Nos. 0, 00, 000, 20c lb. Buck Nos. 1, 2, 3, 20c lb. Drop, Nos. 1 to 12, B, BB, BBB, 20c lb. Chilled, 3 to 9, 20c.

SHOVELS—D or Long Handle, Round or Square Point—Plain Back Black—4th Grade, $2.00 each; Carter's, $2.50; Ames, $2.75.
Plain Black Polished—4th Grade, $2.10 each; Carter's, $2.65; Ames, $3.00.
Riveted Strap Back Black—Ames, $2.65 each.
Riveted Strap Back Polished—4th Grade, $2.60 each; Ames, $2.75.
Solid Socket—Maynard—Black, $2.75 each; Polished, $3.00.
Fire, Sheet Steel—Jumbo, 35c each; 54, Japanned, 20c; 56, Japanned, 25c; 280, Galvanized, 20c.
Special—Northwest—Pacific, $2.00 each; Occident, $2.35; Maynard Patr., $2.60; Genuine Mayn, $2.75; Chester, $2.00.

SLEDS—Hand and Coaster—

Flexible Flyer—	
No. 1	4.25
No. 2	5.00
No. 3	6.50
No. 4	7.00
No. 5	9.50
Jr. Racer	5.50
Racer	6.75
Fire Fly—	
No. 9	2.75
No. 10	3.25
No. 11	4.00
No. 12	4.50
Racer	4.75

SMOOTH-ON—75c lb.

SOLDER—½ and ½, 45c lb.; No. 1, 90-100, 45c; Wiping, 40-60, 50c; Wire, 50-50, 50c; Electrical Wire, 40-60, 55c.

SPARKERS—Red Seal—No. A141, $3.00; A152, $3.65; A162, $4.35.

SPORTING GOODS—

	Each
Official Baseballs	2.50
Second Grade Baseb'ls	2.00
Playground B. B., Out or Plain Seam—	
14-inch	3.00
12-inch	2.75
Baseball Bats, league	1.75
Baseball Masks,	10.00
Chest Protectors	8.50
Official—	
Rugby Footballs	10.00
Soccer Footballs	12.00
Basketballs	15.00
Volley Balls	8.00
Handballs	.35
Boxing Gloves, 8-oz.	13.50
Striking Bags	9.00
Championship Tennis Balls	.55
Best Grade Rackets, Sutton	12.00
Cotton Gym Shirts	.75
White Running Pants	1.00
Bike Jockey Strap	.75
Rubber Soled Tennis Gym Shoes	1.95
Rubber Soled Tennis or Gym High	2.25
Basketball Shoes	5.00

SPRAYERS—Myers' Bucket Pump, 8 lbs., $12.50 each; 6 lbs., $7.50. Hand—Faultless, 70c each; Misty, 85c. Knapsack—Kant Klog, $7.50; Perfection, $9.00; Utility, $7.25.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254 $8.00; Barnes, 276, $12.30; Little Giant, 827½, $7.25; Acme Pressure 345, $9.00; Defiance, No. 324, $10.00.

SPRINGS, DOOR—Coiled 16-inch, Japanned Spring, ¼-inch, 15c; 9-32, 15c; 11-32, 15c; 13-32, 15c; ½, 20c. Faultless, Tight No. 12 Steel Wire, 16-inch, 45c each. Victor, Adjustable Tension, 9-inch; 20c each; 10-inch, 25c; 11-inch, 35c; 12-inch, 50c. Reliance, Extra Heavy Ratchet Tension, 10 inch, 60c each. Warner's Coppered Steel Wire for screen doors, each 25c. Torrey Screen Door, 39 in. steel rod, 40c.

SPRINKLERS, LAWN—
Perforated Tube, Dew Drop, 7 feet long, brass, $3.25 each; 8 feet, $3.65; 8 feet, galvanized, $2.85.
Pluvius—Revolving Brass Spoon, $1.15 each; Revolving Arms, 6-inch, $1.35; Revolving Arms, 11-inch, $2.50.
Ring—5¼-inch diameter, 75c each; 8¼-inch, $1.25.
Rose—3-inch perforated oblong plate spray, $1.00 each.

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RETAIL SELLING PRICES—Continued.

SPRINKLERS, LAWN—Continued—

Ross—Perforated oblong plate spray, $1.00 each.
Thompson's—Twin, 40c each; Fountain, 50c; Fan, 25c; Simplex Circle, 40c; Shower, 50c; Peerless, 55c.
Will's Galvanized Pipe—6 feet, $2.50 each; 7 feet, $3.00, 8 feet, $3.25.

STAPLES—Fence Wire—Polished, 10c lb.; galvanized, 10c. Poultry Wire, ¾-inch, 15c lb.

STEEL—Mild—See Iron. Tool, 22c; Drill, Co., 20c.

STONES—Corborundum—No. 76, 50c; 107, $2.00; 108, $2.25; 109, $1.75; 110, $2.00; 111 $1.85; 112, $1.00; 113, $1.00; 115, $1.75; 116, $1.75; 117, $1.75; 118, $1.50; 119, $1.50; 120, $1.50; 21, $1.25; 122, $1.25; 123, $1.25; 124, $1.00; 130, 75c; 131, 75c; 142, 75c; 143, 75c; 144, 75c; 45, 50c; 146, 50c; 147, 50c.

Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, $1.00; 25, 15c; 37, 25c; 40, 25c; 42, 35c; 48, 50c; 51, $1.00; 52, $1.25; 53, $1.50; 54, $1.00; 55, $1.25; 56, $1.50; 59, 15c; 60, $1.75; 62, $2.25; 66, $2.75; 68, 3.75; 78, 50c; 80, 60c; 86, 75c; 88, $1.00; 92, 50c; 94 60c.

Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

STOVES—Oil Heating, Perfection—No. 520, $8.50 each; 560, $11.00; 660B, Blue, $13.50; 660W, White, $15.00.

Boyle (Airtight)—No. 16, $3.00 each; 20, $4.00; 22, $7.25; 122, $8.65; 418, $9.50; 518, $12.75; 818, $16.00; 918, $18.50; 1018, $5.25; 1818, $7.50; 1518, $14.25; 1618, $20.25; 1718, $22.50; 1818, $26.25.

STRIP—Weather—Rubber, ⅛-inch, 5c ft.; ¾-inch, 7c ft. Felt, ⅛-inch, 5c ft.; ¾ inch, 10c.

SWEEPERS, CARPET—Bissell's American Queen, $6.75; Club, $12.00; Elite, $7.50; Gold Medal, $6.25; Grand Rapids (Nic.), $6.00; Grand Rapids (Jap.), $5.50; Grand (Jap.), $7.50; Parlor Queen, $7.00; Princess, $6.25; Prize, $6.25; Universal (Nic.), $5.75; Universal (Jap.), $5.25.

Vacuum—Superba, $18.00; Grand Rapids, $11.00; Household, $9.00.

On account of the freight, retail prices 50 cents higher will prevail in the following Western and Southern States: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Tex., Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.

SWEEPERS, TOY—Little Daisy, 25c (30c in west and south); Little Queen, 50c.

TACKS—Bill Posters'—No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c. Carpet—Cut, ¼-lb. papers—No. 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire, ⅛-lb. papers—No. 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10 10c; 12, 10c. Wire in bulk—No. 3, 30c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c.

Gimp—⅛ lb. box, 2½, 10c; 3, 10c; 4, 10c. ¼ lb., 6, 10c; 8, 10c.

Upholsterers—Cut, ⅛ lb. papers—No. 1½, 10c box; 2, 10c; 3, 10c; 4, 10c. ¼-lb., 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. Cut, in bulk, No. 3, 35c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c; 12, 30c.

Double Pointed—Blued, ⅛ lb. papers. No. 9, 5c box; 10, 5c; 11, 5c; 12, 5c. Blued in bulk, No. 9, 35c lb.; 10, 30c; 12, 30c.

TAPES—MEASURING—(Lufkin)—(Starrett)—

Asses' Skin No.	Each	Steel No.	
710	.60	100	5.65
713	.75	103	8.50
715	1.10	200	6.25
716	1.35	203	10.00
730	.75	205	14.50
733	1.25	206	17.50
735	1.50	240	4.75
736	1.85	243	5.75
		245	7.75
Metallic		246	10.00
500	3.25	260	5.25
503	4.50	263	6.35
505	5.65	265	8.50
506	7.25	266	11.00
		550	5.00
Pocket		553	6.00
143	.80	555	8.00
145	1.00	556	10.00
165	.25	1240	4.75
3143	.55	1243C	5.65
		1260	5.00
		1263	6.25

Asses' Skin Case—25, 65c; 50, 85c; 75, $1.15; 100, $1.85.

TAPE—Friction—⅛ lb., 50c; 2 oz., 15c; 1 oz., 10c.

TENTS—Single Filling—

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
7x7	14.80	17.30	16x18	57.25	67.35
7x9	17.55	20.45	16x20	63.10	73.65
9x9	20.25	23.70	16x24	71.85	83.60
9½x12	28.85	27.85	16x30	86.95	101.30
12x14	32.00	37.35	A or Wedge—		
12x18	39.50	46.15	5x7	9.25	10.75
14x16	42.00	49.30	7x7	11.65	13.60
14x20	52.15	60.60	7x9	13.95	16.35

Flys Half Price of Tents.

Wagon Covers—Single Filling —

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
10x14	8.85	11.10	12x16	12.90	15.90
10x16	10.15	12.70	12x18	14.35	17.90

Stockmen's Bed Sheets—Single Filling —

Size	8-oz.	10-oz.	12-oz.
6x12	5.00	6.50	7.50
6x14	5.85	7.50	8.75
7x14	8.35	10.85	12.25
7x16	9.85	12.50	14.10

THERMOS—See Bottles.

THIMBLES—Steel—5x4-in., 25c; Red Clay, 20c; Terra Cotta, 45c.

TIN—

Bar and Pig, $1.20 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 17c; 20, 25c.
Painted 1 side, 1c foot extra; two sides, 2c.
Flashing IC, 1x1, $3.00 per 100 feet; ¾x1, $3.00.
Shingles—5x7, 40c dozen.
Valley—14-inch, 15c per foot, $14.00 per roll; 20-inch, 22c per foot, $21.00 per roll.

TOGGLE BOLTS—Sebco No. 1—Per hundred list.

Length	—Diameter— ⅛-in.	3-16-in.	¼-in.
3-inch	6.00	8.00	12.50
3½-inch	6.25	8.00	9.00
4	6.75	8.50	13.80
5	7.50	9.25	14.80
6-inch	8.00	10.00	15.00

Sebco No. 5—With either round or flat head machine screws—

Length	—Diameter— ⅛-in.	3-16-in.	¼-in.
3-inch	2.68	3.15	3.50
4-inch	2.97	3.50	3.85
5-inch	3.32	3.85	4.20
6-inch	3.67	4.20	4.55

TORCHES—Clayton & Lambert—Alcohol—No. 14, $3.75 each; No. 28, $5.75. Gasoline—No. 31, $11.00 each; 37, $9.75; 38, $10.25; 47, $12.75; 48, $13.25; 108, $11.00; 112, $10.50.

TRAPS—Fly—Paragon, 35c each; Balloon, 30c; Avis 2, $2.50; $2.00; Edgewood 2, $2.00; Avis 1, $2.75; Avis 2, $2.50; Avis 3, $2.25; Perfect, $1.45.

Game—No. 0 Newhouse, 60c each; 1 Newhouse, 70c; 1½ Newhouse, $1.10; 2 Newhouse, $1.40; 3 Newhouse, $2.15; 4 Newhouse, $2.50; 5 Newhouse, $19.50. No. 1 Oneida Jump, 35c; 1½ Oneida Jump, 55c; 2 Oneida Jump, 85c; 3 Oneida Jump, $1.20. No. 0 Victor, 25c; 1 Victor, 30c; 1½ Victor, 40c; 2 Victor, 55c; 3 Victor, 95c; 4 Victor, $1.15.

Gopher—Western, 25c each; Noxall, 25c; Maccabbee, 25c; Easy Set, 25c; Newhouse, 35c; California Pocket, 35c.
Mole—Reddick, $1.50 each; Out-O-Sight, $1.75.

Mouse—Sure Catch, 5c each; Security, 10c; Choker-Wood, 20c; Choker-Tin, 15c; Delusion, 30c; Holdem, 90c; Cage, 80c. Cage, 25c.

Rat—Sure Catch, 20c each; Security, 25c; Holdem, small, $1.35; Holdem, large, $1.65.

TROWELS—Rose Brick, Wood Handle, $2.25; Rose Brick, Leather Handle, $2.50; Marshalltown Plasterer's, $3.00; Finishing, $2.75.

TWINE—Cotton—Wrapping, 50c lb. Budding, 50c.
Flax—18 BB, 45c lb.; 24 BB, 45c; 18 BC, 60c; 24 BC, 60c; 36 BC, 55c.
30 Sacking, 70c; 40 Sacking, 70c; 33 Sacking, 85c; 44 Sacking, 85c.

VALVES—

Standard Gate—		Standard Globe and Angle—	
¼	1.05	¼	.60
⅜	1.05	⅜	.65
½	1.20	½	.80
¾	1.50	¾	1.05
1	2.00	1	1.45
1¼	2.75	1¼	2.00
1½	3.75	1½	2.85
2	5.35	2	4.25

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RETAIL SELLING PRICES—Continued.

TINWARE

Boilers, Coffee
27 ..... 1.25
29 ..... 1.65
352 ..... .90
354 ..... 1.25
356 ..... 1.50

Boilers, Wash Copper Bottom
IC 8 ..... 3.50
IC 9 ..... 3.75
IX 8 ..... 3.75
IX 9 ..... 4.00
IXX 8 ..... 5.25
IXX 9 ..... 5.50

Copper Rim
IX 8 ..... 4.50
IX 9 ..... 4.75

Bowls, Wash
06½ ..... .15
08 ..... .25
6½ ..... .30
8 ..... .40

Buckets, Covered
11 ..... .15
12 ..... .25
14 ..... .35

Buckets, Dinner
1 ..... .80
3 ..... 1.00
30 ..... .85
40 ..... .90
600 ..... 1.05
650 ..... 1.40
675 ..... 1.60

Cans, Milk
1 ..... .35
3 ..... .55
4 ..... .70
01 ..... .30
03 ..... .55
04 ..... .75
102 ..... 4.85
103 ..... 5.25
1020 ..... 6.00
1040 ..... 7.85

Cans, Oil
30 ..... .35
31 ..... .45

Colanders
10 ..... .30
12 ..... .45
104 ..... .45
306 ..... .60

Cookers, Steam
42 ..... 3.25
45 ..... 4.00

Covers, Pot
6-9 ..... .10
10-11 ..... .15
13 ..... .25
15 ..... .35

Cups
211, 212 ..... .10
09, 010 ..... .15
9, 10, 214 ..... .20

Dippers
2 ..... .15
4, 01 ..... .20
02, 31, 32 ..... .25
33, 34 ..... .30
48 ..... .50

Fillers, Fruit Jar
25 ..... .15

Forks
419 ..... .10
1197 ..... .20
1198 ..... .25
203 ..... .60
206 ..... .75
10, 15 ..... .10
20 ..... .15
30 ..... .20
35 ..... .25
235 ..... 1.35
335 ..... 1.65

Graters
02 ..... .10
020, 100 ..... .20
030, 150 ..... .25

Kettles, Lipped Preserving
160 ..... .40
200 ..... .50
240 ..... .70
280 ..... .85

Ladles
010 ..... .25
11 ..... .30

Measures
63 ..... .20
83 ..... .30
85 ..... .55
86 ..... .75
122 ..... .20
124 ..... .25
126 ..... .60

Moulds, All Kinds
1, Melon 1.10
3, Melon 2.00
4, Melon 2.25
10, Jelly ..... .25
20, Jelly ..... .35
61½, Cake ..... .45
63, Cake ..... .65

Pails, Dairy
IC, 6 qt. ..... .30
IC, 10-qt. ..... .40
IX, 10-qt. ..... .70
IX, 14-qt. ..... .80
IXX, 10-qt. ..... .85
IXX, 14-qt. 1.00
IXXX, 12-qt... 1.25
IXXX, 16-qt... 2.00
IXXXX, 18-qt.. 2.25
IXXXX, 20-qt.. 2.50

Pails, Fruit Picking
14-qt. ..... .65

Pails, Peddlers
Small ..... .45
Large ..... .55

Pails, Strainer
IX, 10-qt..... 1.15
IX, 12-qt..... 1.25
IXX, 12-qt..... 1.40
IXX, 14-qt..... 1.50
Gem, 12-qt.... 1.50
Gem, 14-qt.... 1.65

Pans, Bread
01, 110, 80... .20
140, 200 ..... .30
300 ..... .35

Pans, Corn Cake
06 ..... .30
09 ..... .45
012 ..... .55

Pans, Cake Perfection
Round, 9¼-in.. .15
Round, 10¼-in. .20
Square, 8½-in.. .20
Square, 9-in.... .30
Mt., 9½-in.... .20
Tube, Rd., 9½. .25
Tube, Sq., 9-in. .45

Pans, Dish
8, IX Tin..... .70
14 ..... 1.00
21 ..... 1.35

Pans, Milk IC, Plain
200, 201 ..... .10
202, 203 ..... .15
204 ..... .20
205, 206 ..... .25
208 ..... .30
2100 ..... .35

IC, Ret.
301, 302 ..... .20
304 ..... .35
306 ..... .40
308 ..... .45
3100 ..... .55
3120 ..... .75

Pans, Muffin
6 ..... .25
9 ..... .35
12 ..... .45

Pans, Patty
All Nos. ..... .10

Pans, Pie
6, Shallow .... .10
9 ..... .15
Deep ..... .15

Pans, Pudding IC, Plain
015 to 018 ... .15
019, 020 ..... .20
021, 022 ..... .25

IC, Ret.
16 ..... .25
18 ..... .35
20 ..... .40
22 ..... .50

Pans, Rinsing IC, Plain
8 ..... .40
14 ..... .50
17 ..... .65

IC, Ret.
8 ..... .55
14 ..... .75
17 ..... 1.00

Pans, Lipped Sauce
016 ..... .40
020 ..... .50
024 ..... .70
028 ..... .85

Pots, Coffee
1 ..... .30
2 ..... .40
4 ..... .55

Pots, Tea
240 ..... .25
241 ..... .30
242 ..... .40

Raisers, Bread
114 ..... 2.25
117 ..... 2.75

Scoops
2 ..... .35
4 ..... .55
12 ..... .15
14 ..... .20
20 ..... .55
40 ..... .80

Sieves, Flour
2, 316 ..... .30
318 ..... .35

Sifters, Flour
0 ..... .40
1 ..... .45
10 ..... .70
Acme ..... .40
Nesco ..... .40
Shaker ..... .45

Skimmers
10 ..... .20
45 ..... .10

Spoons, Basting
110 ..... .10
114 ..... .15
312 ..... .20
316 ..... .30

Spoons, Mixing
15 ..... .20
25 ..... .15

Steamers
70 ..... .75
90 ..... .95

Steepers, Tea
12 ..... .25

Strainers Gravy
2, 8 ..... .15
020 ..... .20
30 ..... .25

Jelly
120 ..... .25
160 ..... .30

Milk
10 ..... .35
121 ..... .45
123 ..... .60

Milk Can
011 ..... .95
33 ..... .55
55 ..... .85
60 ..... 2.00

Soup
20 ..... .40

Turners, Cake
1, 2, 71 ..... .10
6, 18 ..... .15

WAGONS—Boys'—

American

No. and Size.	Each.
118— 8x18	2.00
122—10x22	2.50
126—12x26	3.50
130—14x30	4.50
132—15x32	5.00

Samson

326—12x26	4.00
328—13x28	4.25
332—15x32	5.50
336—16x36	7.25

Wagners—
No. 18 ..... 10.00
No. 20 ..... 11.50
No. 24 ..... 13.00

Coaster—Star—
No. 10 ..... 9.50
No. 20 ..... 10.50
No. 30 ..... 11.50
No. 40 ..... 12.50

Mars-Wells—
No. 10 ..... 7.50
No. 11 ..... 8.00
No. 12 ..... 9.50

WASHERS—Cast Iron—Size ⅛ to 2, 10c lb.; Angle, 10c. Malleable—Standard, 25c lb.; Nail Hole, 25c lb.; Angle 35c lb.
Cut—Sizes 3-16, 29c lb.; ¼, 25c; 5-16, 22c; ⅜, 20c; 7-16, 19c; ½, 18c; ⅝ to 1, 17c.

WASTE—Cotton—No. 6X White, 25c lb.; 1 White, 20c; 2 White, 20c; 01 Colored, 21c; 02 Colored 20c; 10 Wool, 32c.

WAX—Floor, 95c lb.

WEANERS—Calf—Shaw's, No. 1, 75c; No. 2, 85c; Hoosier, No. 11, 85c; No. 12, 90c; Kantsuck, Calf, 55c; Cow, 65c.

WEDGES—Truckee-Alki, lb., 20c; Oregon-Atha, 28c; Cedar-Atha, 20c; Cedar-Alki, 20c; Falling, 27c; Saw, 27c.

WHEELBARROWS—Garden—No. 0, 1¾ cu. ft., capacity, $8.50 each; No. 1, 3¼ cu. ft., $9.75; No. 2, 4½ cu. ft., $12.75.
Railroad—Bolted, $8.50 each; Stave, $7.25.
Steel Tray, Wood Frame—Star, $7.75 each.
Steel Tray and Frame—AX, $12.75 each; 4, $15.00; 5, $16.50; 10, $21.75; 25, Concrete, $15.00.

WICKS—
Oil Cook Stove Wicks—New Perfection with wire carrier, each, 45c; Bon Ami with wire carrier, 45c.
Oil Heating Stove Wicks—New Perfection with wire carrier, each, 45c.
Lamp or Lantern Wicks—Flat—No. 0, width ⅜-in., 2½c each; No. 1, ⅝-inch., 2½c; No. 2, 1-in., 2½c; No. 3, 1¼-in., 5c.
Rochester Wicks—Circular—No. 1R, size 4x6 in., each, 10c; 2R, 5x6 in., 10c; 3R, 8x8½ in., 20c.

WIRE—

Per 100 lbs.	Plain Fence. Black.	Plain Fence. Galv.	Baling
8 gauge	6.60	....	....
4	6.60	7.30	....
6-8-9	6.50	7.20	....
10	6.50	7.25	....
11	6.60	7.30	....
12	6.60	7.35	....
13	6.75	7.45	....
14	....	7.55	7.00
15	....	8.00	7.10
16	....	8.10	7.20
17	....	....	7.50
18	....	9.00	....

Barbed Fence—Glidden Pat., $6.50; Glidden Galv., $6.85; Baker Patent, $7.15; Baker Galv., $8.00; Waukegamito Galv., $8.50.

	Hog.	Cattle
Am. Special Galv., 80-rod spools, each	4.75	4.55
Glidden, 80-rod spools, each	6.50	6.40

Broken Coils—Add, 1 to 24 lbs., 3c; 25 to 49 lbs., 2c; 50 to 99 lbs., 1c per lb.
Stove Pipe Wire, 50-ft. coils, 10c each.

WIRE CLOTH—See Cloth.

WOODENWARE—Boards, Pastry—16-inch, 90c each.
Bowls, Chopping—11-inch, 35c each; 15-inch, $1.85; 17 inch, $3.00.
Pins, Rolling, 55c each.
Spoons, 13-inch, 15c each; 15-inch, 20c.

WOOL—Steel—1-lb. rolls—0, $1.25; 1, $1.10; 2 and 3, $1.00 3-oz. packages, 30c each.

WRINGERS—Mop—Vanco 78, $5.50; 88, $4.00; 89, $5.50.
Dana or Eagle, 5, $3.25; 10, $4.50; 20, $5.00.
White's 3, $4.50; 0, $7.50; 8, $5.00.

WRENCHES

	Agr.	Coes.	Crescent.	Stillson Trimo.	Barcalo N.
6-inch ..	.70	1.35	1.00	1.45	1.00
8-inch...	.85	1.65	1.25	1.60	1.25
10-inch...	1.00	2.00	1.50	1.80	1.50
12-inch...	1.25	2.50	2.25	....	2.25
15-inch...	1.65	3.50	3.40	2.50	3.40
18-inch...	....	4.50	4.50	3.65	....
21-inch...	....	5.50	....	....	....

ZINC—Full sheets, 25c lb.; less than sheets, 30c lb

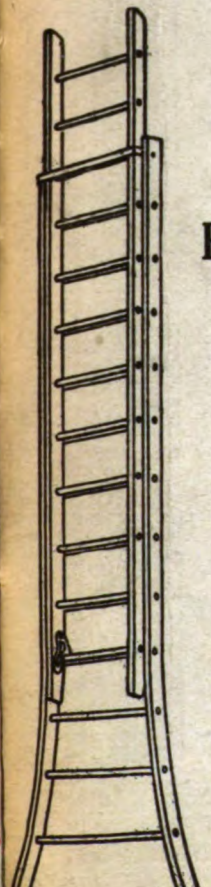
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Hardware World

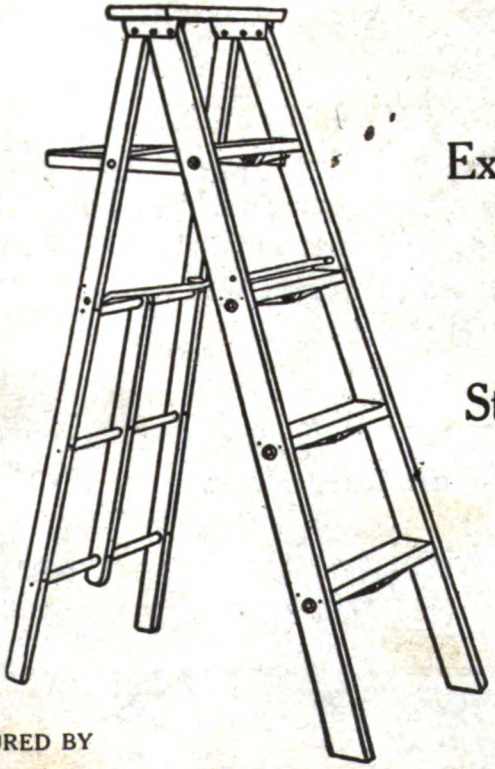
·PLUMBING AND HEATING·

SEPTEMBER 1921

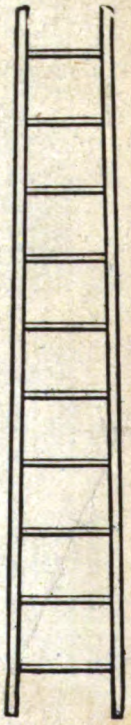
BABCOCK SPRUCE LADDERS



Everything in the Ladder Line



Extension Step and Straight



Prompt Shipment

MANUFACTURED BY

W. W. BABCOCK CO. - - Bath, New York

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Build Up Your Lamp Trade With Whitelites

NITROGEN WHITELITE LAMPS

From 40 to 1000 watts





DUA LITE

In 75, 100 and 200 watts

It will be lasting, and you will see it expand itself as time goes on. The striking excellencies of the WHITELITE lamp are such as to make those who use it to talk about it to their friends, and that means an ever widening circle of customers for you.

The DUALITE—the WHITELITE with the double filament, burning double time, will in addition make a splendid draw for your general trading. The DUALITE never fails to call forth enthusiasm at the mere mentioning, and those that have been using the DUALITE for any length of time have their own cause to be enthusiastic about it.

The DUALITE is fully protected by U. S. Patents, and is made and controlled exclusively by

Whitelite Electric Company

368-370 Broome Street, New York City

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The Supreme Test of Rope

On many a hoisting winch the life of a rope is measured in hours and minutes. Rope can be put to no harder use. Whitlock All-Manila stands the test—it lasts longer. Therefore Whitlock is demanded by great steamship lines. A rope which meets these stern requirements will build business for any dealer whose trade requires first-class cordage.

WHITLOCK CORDAGE
THE UTMOST IN ROPE VALUE

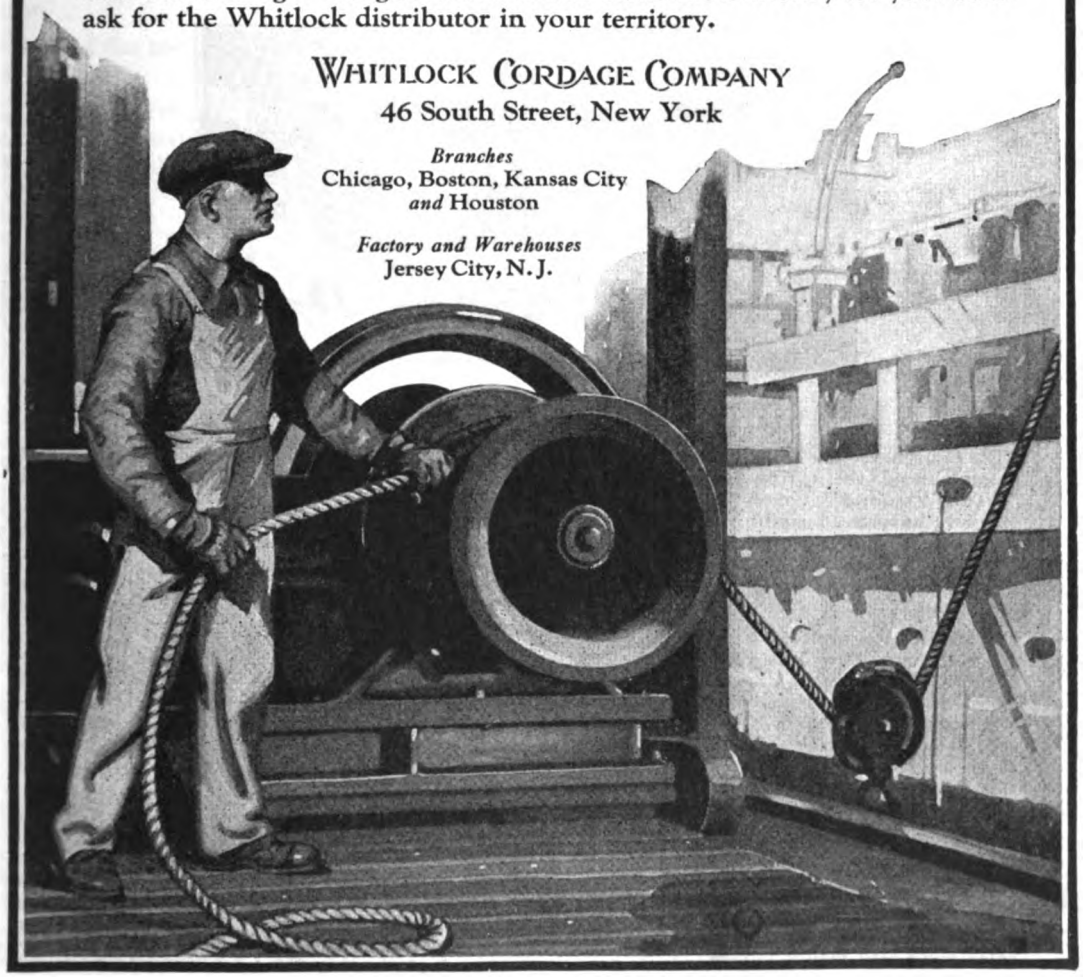
Whitlock All-Manila is the rope that is guaranteed superior to U. S. Bureau of Standards Specifications in every respect—quality of fibre, length per pound, strength. Sell a man Whitlock and he'll come back for more. It is the right rope for all-around work.

Write for the new Whitlock Catalog describing our complete line of Manila and Sisal cordage—the goods which will make more money for you. And ask for the Whitlock distributor in your territory.

WHITLOCK CORDAGE COMPANY
46 South Street, New York

Branches
Chicago, Boston, Kansas City
and Houston

Factory and Warehouses
Jersey City, N. J.



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DISSTON PROFIT PLANS

Published Monthly in the Interest of Merchants Selling Disston Tools

3800 Dealers Use "How-Many-Saw-Teeth-In-This-Window" Contest

Many Letters From Dealers Show the Contest a Great "Attention Getter"



Window of Builders Hardware Co., Sawtelle, California

IN February, The House of Disston first announced the "How-Many-Saw-Teeth-In-This-Window?" Contest. Ever since that time we have been mailing out the necessary decorations for the contest. Over 3800 dealers throughout the country asked for the trim. And from their letters we believe that they were well satisfied with the results.

We have photographs of windows "in action" from Orange, New Jersey—Lockney, Texas—Mountainair, New Mexico—Lincoln, Nebraska—Berkeley, California—and New York City. We have a photograph of a window in Moncton, New Brunswick, Canada. We mention these, only a few out of many, to show how the trim was used by, and pleased, dealers in every section of the country.

The following are quotations from some of the letters that came to us:

"We ran the contest about two weeks and feel that we have created the thought 'Saws for Sale by Lindsey' with everyone. Direct sales were also made."

"Our cash sales were four times the amount of three previous Saturdays."

"We have pulled our Saw Tooth Contest and everybody fell for it. Please have your ad man show us another good one soon."

"I put on your Saw Tooth Contest and it was a grand success."

"It interested a good many people and advertised the store. It seemed to take very well."

THE WINDOW SHOWN HERE is part of the store of the Builders Hardware Company, at Sawtelle, California. Very attractively decorated, it attracted a great deal of attention and caused much comment. There were several hundred counts of teeth registered by people in Sawtelle.

Mr. Munroe, of that company, reports very favorably on this contest and calls for "more." He tells a funny story about one man, a carpenter, who thought he knew saws so well that it would be a simple matter for him to get the correct number of teeth with little effort. This man spent a whole Sunday morning counting the teeth from in front of the window. When the judges came to award the prizes, this man won only fourth prize.

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September, 1921

DISSTON
PROFIT PLANS

You Will Be Interested in The Pruning Book

"THE need for a book that would tell the story of pruning in the most universal of all languages, that of pictures, prompted the development of that plan in the following pages. . . . With this end in view, the writer has endeavored to secure the best photographs showing the representative good and bad pruning from various sections of the United States. . . .

"When these were secured, the text was built around them. . . .

"This 'Pruning Book' answers most of the every-day questions regarding pruning and was so planned to cover as broad a field as possible in a book of its size. . . ."

Some of the section headings of the book are these:

History of Pruning
General Principles of Pruning
Forest and Shade Tree Pruning
Planting of Trees
Fruit Trees
Small Fruit Pruning
Shrubs
Hedges
Tools Used in Pruning



We believe that this book will be of value to any one who works with trees, farmers who own orchards, or the home owner who is growing flowers. It will be of much use to teachers of agricultural courses, biology and nature courses, forestry and tree-care courses, and for general reading assignments.

This book is for free distribution. May we send you copies for personal use or for you to present to your customers? Address your letter to Department No. 3.

A List of What Disston Makes

And in these Saws, Tools and Files is that quality found in

"The Saw Most Carpenters Use"

Back Saws
Band Saws for Wood and Metal
Bevels

Buck Saws
Butcher Saws and Blades
Circular Saws for Wood, Metal, and Slate
Compass Saws
Cross-cut Saws and Tools
Cylinder Saws

Drag Saw Blades
Files and Rasps
Grooving Saws
Gauges—Carpenters' Marking, etc.
Hack Saw Blades
Hack Saw Frames
Hand, Panel, and Rip Saws
Hedge Shears

Ice Saws
Inserted Tooth Circular Saws
Keyhole Saws
Kitchen Saws
Knives—Cane, Corn, Hedge
Knives—Circular for Cork, Cloth, Leather, Paper, etc
Knives—Machine
Levels—Carpenters' and Masons'
Machetes
Mandrels

Milling Saws for Metal
Mitre-box Saws
Mitre Rods
One-man Cross-cut Saws
Plumbs and Levels
Plumbers' Saws
Pruning Saws
Re-saws
Saw Clamps and Filing Guides

Saw Gummers
Saw-sets
Saw Screws
Screw Drivers
Screw-slotting Saws
Segment Saws
Shingle Saws
Slate Saws—Circular
Squares—Try and Mitre
Stave Saws
Sugar Beet Knives

Swages
Tools for Repairing Saws
Tool Steel
Trowels—Brick, Plastering, Pointing, etc.
Veneering Saws
Webs—Turning and Felloe

This is a partial list. There are thousands of items in the complete Disston line

HENRY DISSTON & SONS, Inc. - Philadelphia, U. S. A.

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Hardware World

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Looking for a Mooring

Polar Cub Vibrator profits are looking "for a place to land" in your town; let it be your store.

Think of the women in your city who have always wanted a vibrator but couldn't afford one. Imagine how they will snap up a real motor vibrator that you can sell for a $5 bill. A universal motor vibrator that can be operated on either direct or alternating current—three applicators, brush, button and cup. All packed in a strong, attractive carton with four color label which immediately puts Polar Cub in a class by itself—and all for $5.

Send for our proposition today or ask our representative to call.

THE A. C. GILBERT COMPANY
441 Blatchley Ave.
New Haven, Conn.

General Sales Office
300 Fifth Ave.,
New York



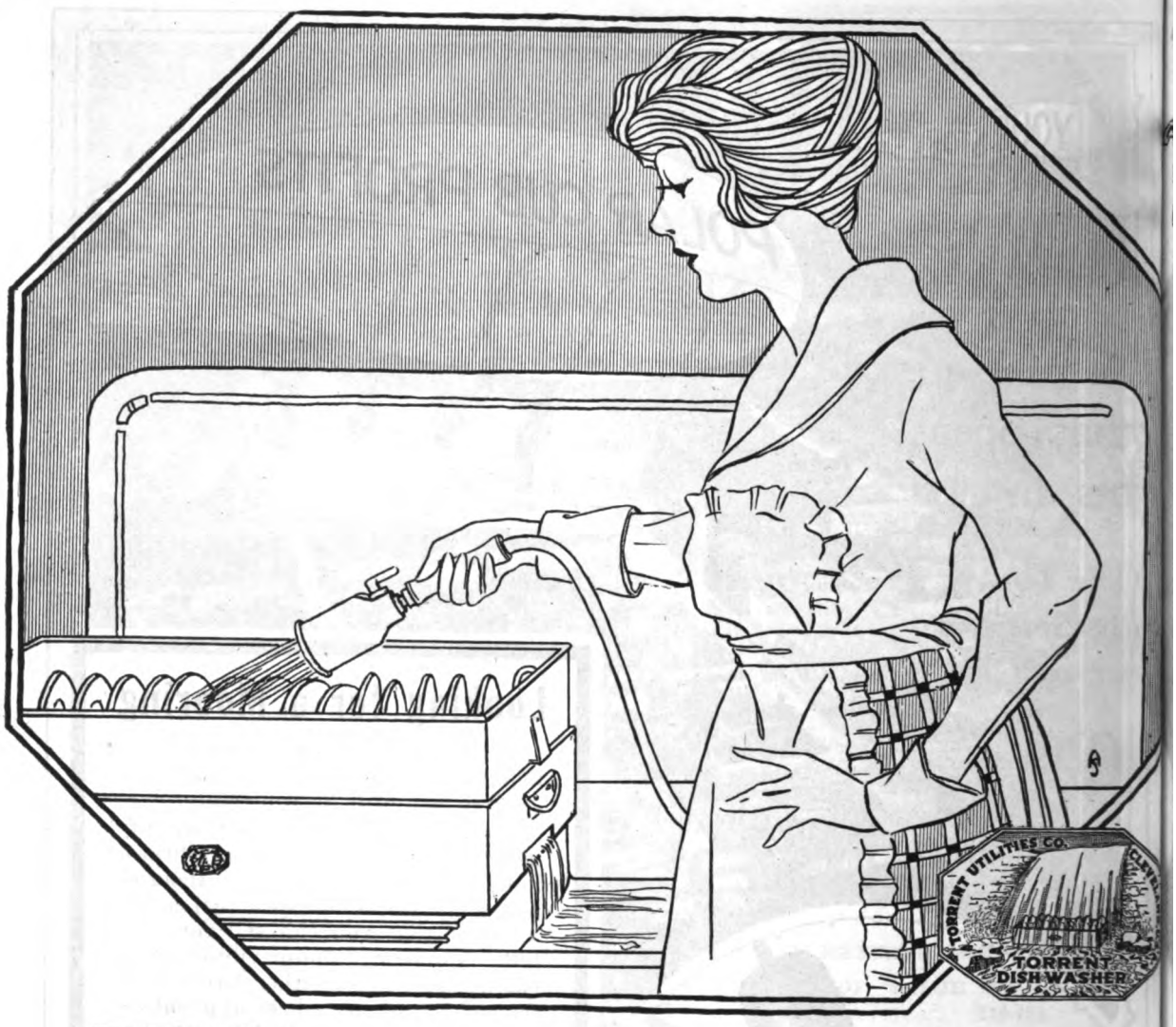
$5

Polar Cub

REG. U. S. PAT. OFF.

Electric Vibrator

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PRICE
$118
Complete

We have a selling plan to help ma
your turnover of TORREN
DISHWASHERS *rapid. The*
is an advertising allowance w
each machine. May we send y
full information?

The TORRENT DISHWASHER

TORRENT UTILITIES COMPANY – 1426 WEST 3RD. STREET – CLEVELAND

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The TORRENT DISHWASHER

A new idea—a washer of proved success—a price that opens up a tremendous market—a size that fits any kitchen

The Torrent is the dishwasher you and your customers have been waiting for. Here are four main reasons why it will sell:

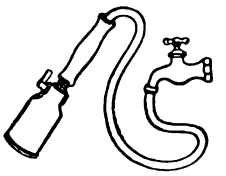
ONE It washes dishes clean because, being hand directed (as a vacum cleaner must be), the washing torrent of hot soapy water can be concentrated where it is needed. This advantage is easy to demonstrate to housewives.

TWO It is large enough for a family of six, but small enough to be put away in a cupboard, making it fit the smallest apartment kitchens.

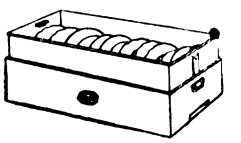
THREE Besides, it has all the advantages you expect a dishwasher to have over the old dishpan method—it is cleaner; it is quicker (five minutes does the job); it keeps the housewife's hands out of dishwater; it ends an ancient drudgery.

FOUR And it sells for only $18.00—within reach of the pocketbooks of every one of your customers.

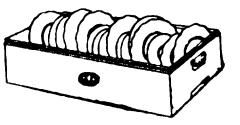
We want to send you one to try out, billed at discount, through your jobber, if you wish.



This washing nozzle, attached to hot water faucet, hand directed, shoots a 40 pound pressure torrent of hot water, soapy or clear, against the dishes. You can see what you're doing.



Splash-guard is up during washing. Special wire baskets hold the dishes in place.



With the splash-guard down, the dishes are set to dry. They come out clean and shining.

TORRENT UTILITIES COMPANY—1426 WEST 3RD. STREET—CLEVELAND.

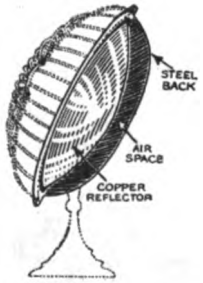
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Best in Creation for Heat Radiation

Majestic Heaters

The "Best Seller" Season After Season

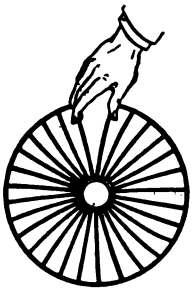




MAJESTIC CONSTRUCTION


MAJESTIC ELEMENT


MAJESTIC REFLECTOR


MAJESTIC GUARD

Because

Majestic Heaters are reliable—
They are well and favorably known—
The cost to operate them is small—
They can be moved from room to room—
They work at any hour of the night or day—
Their usage entails no labor—
They make no dirt—
They do not give off fumes—
They occupy little space—
They are always ready to give perfect service.

Why Majestics Excel

1. **Dead Air Space:** Keeps the back always cool.
2. **Heating Element:** Placed horizontally, assures maximum heat delivery.
3. **Reflector:** True Parabolic. Made of pure burnished copper. Will never peel.
4. **Removable Wire Guard:** (patented feature) Facilitates cleaning.

You don't have to sell just one type of Majestic Heater—there are seven portable and three stationary types to select from

MANUFACTURED BY

Majestic Electric Development Company

(Producers of the Majestic Electric Instantaneous Water Heater)

PHILADELPHIA SAN FRANCISCO KANSAS CITY

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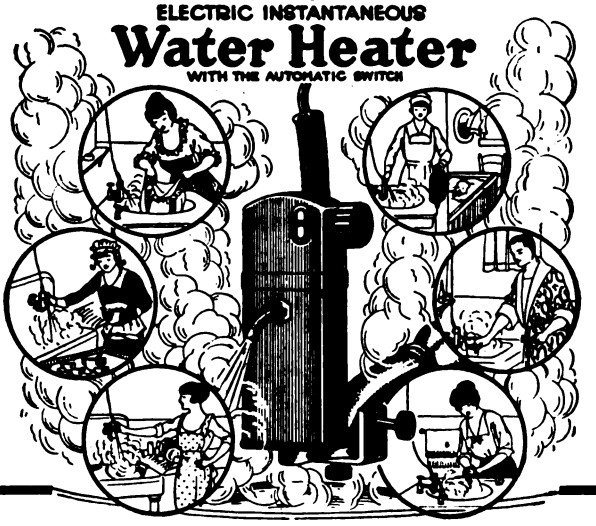
MAJESTIC

ELECTRIC INSTANTANEOUS

Water Heater

WITH THE AUTOMATIC SWITCH

A Profit Maker for the Dealer



A Money Saver for the Public

Wherever there is an electric outlet and a water faucet there is a sale to be made

The Majestic Electric Instantaneous Water Heater fills every need there is for a small flow of hot water.

It does not require special wiring—can be attached to any faucet without the use of tools, and to any socket—it operates on any 110-120 volt current—consumes 660 watts.

The Majestic Electric Instantaneous Water Heater is small, compact; 5 inches high, 2 inches wide, 1 inch deep; heavily nickel-plated

No. 103 (660 watts) sells readily on demonstration at . $15.00
This Heater is not for bath or laundry but for use as an auxiliary heater

No. 104, 1320 watts (double capacity—double the flow) . $20.00
Complete with 8 feet of moisture-proof cord and plug

Stock this biggest seller in the electric appliance field.

MANUFACTURED BY

Majestic Electric Development Company

(Producers of the famous Majestic Room Heaters)

PHILADELPHIA SAN FRANCISCO KANSAS CITY

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GOODELL-PRATT

1500 GOOD TOOLS



No 1616

A New Hand Drill

That's Going to be a Big Seller

This new Goodell-Pratt Drill is altogether different in design and construction from any other similar tool and has features that will be appreciated by particular mechanics.

The smooth, clean-cut appearance and freedom from unnecessary attachments will do much to increase its popularity.

Some of Its Features

The frame is aluminum, which gives as great strength as iron, but is much lighter in weight. All gear teeth are machine cut and the pinion is steel. The steel spindle runs in ball thrust bearings which reduce friction. Chuck capacity, 3/8 of an inch.

The low price of this high-grade drill insures its immediate success.

Hand Drill



No. 5½

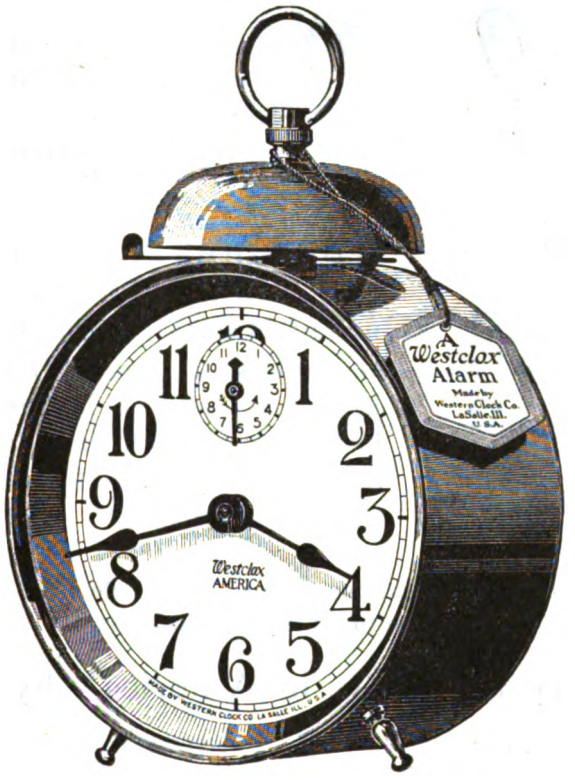
Malleable Frame, Cut Gears, Two Speeds

ONE OF 21 SIZES AND STYLES

GOODELL-PRATT COMPANY *Toolsmiths* **Greenfield, Mass., U.S.A.**

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Westclox



A profit paying line

WESTCLOX is the trade name on the dial of a line of alarm clocks and watches known from one end of the country to the other for their excellent timekeeping qualities and the dependable service they render.

National advertising, coupled with faithful service, has made Westclox easy to sell. They move in and out of the retailer's store in quick time and leave behind a good string of profits.

A booklet describing the Westclox line of easy-selling, profit-paying alarm clocks and watches will be sent on request.

WESTERN CLOCK CO., LA SALLE, ILLINOIS, U. S. A.

Makers of *Westclox:* Big Ben, Baby Ben, Glo-Ben, America, Sleep-Meter, Jack o'Lantern

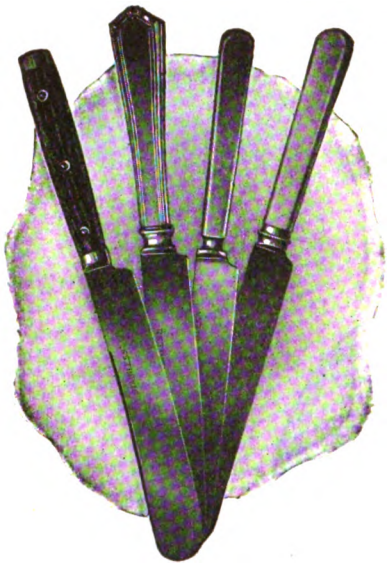
Schloss Manufacturing Co., 38-42 Beale St., San Francisco, California

Sole Pacific Coast Agents for Westclox

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STAINLESS—The New Cutlery Steel

"Neither rusts, stains nor tarnishes"



WHAT IS STAINLESS? A high-chromium, high-grade alloy steel for discriminating users of cutlery. It should not be confused with poor imitations marketed under similar names.

WHY SHOULD IT INTEREST THE RETAILER? Because a number of manufacturers of high-grade silverware and cutlery are now offering Stainless knives as one of their regular lines. And because nearly all these lines have been tested and approved by the Good House keeping Institute.

Write direct to the companies listed below—it will pay you to investigate Stainless.

Stainless Cutlery is "Made in America" by the following:

AMERICAN SILVER CO.,
Bristol, Connecticut.

AMERICAN CUTLERY CO.,
Chicago, Illinois.

CLEMENT MANUFACTURING CO.,
Northampton, Massachusetts.

EMPIRE KNIFE CO.,
Winsted, Connecticut.

INTERNATIONAL SILVER CO.,
Meriden, Connecticut.

JOHN RUSSELL CUTLERY CO.,
Turners Falls, Massachusetts.

LAMSON & GOODNOW MFG. CO.,
Shelburne Falls, Massachusetts.

LANDERS, FRARY & CLARK,
New Britain, Connecticut.

MERIDEN CUTLERY CO.,
Meriden, Connecticut.

NORTHAMPTON CUTLERY CO.,
Northampton, Massachusetts.

REED & BARTON CORPORATION,
Taunton, Massachusetts.

ROGERS, LUNT & BOWLEN,
Greenfield, Massachusetts.

SIMEON L. & GEORGE H. ROGERS CO.,
Hartford, Connecticut.

WM. A. ROGERS, LIMITED,
Niagara Falls, New York.

SHELTON TOOL & MACHINE CO.,
Derby, Connecticut.

THE WATSON CO.,
Attleboro, Massachusetts.

THE VILLAGE BLACKSMITH FOLKS,
Watertown, Wisconsin.

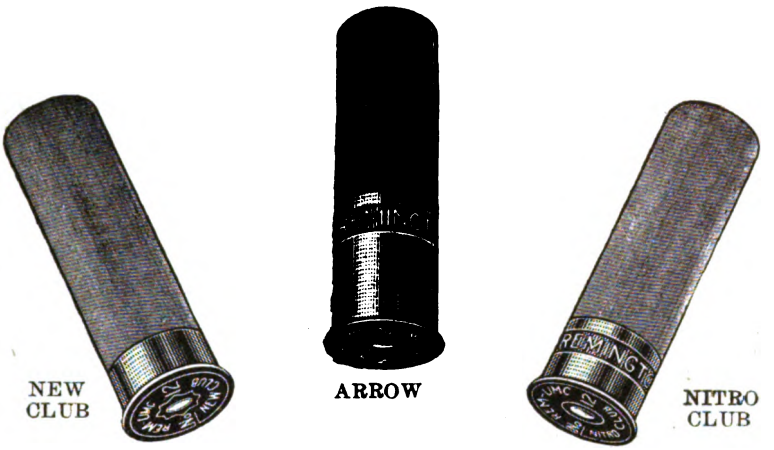
R. WALLACE & SONS MFG. CO.,
Wallingford, Connecticut.

WINCHESTER REPEATING ARMS CO.,
New Haven, Connecticut.

American Stainless Steel Company

1543 Oliver Bldg., PITTSBURGH, PENNA.

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Wetproof
Remington Shot Shells

Predicting a record-breaking hunting season

Reports all say—"Game very plentiful." Business activity slowed down—more men to take time for hunting—more powder to be burned—more shells to be sold.

Few shells in the country

Will it affect you? The stock of shells in the country at the present time is at a dangerously low level. Manufacturers will not be able to rush out shells at the last minute. It is our sincere belief that many who have not as yet placed their orders will have difficulty in securing shells for the biggest game season in several years.

Many hunters will insist upon Remington WETPROOF Shells which are thoroughly waterproofed from base to top wad—

> The Wetproof compound of special oils and greases is applied not only to the body of the shell but also under pressure to the top of the shells after loading. It covers the top wad, penetrates into and around the crimp and completely seals the shell against wet.

Have us send you a supply of folders telling how Remington WETPROOF Shells are made. It will interest the shooter.

Remington firearms, ammunition and cutlery are sold exclusively through the wholesale hardware trade

Remington

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1847 ROGERS BROS.
SILVERPLATE





The Ambassador

A Worthy Representative of a Distinguished Line

The popularity of this beautiful new pattern proved instantaneous and universal. It offers a wonderful opportunity to every 1847 Rogers Bros. dealer and the makers are prepared to help the retailer make the most of it.

An effective use of the trade helps supplied free of charge means an increase in the volume of business —in 1847 Rogers Bros. silverplate and other lines as well.

Write Sales Promotion Department, International Silver Co., Meriden, Conn.

INTERNATIONAL SILVER CO.

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Put an idea in your window and it will draw people inside

"TO bring people into my store is my first problem. That is why I consider my windows the most valuable space I have. They attract people and bring them inside. And if I once draw an interested person inside the sale is half made," said Mr. C. R. Springer, one of the most successful retailers in Kansas City.

"A lot of people make purchases just because they see something in the window they happen to need — or something that interests and attracts them. But to arouse the greatest interest—to bring in the greatest number of people ready to buy, ***there must be a real idea in the window display.***

"For instance, almost every man is interested in the story told by a Valet AutoStrop Razor display. It explains why a stropped blade gives a quicker, cleaner shave than an unstropped blade. It shows how the Valet AutoStrop Razor strops itself in a few seconds. It explains how the Valet AutoStrop Razor can be stropped, used for shaving and cleaned—all without taking apart.

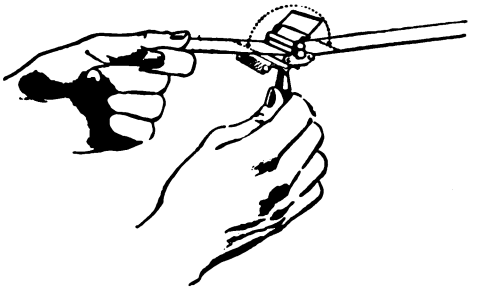
"These are new ideas to many men, ideas that any man wants to know more about. In many cases, a man will step inside, and a demonstration will complete the sale. I find that my sales of Valet AutoStrop Razors show a decided increase when I have a Valet AutoStrop Razor display in my window."

Many other dealers profit from the same idea

Like Mr. Springer, thousands of merchants are increasing their business because they realize how easily "window shoppers" may be turned into steady customers. The AutoStrop Safety Razor Company is glad to supply dealers with interesting, attractive window displays. From Maine to California these displays have proved that they can get across an idea—the kind of idea that will bring customers into your store.

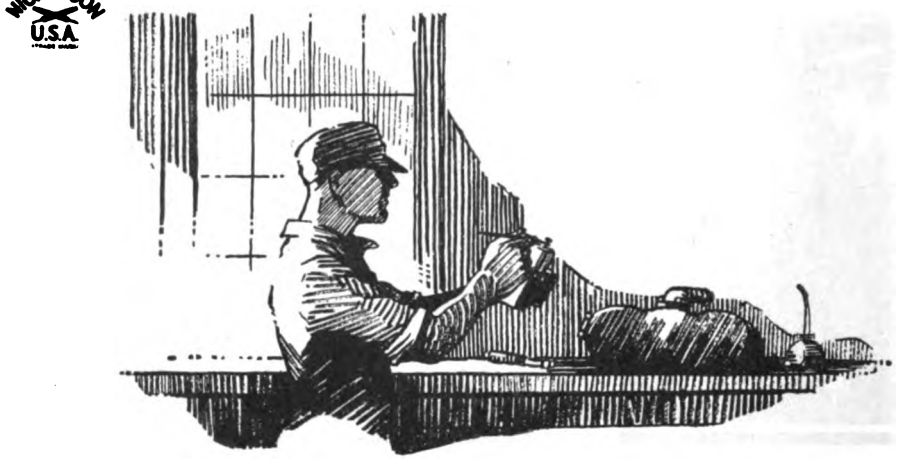
Write for information about our merchandising plan and other dealer helps. We can help you in many ways to speed up your Valet AutoStrop Razor sales.

AUTOSTROP SAFETY RAZOR CO.
New York Toronto London Paris



VALET AutoStrop Razor *sharpens itself*

Digitized by Google



At Last! The File That Cuts Tungsten

The file that garage men throughout America and the world have longed for. The file that is so hard, so keen, that tungsten, iridium and other very hard metals used on distributor points are as easily dressed as soft steel could be.



Yes, sir. They do away with most ignition troubles

NICHOLSON TUNGSTEN Point Files

will build up a profitable business in any store where they are displayed on counter cards—will build a more profitable business where the retailer gets every salesman behind these files that all motorists and motor workers need.

When ordering from your jobber, ask for a supply of TUNGSTEN Point File Circulars

NICHOLSON FILE CO.

PROVIDENCE, R.I., U.S.A.

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To Gillette Users~

Here is the birthplace of the first *shaving instrument of precision*

The New Improved Gillette SAFETY RAZOR

Patented January 13, 1920

The New Improved
GILLETTE
SAFETY RAZOR

Uses the same fine Gillette Blades as you have known for years—but now your blades can give you *all* the luxury of the finest shaving edge in the world. Identify the New Improved Gillette by its

Fulcrum Shoulder
Overhanging Cap
Channeled Guard
Micrometric Precision Automatic Adjustment
Diamond Knurled Handle
Diamond Trademark on Guard

Finer Shave—
Longer Service
More Shaves
from your Blades
In SILVER *and* GOLD
Shaving Sets and Traveler Outfits

$5 *to* $75

NOTE:—The Gillette Company assumes full responsibility for the service of Gillette Blades when used in any *genuine* Gillette Razor—either old-type or New Improved Gillette. But with *imitations* of the genuine Gillette, it cannot take responsibility for service of Blades.

WHEN you pick up your Gillette in the morning think for a moment of the practical ideals and world-wide resources that make it possible.

Seventeen years ago the Gillette was hardly more than a name.

Today, here is the great home factory in Boston. Go to Montreal and you find another—and still another in London.

It is not by chance that Gillette is the only *world-wide institution* in the razor business.

Built up solidly stone by stone on the foundation of *service*—to the men of 62 civilized nations and races.

Crowding on steam today and every day to keep pace with your demand for New Improved Gillettes and Gillette Blades.

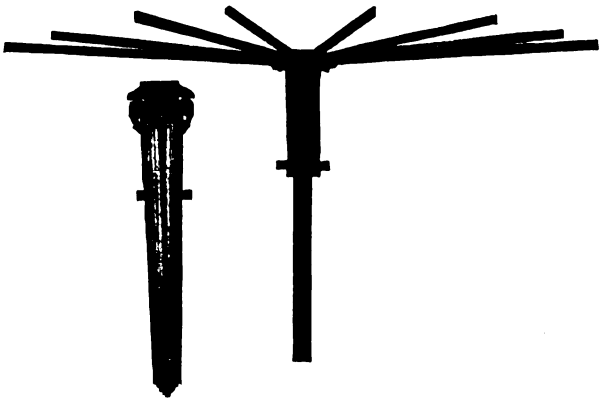
GILLETTE SAFETY RAZOR CO., BOSTON, U. S. A.

Boston, New York, Chicago, San Francisco, Montreal, London, Geneva, Paris, Shanghai, Milan, Amsterdam, Port Elizabeth, Rio de Janeiro, Sydney, Singapore, Calcutta, Buenos Ayres, Constantinople, Tokyo, Madrid, Brussels, Copenhagen

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The Eagley-Morrison Company

North Girard, Penna.



Manufacturers of a

MOST COMPLETE LINE OF

Wall Clothes Driers

And

Wood and Wire Garment Hangers

OF EXCELLENT QUALITY



REPRESENTATIVES

THAYER & BOWER,
845 Monadnock Bldg.,
San Francisco, California

H. M. GREENER SALES CO.,
56 East Randolph St.,
Chicago, Illinois.

R. A. MORRISON,
309 Board of Trade Bldg., Portland, Oregon.

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American Maid Aluminum Ware

The Popular Priced Line

THE secret of many successful house-furnishing sales has been due to the enthusiasm that ***AMERICAN MAID*** Aluminum Ware has created. Ask the buyer who has used ***American Maid*** for his Special Sales.

For over 25 years we have had one main ideal in the manufacture of aluminum cooking utensils—"*To produce and sell at a Moderate Cost a line to meet all demands.*" We attained this in the production of ***AMERICAN MAID*** Ware.

Experienced housewives will welcome the opportunity to secure ***AMERICAN MAID*** at our exceptionally low prices.

Provide NOW for your Special Sales—
Write for prices

Illinois Pure Aluminum Co.
LEMONT, ILLINOIS
U. S. A.

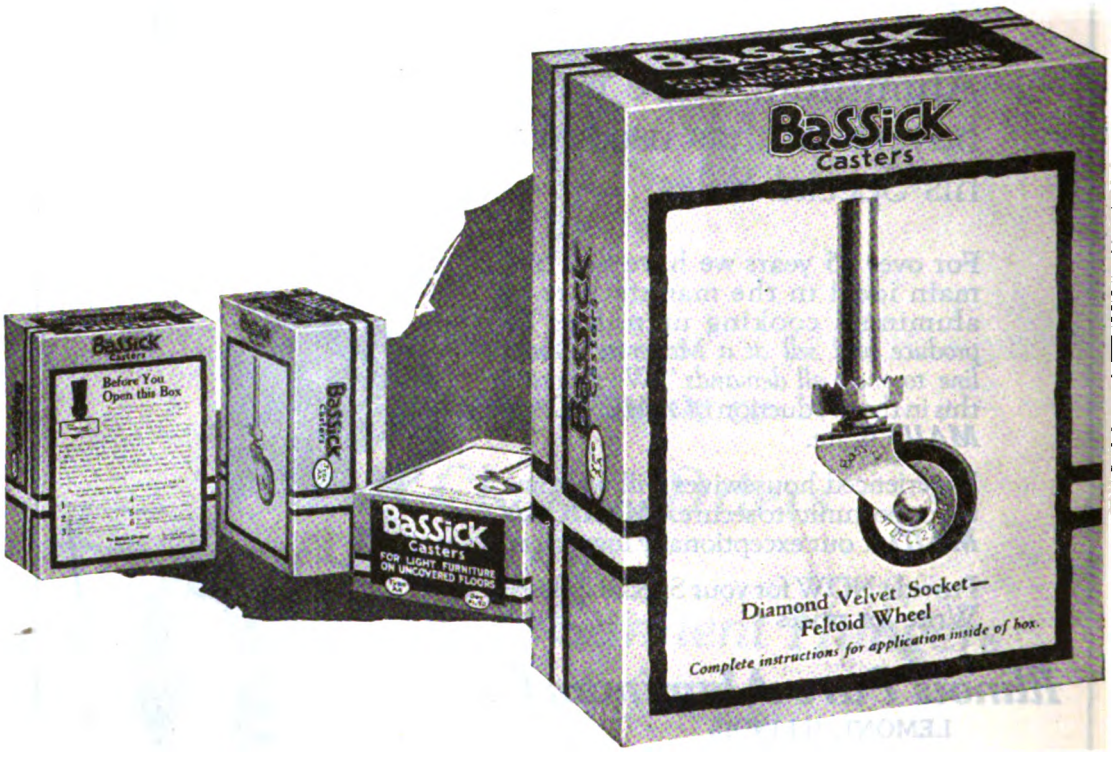


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Bassick

formerly Schenck & Universal casters

—a new name in hardware profits



THIS Bassick Package is another lever, lifting Bassick Casters into the class of a profitable, quick-turning specialty. It combines attention and sales value. And this Package is only one element in the Bassick Merchandising Plan.

Bassick Casters are not only properly packaged and properly priced; a nation-wide advertising campaign is telling the country the true importance of the "Neglected Inch"—the inch between furniture and floor. Ask your jobber.

THE BASSICK COMPANY, BRIDGEPORT, CONN.

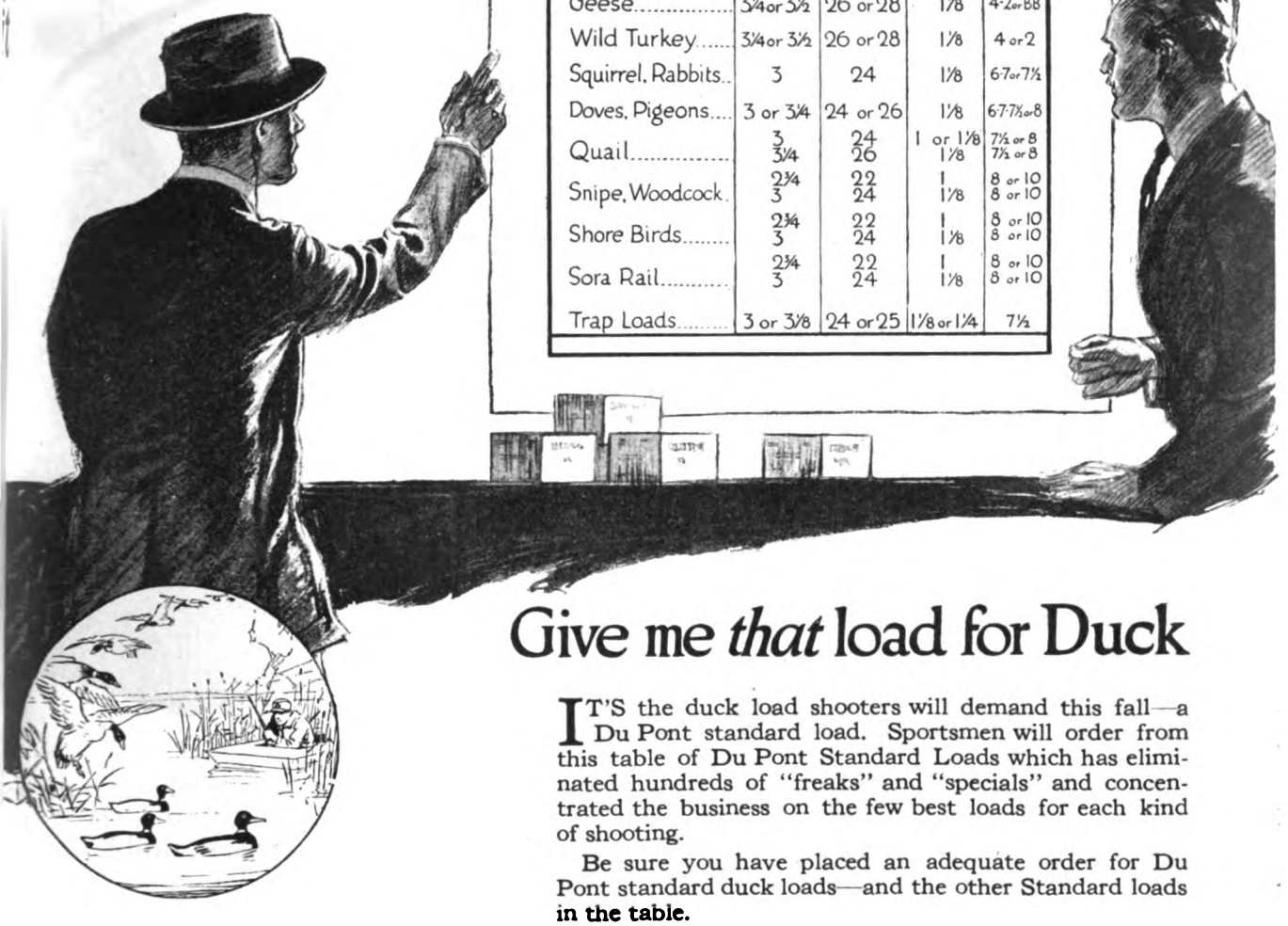
Operating **The M. B. Schenck Co., Universal Caster and Foundry Works, Burns & Bassick Co.**

Digitized by Google

"WHEN I crack down on old Blue Wing Teal coming down the wind like a rifle bullet I know I've got to stop him and stop him hard. That's why I always buy a standard duck load of 'Du Pont.' I know it's *right*—right in shot size and weight and specially right as to the powder. I always select my loads from this table of proved standards and know I can't go wrong."

STANDARD DU PONT 12 GAUGE LOADS

	DU PONT SMOKELESS Drams	BALLISTITE SMOKELESS Grains	OUNCES Shot	SIZE Shot
Large Ducks	3¼ or 3½	26 or 28	1⅛ or 1¼	4-5 or 6
Small and Medium Ducks	3 3¼	24 26	1⅛ 1⅛ or 1¼	5-6 or 7½ 5-6 or 7½
Grouse, Partridge, Prairie Chicken	3 or 3¼	24 or 26	1⅛	6 or 7½
Pheasants	3	24	1⅛	5-6 or 7½
Geese	3¼ or 3½	26 or 28	1⅛	4-2 or BB
Wild Turkey	3¼ or 3½	26 or 28	1⅛	4 or 2
Squirrel, Rabbits	3	24	1⅛	6-7 or 7½
Doves, Pigeons	3 or 3¼	24 or 26	1⅛	6-7-7½ or 8
Quail	3 3¼	24 26	1 or 1⅛ 1⅛	7½ or 8 7½ or 8
Snipe, Woodcock	2¾ 3	22 24	1 1⅛	8 or 10 8 or 10
Shore Birds	2¾ 3	22 24	1 1⅛	8 or 10 8 or 10
Sora Rail	2¾ 3	22 24	1 1⅛	8 or 10 8 or 10
Trap Loads	3 or 3⅛	24 or 25	1⅛ or 1¼	7½



Give me *that* load for Duck

IT'S the duck load shooters will demand this fall—a Du Pont standard load. Sportsmen will order from this table of Du Pont Standard Loads which has eliminated hundreds of "freaks" and "specials" and concentrated the business on the few best loads for each kind of shooting.

Be sure you have placed an adequate order for Du Pont standard duck loads—and the other Standard loads in the table.

We are telling every Shooter it is possible to reach through the sporting magazines to buy from this list—so order from it yourself and be ready to meet the demand. It means no shelf warmers, quicker turnover and greater profits.

We are furnishing a counter display and a steel bound card (for use by your clerks) featuring the Du Pont table of standard loads. If you have not received yours, write.

Standard Duck Loads:

Du Pont, 3, 3¼ or 3½ drs.
Ballistite, 24, 26 or 28 grs.
Shot: Ounces, 1⅛ or 1¼
Numbers: 4, 5, 6 or 7½

The Proof is in the Shooting

E. I. du Pont de Nemours & Co., Inc.
Sales Dept.: Sporting Powders Division
Wilmington, Delaware

DU PONT

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MONEY!



"Cannon Ball" Garage Door Sets

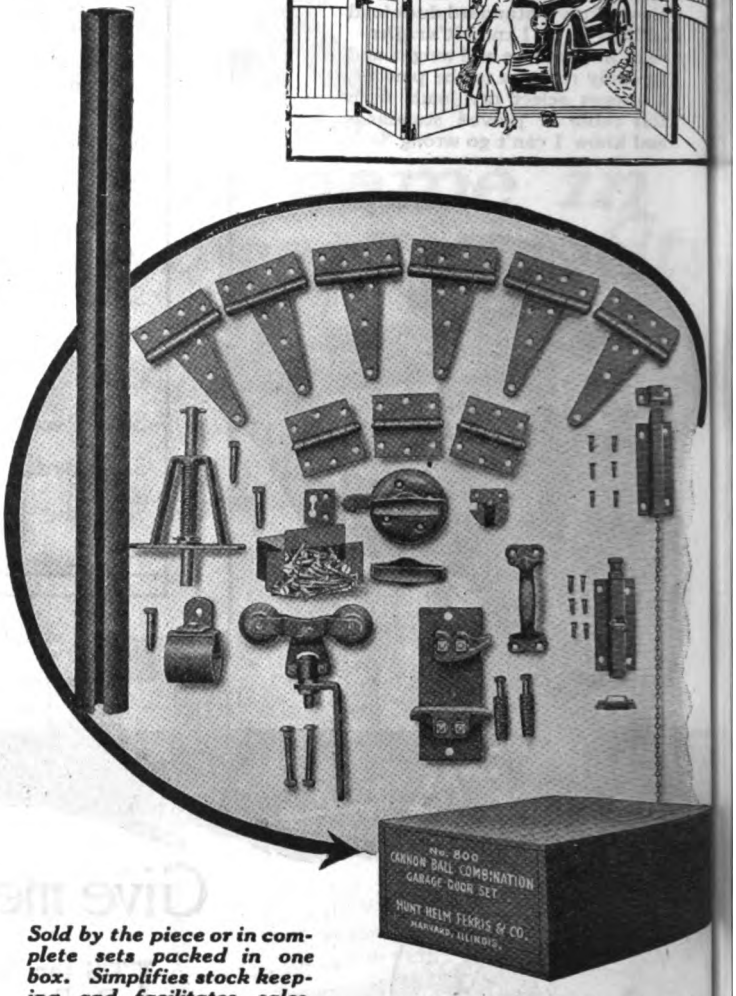
Sell Easy—Run Easy— Make Friends—Stay Sold

THERE'S money in "Cannon Ball" Garage Door Sets. A big demand combined with an outfit that sells on sight enable you to cash in on auto housing in your section.

Our special plan does away with the investment in heavy stocks and still puts you in a position to suit the individual requirements of every job.

The famous "Cannon Ball" Hangers and Track are used in this outfit. Two steel ball wheels, running on roller bearings—frictionless and noiseless—enclosed in tubular track.

The doors fold, slide and fit inside—suitable for any opening. Automatically held against wall by spring bracket which is self-adjusting to doors of any thickness—a feature exclusive with us.



Sold by the piece or in complete sets packed in one box. Simplifies stock keeping and facilitates sales.

Weather proof doors that fit tight as a drum, yet operate like a charm—no pushing, pulling and hauling. Just a touch opens or closes 'em. In addition to the set illustrated, the Star Line includes every style of garage door set yet proven practical in its most desirable form.

Write for catalog and the plan that keeps stock down and sales up.

Hunt, Helm, Ferris & Co.

Harvard, Illinois — *Complete Barn Outfitters* — **Albany, New York**

Designers and Manufacturers of

STAR Equipment

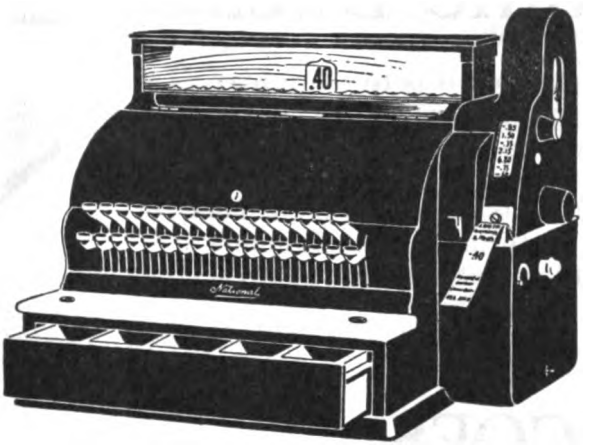
The STAR LINE

"Something to Sell the Year Around"

Stalls, Stanchions and Pens
Litter Carriers
Water Bowls
Feed Trucks
"Harvester" Hay Tools
Door Hangers
Garage Equipment
Coaster Wagons
Tank Heaters
Other Farm Specialties

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Another improvement in National Cash Registers. Low-priced receipt printer.



To all merchants:

When you press a key on this register—

① It shows the price of the article.

② It prints a record for the merchant.

③ It prints this receipt for the customer. →

④ It opens the cash drawer.

⑤ It adds up the money received for the day.

J. BLANK
214 Main Street
Blankville

-.40

Amount of Purchase Shown Above

05 SEPT 10

Copy of receipt printed for each customer

Now there is a receipt-printing National Cash Register for every line of business.

Old registers bought, sold, repaired, and exchanged.
Easy payments. Liberal allowance for old registers.

We make cash registers for every line of business. Priced $75 and up.

NATIONAL
CASH REGISTER CO.
DAYTON, OHIO.

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No "Come Backs"

What a satisfaction it is to sell a man a wrench that commands a fair price, pays you a worth-while profit, pleases the customer because it always works right and outlasts cheaper wrenches because the materials that it is made of throughout are of the best quality.

That is not the only reason why it pays to sell the

COES Steel-Handle Wrench

It is so well and favorably known throughout the United States that the demand is already created—when a man thinks screw wrenches he thinks of the Coes first—just consider what first preference means in buying screw wrenches.

And the only "come backs" in selling Coes Wrenches are **repeats.**

They sell on **performance.**

Are you out of any sizes?

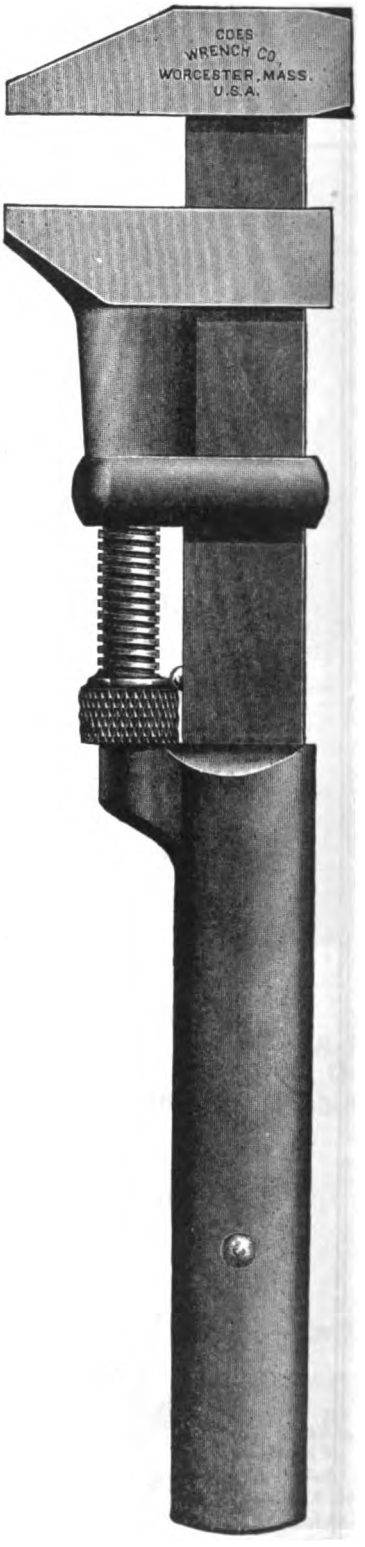
Ask your jobber to supply you

COES WRENCH CO.

Established 1841 in

WORCESTER, MASS.

JOHN H. GRAHAM & CO., 226 Market St., San Francisco, Cal.
J. C. McCARTY & CO., 29 Murray St., New York.
J. H. GRAHAM & CO., 113 Chambers St., New York.
HUGHSON & MERTON, Inc., Portland., Ore.; Los Angeles, Cal.; San Francisco, Cal.; Denver, Colorado.



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COLDWELL LAWN MOWERS

"MAKE BEAUTIFUL LAWNS"

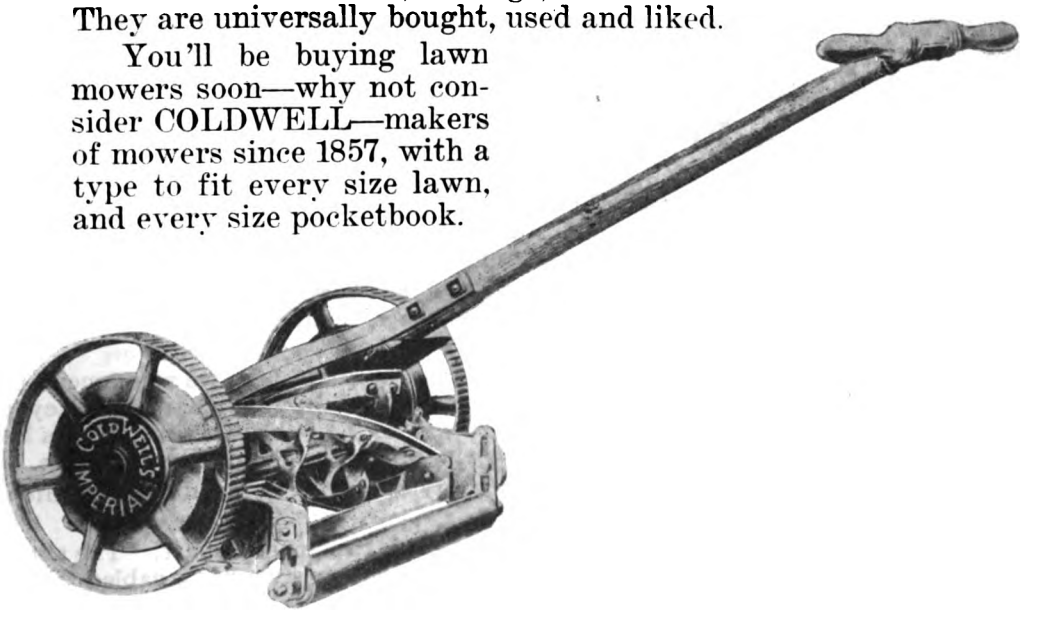
Since 1857—

For sixty-four years The Coldwell Company have made **good** lawn mowers—lawn mowers that reflect careful adherence to dictates of quality.

Handle or blade, wheel or pinion, each part is the result of study and application, thoroughly tested by men whose wealth of experience fits them to know what your customers will require.

Coldwell Lawn Mowers, for **good** reasons, are used in every country in the world, on small lawns and large estates, on golf courses and in parks. They are used on public grounds in Greater New York, Chicago, and other American cities. They are universally bought, used and liked.

You'll be buying lawn mowers soon—why not consider COLDWELL—makers of mowers since 1857, with a type to fit every size lawn, and every size pocketbook.



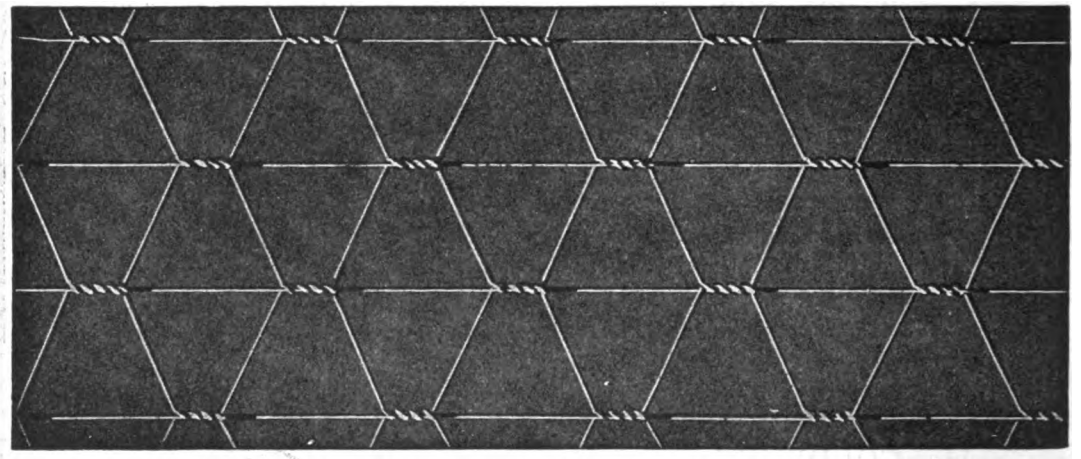
COLDWELL LAWN MOWER CO.

NEWBURGH, N.Y., U.S.A.

ILLUSTRATED CATALOGUE UPON REQUEST

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Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

American Steel & Wire Company

UNITED STATES STEEL PRODUCTS COMPANY

SELLING AGENTS

San Francisco **Los Angeles** **Portland** **Seattle**

Awarded the Grand Prize at the Panama-Pacific Exposition

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Seasonable Suggestions

Don't put off making your Christmas purchases until the last moment.

Send in your order now for Pexto Christmas Sets so that you will receive the goods in ample time to meet the Christmas demand for them.

Always appealing to a large class of interested users, Chisel Sets, Bit Sets, and Brace and Bit Sets, attractively packed in special containers, assortments consisting of the most popular sizes of each line, will make a fine Christmas leader for your store.

The Chisel Sets and Bit Sets can be furnished in either the attractive wooden box, as illustrated, or the handy canvas roll.

They sell readily, for their superior quality is apparent at a glance. And of course they are backed by the PEXTO Oval—an assurance that they will not belie their looks.

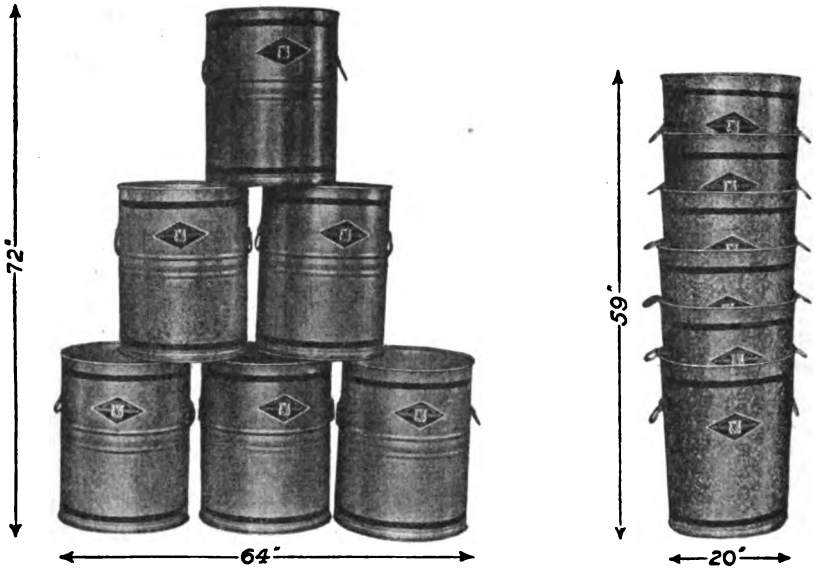
PEXTO

WORTH WHILE TOOLS

THE PECK, STOW & WILCOX CO.

Southington, Connecticut, U.S.A.

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47 Per Cent. SAVING IN FREIGHT CHARGES ALONE

And that's Only One of the Big Advantages of the New Style Iron Horse Flaring Ash Cans

ACCORDING to present classifications: Straight Cans take 2½ times first-class rate, Flaring Cans take second-class rate.

Which, in actual figures, means an approximate saving of 50% in freight charges. And there is practically the same proportionate saving in floor space, an important item, you will agree. Not only that—nestable Ash Cans are better protected for shipment.

The flare on these Cans is so slight that it is hardly noticeable, *and* there is no appreciable difference in the capacities *of* the two Cans.

Flaring type Cans can be furnished in the seven different styles listed below. We will gladly quote you on request. Prompt shipment can be made.

Get your order in early.

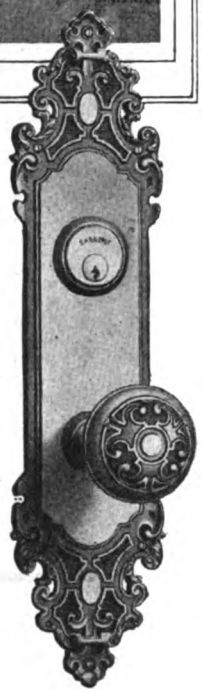
ROCHESTER CAN COMPANY, Rochester, N. Y.



F. F. F. M. F. C. F. L. F. V. F. H. F. D.

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Now is the time to display Sargent Hardware

Building activity is on the increase. There are also many prospective builders, who, while not building at once, are deciding **now** on the details of homes and buildings that will be erected later.

Are you taking advantage of this interest in building matters? You can have a portion of it directed to your store if you display samples of Sargent Locks and hardware and explain their advantages to possible buyers.

The security of Sargent Hardware will interest every person who is planning a home. You can show them beautiful Sargent designs to harmonize with every architectural or decorative scheme. Our year 'round **national advertising has paved the way for your selling efforts.**

If you will send us the names of any prospective customers in your territory, we will send them the Sargent Book of Designs and refer them to your store.

Sargent & Company

New York **NEW HAVEN, CONN.** **Chicago**

SARGENT

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MAGNETIC CLOTH

The Most Complete Domestic Help Device Known

It instantly removes Grease, Burned Foods and all dirts from all kitchen ware. ALSO cleans Vegetables, New Potatoes, Sweet Potatoes, Carrots, Parsnips and such like. ALSO Tile work, Marble or Brown Stone Steps and many other things too numerous to mention. ALSO is used extensively for cleaning stained and greasy hands, for instance in machine shops, garages, etc.



These are the days of progress and efficiency. The woman in the kitchen is no longer satisfied with the old-fashioned, back-aching methods of cleaning greasy pots and pans; MAGNETIC CLOTH is now the active housemaid that saves time and labor and conserves sweetness of disposition. The kitchen sink of the modern housewife is no longer complete without a MAGNETIC CLOTH hanging on a hook.

The MAGNETIC CLOTH is as pliable as cloth, entirely as efficient as the best abrasive. Made to slip on the hand like a mitten. After using, rinse in warm water and hang up by the loop, to dry.

As a magic wonder this MAGNETIC CLOTH is demanded everywhere; its market is wide and insistent and it is a logical, inevitable profit-maker for the merchant who reads and heeds the mind of his trade.

Retails for 10 Cents  **Retails for 10 Cents**

Send us your jobber's name if he can't supply you with a trial gross. Packed in two dozen attractive cartons for show case display.

MANUFACTURED BY

JOHN W. GOTTSCHALK MFG. CO.

LEHIGH AVE. AND MASCHER ST. **PHILADELPHIA, PA.**

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco

Digitized by Google

Who says Cutlery is dull?

1. Remington Cutlery Works at Bridgeport are running full time and at full capacity—and have been on this basis since they started.

2. A very large number of the leading hardware jobbers throughout the country have lined up with Remington in the introduction and distribution of Remington pocket knives.

3. In the past four weeks upwards of 2000 retail dealers have given Remington their orders for immediate shipment through Remington's hardware jobbing customers. During these four weeks the Company booked orders for Remington pocket knives in every State and Territory in the Union—Nevada alone excepted.

4. Remington Cutlery Works are employing a larger number of cutlers and skilled cutlery workers than have ever before been employed by a manufacturer of American pocket knives.

"The prime function of a knife is to cut—to cut keenly"

A complete line of Remington pocket cutlery comprising many new and attractive patterns is ready for your inspection. There is a Remington knife for every purpose, from the de luxe pen knife in a wide variety of patterns to jack knives, premium stock knives and carpenter's and mechanic's knives equipped with punch and scribe blades and made to "stand up" under everyday, hard usage.

Remington Salesmen are now calling on the retail trade in the interest of Remington jobbers with a full line of Fall and Holiday Samples. If one of our men has not reached you, kindly drop us a line so we may instruct our representative in your territory to call.

Remington cutlery, firearms and ammunition are sold exclusively through the wholesale hardware trade

REMINGTON ARMS COMPANY, Inc.

General Offices
New York City

Cutlery Works
Bridgeport, Conn.

Remington



No. R 6456

Genuine stag handle; spear, pen, cut-off pen and manicure blades full crocus polished; milled nickel silver lining, nickel silver tips.

Length, closed 3⅛ inches

Weight, per dozen 16 oz.

Stop! Look! Think!

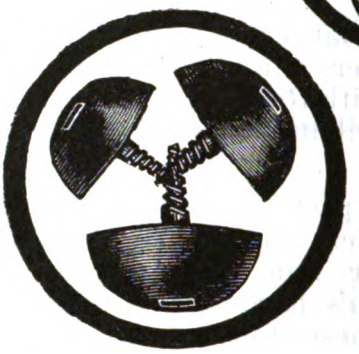
OF THE GREAT PROFIT IN OUR SPECIAL ASSORTMENT OF

"Elastic" Chair Tips

consisting of the most salable and profitable sizes, viz:

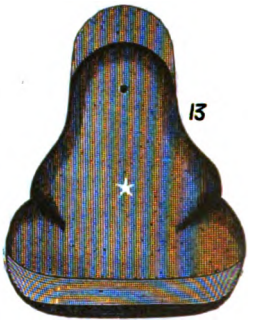
8 Gross Rubber Head Nails.
4 100/144 Gross Bumpers.
17 Doz. Slotted Screw Tips.
4 Doz. Wood Peg Tips.
3 Doz. Patent Rocking Chair Tips.
4 Doz. Stetson's Combination Cushion Chair Tips.













"Elastic" Chair Tips

Prevent injury to floor and carpet, stop the noise, nuisance in the home, the schoolroom, the restaurant, the public hall—wherever wooden chairs are moved about on wooden floors, concrete or tiling.

Their almost universal usefulness and necessity make them most profitable sellers—if pushed.

"Elastic" Chair Tips.
Order the "Elastic" Assortment now—display it—then watch the "Elastic" sell!



ELASTIC TIP CO., BOSTON, MASS.
Kindly send us full particulars and prices of "Elastic Assortment."
Name.....
Address.....
Hardware World.

ELASTIC TIP CO.

370 Atlantic Ave., Boston, Mass.

Digitized by Google



The Man of Tomorrow

The boys grow up fast, soon they will be men to whom you will look for business.

Why not start today to cultivate their trade, to educate them to the fact that they can secure their needs at your store. Get them in the habit of trading with you.

This new Boy Scout folder will help you. It is handsomely printed in full colors and shows the complete Columbian chart of knots and splices. It also illustrates how Columbian Rope is made and guaranteed.

Write for a supply to draw the boys to your store.

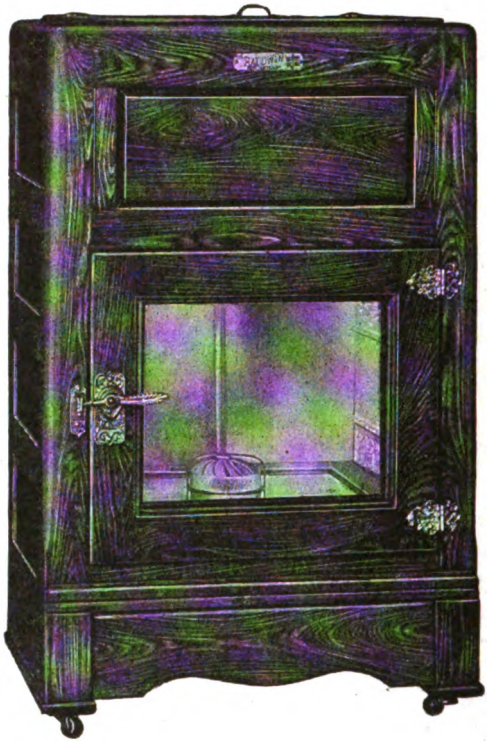
Columbian Rope Company

332-80 Genesee Street

Auburn, *"The Cordage City"* N. Y.

Branches— New York Chicago Boston Houston Baltimore

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Baldwin Circulation Proved

The above cut shows a Baldwin Dry Air Refrigerator with a wheel at bottom of storage room. The circulation is strong enough to turn the wheel at a rapid rate. No other make can turn a wheel placed in the bottom of the refrigerator. It proves that every inch of air in the refrigerator is in constant motion.

We furnish dealers with a refrigerator fitted with glass door and wheel as illustrated above. Placed in your show window it has strong advertising value and attracts crowds.

It's positive proof and very convincing. They "See the wheel go 'round." They see the Circulation.

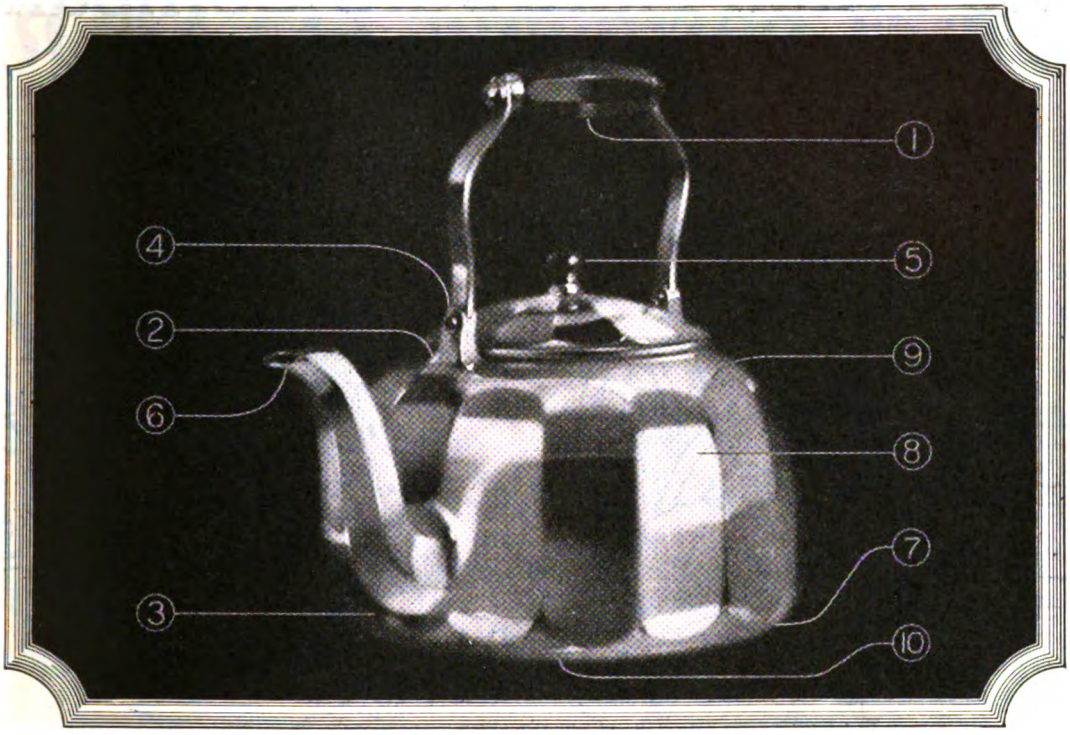
The Baldwin Refrigerator Co.

Burlington, Vermont

C. H. SMITH
Western Representative
817 South St. Andrews Place,
Los Angeles, Calif.

STOCK CARRIED IN SAN FRANCISCO BY HEYMAN-WEIL COMPANY

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Mirro Will Increase Your Profits

The quick-selling Mirro Aluminum utensils will help you put your kitchen-ware department on a better paying basis.

Every month, Mirro advertising is reaching hundreds of thousands of women throughout the country in the leading national women's publications. The Mirro Colonial Tea Kettle, pictured above, is advertised in Woman's Home Companion, in October.

All Mirro Aluminum utensils are made from pure aluminum, rolled again and again, under heavy pressure, in Mirro mills, to give the dense, hard quality which provides long-lasting service. And back of every Mirro product is the guarantee of the world's foremost manufacturer of aluminum utensils, with an experience of nearly thirty years in the making of better aluminum ware.

Use the Mirro window displays and counter signs; mail the Mirro miniature catalogs to prospective customers; use the Mirro advertisements in your local newspaper. Everything you do to tie up the Mirro line with your store will bring increased profits.

If you are not now handling the Mirro line, write for the general Mirro catalog.

These are the features of the Mirro Colonial Tea Kettle, pictured above:

1 Highly ebonized, sure-grip, detachable handle.

2 Handle ears welded on.

3 Spout welded on.

4 Slotted ears permit handle to be shifted to any desired position, without coming in contact with kettle.

5 Rivetless, no-burn, ebonized knob.

6 Easy-filling, easy-pouring spout.

7 Unusually wide heating base.

8 Famous Mirro finish.

9 Rich Colonial design.

10 Famous Mirro trade-mark stamped into the bottom of every Mirro utensil, and your guarantee of excellence.

Aluminum Goods Manufacturing Company

General Offices: Manitowoc, Wis., U. S. A.

Makers of Everything in Aluminum

MIRRO ALUMINUM REFLECTS GOOD HOUSEKEEPING A. G. M. Co.

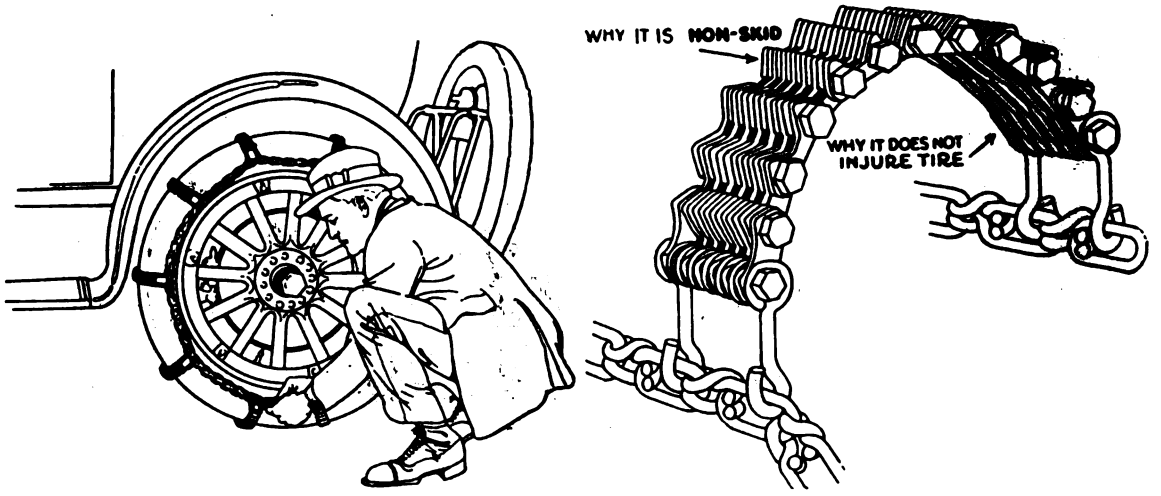
Every Mirro Utensil Bears This Imprint

MIRRO ALUMINUM *Reflects Good Housekeeping*

The Tritch Hardware Company

DENVER, COLORADO

Jobbers to the Merchants of the Rocky Mountain West



The Skidless Tire Chain

Manufactured by U. S. Chain Company

OUT WEARS ALL OTHER CHAINS

SMOOTH WHERE IT RESTS ON TIRE

ACKNOWLEDGED THE BEST NON-SKID APPLIANCE ON THE MARKET

APPROVED AND ENDORSED BY DEALERS AND USERS

LOCK 100% SAFE

The Tritch Hardware Company

Distributors

DENVER, COLORADO

FRANK A. BARE, President
O. E. BARE, Vice-President

R. E. GENTRY, Treasurer
H. R. HUFFMAN, Secretary

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BOYCO Galvanized Ware

IS

Quality Ware





BOYCO Galvanized Ware is made in the West for Western dealers. The Ware is made from black sheets and thoroughly hot-galvanized after all construction is complete. The surface is clean, smooth and full of spangles. There are no cracks or crevices; no raw edges; no smallest bit of surface exposed; and no chance for rust or leakage.

Each piece of Ware as it comes from the galvanizing pot is brushed making the surface clean and smooth.



Place a trial order with your jobber today! Put this line on display! Show it to your customers — you will find that it sells on sight and brings repeat business to your store.



BOYCO Galvanized Ware is real quality ware; made better and finished better.

Ask Your Jobber

BOYLE MANUFACTURING COMPANY

5100 Santa Fe Avenue, Los Angeles, California

Digitized by Google

Standard the World Over. *Why?*

Because Clover Grinding and Lapping Compound Alone has the Essentials of a Perfect Compound

1. An abrasive which is as hard and sharp as the diamond.
2. An abrasive powder which is absolutely even in its grading.
3. An abrasive possessing no magnetic properties, which under friction tend to make it stick to iron.
4. A very limp **petroleum** jelly binder which holds the abrasive in mechanical mixture. A petroleum binder "milled" to remove all free oil; not to melt under 250 degrees F.; as limp as thin vaseline, and does not change consistency in the coldest or the hottest weather; withstands rubbing and friction and when subjected to friction remains absolutely uniform and does not separate.

Clover will not deteriorate under any climatic conditions, nor during any length of time.



Every operation of lapping, grinding, polishing and surfacing finds its proper grade; 8 grades—2-A (microscopic fine); 1-A (very fine); A (fine); B (medium fine); C (medium coarse); D (coarse); E (very coarse); No. 50 (extra coarse).

Put up in packages to meet every convenience—4 oz. Duplex can; 2 oz. Duplex can; and single grade cans in ¼ lb., ½ lb., 1 lb. and 5 lb. packages.

Our Sales Service is all free.



Write for Bulletins No. 75 and No. 80, on Valve Grinding, Cylinder Lapping, Fitting Piston Rings, etc.

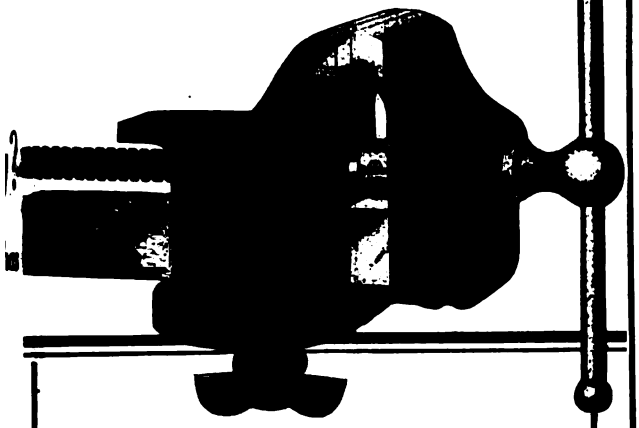
Clover Manufacturing Company

Norwalk, Conn., U. S. A.

SAN FRANCISCO **CHICAGO**

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PRENTISS

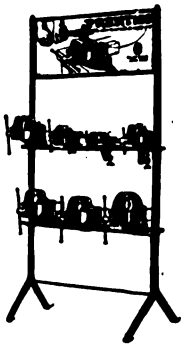


Vises That Put Buyers on Your Selling Staff

GOOD things are always passed along. A display of Prentiss Vises on the handsome sales stand that is loaned with each order of $62.50 worth of vises, is sure to start people talking in your behalf.

Almost everyone entering your store has some need for a vise. When they see them attractively displayed there is a certainty that they will talk up the merits of the display and of the vises, themselves. Thereby they will help you to sell more.

Do not neglect your profits from vises any longer. Send today for the sales stand.



Ask your jobber—
or write

to

PRENTISS VISE COMPANY

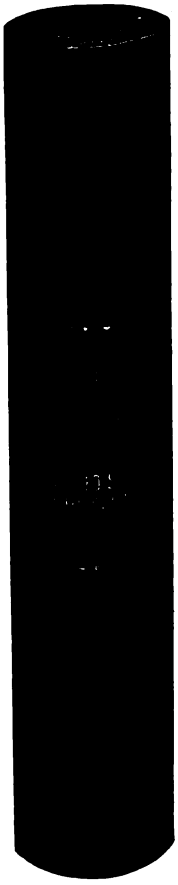
106-110 Lafayette Street

NEW YORK

"On the Bench Since 1868"

FACTS

Worth Remembering



In ordering Window or Fly Screen Cloth from your Jobber don't forget these vital facts:

The amount of **service** and **satisfaction** your customers get out of Screen Cloth depends almost entirely upon the materials used and the methods employed in the making. The label which identifies every roll of the "Perfect" Screen Cloth is your guarantee of the best materials, accurate mesh, the proper width and a full 100 lineal feet to every roll.

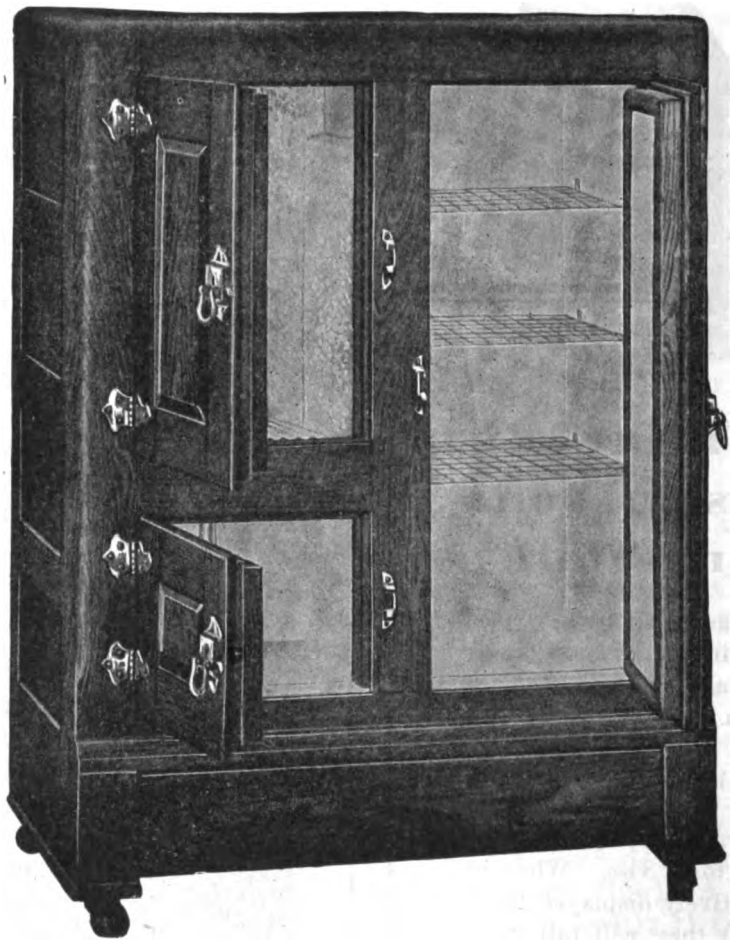
That's why dealers buy all of our wire products, Screen Cloth, Hardware Cloth, Poultry Netting, Fly Traps, etc.

Please Order Through Your Regular Jobber

Manufactured by

The LUDLOW SAYLOR WIRE CO.

ST. LOUIS, MO.



The Monarch Refrigerator Works

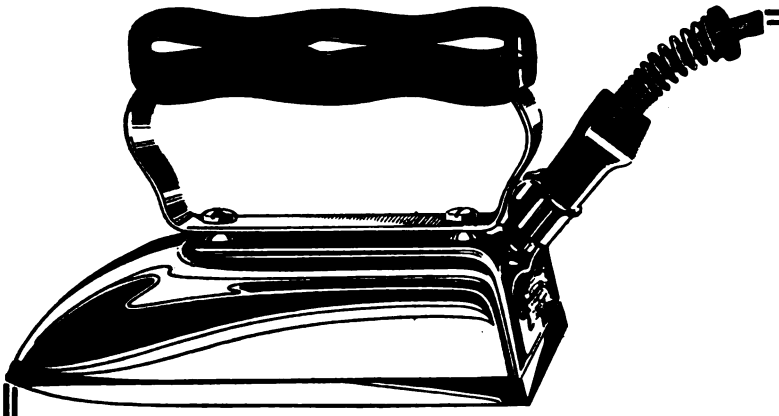
Burlington, Vermont

There is still some Refrigerator business for you, if you have Monarch Refrigerators on your floor. These Jobbers can supply your wants quickly.

Union Hardware & Metal Co.
Los Angeles, California

Sloss & Brittain
San Francisco, California

Digitized by Google



The best electric iron being made today

The SUNBEAM costs more to produce than all others, and gives a service accordingly --- it is beautiful beyond description.

It is made for all voltages, and the weight is six pounds.

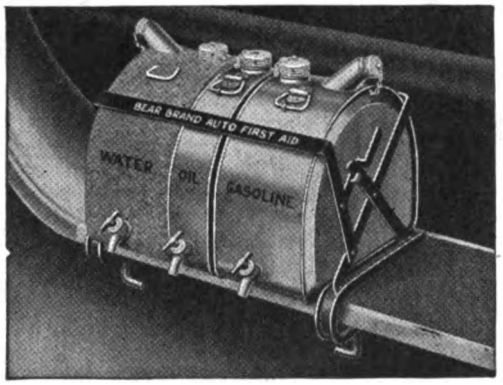
Quality Sales Helps—They Compel Attention
Free to Every Sunbeam Dealer

CHICAGO FLEXIBLE SHAFT COMPANY
5604 Roosevelt Road, Chicago, Illinois
30 Years Making Quality Products

Sunbeam
The Quality Hand Iron

BEAR BRAND CANTEENS





NO. 50 "FIRST AID"

Hot weather is here.
Display your canteens attractively.
They will sell if Bear Brand.

Put one of these on your own car and one or two in stock.
Your customers want them.

Send for folder—see full line—You will then insist on Bear Brand

WOOLWINE METAL PRODUCTS COMPANY
Los Angeles, California. Eighth Street and Santa Fe Avenue

SALES OFFICES

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Dan M. Bell, 222 Slaughter Building, Dallas, Texas
Strimple & Cox, Corbett Building, Portland, Oregon
Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colo.
Rankin & Cox, 68 West 2nd, South, Salt Lake City, Utah

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"Sterling"



Hard **TUNGSTEN STEEL** **Flexible**

HACK SAW BLADES

Many years of personal caretaking attention to manufacturing details have produced in STERLING Blades a cutting tool of unquestionable merit.

We claim Endurance—Dependability—Fast cutting — Long Life — Satisfaction to Dealers and Consumers.

Users declare that our slogan—"They don't Scratch, They Cut"— tells the story.

SOLD THROUGH JOBBERS ONLY

CORRESPONDENCE RESPECTFULLY SOLICITED

DIAMOND SAW & STAMPING WORKS, BUFFALO, NEW YORK

CALDWELL SALES COMPANY

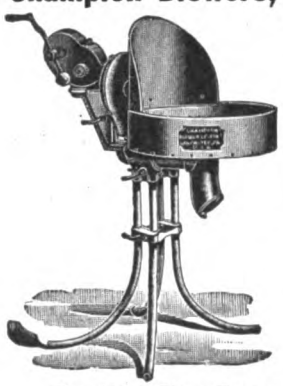
Lachman Building, Room 321, 417 Market Street, San Francisco, Cal.

Exclusive Pacific States Representatives

Champion Blowers, Forges, Drills and Screw Plates



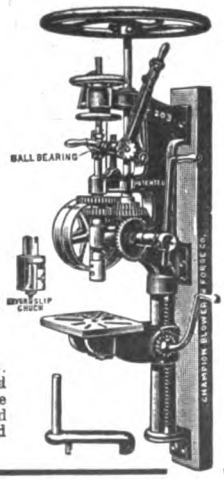
No. 409 Blower



No. 401. Rivet Forge

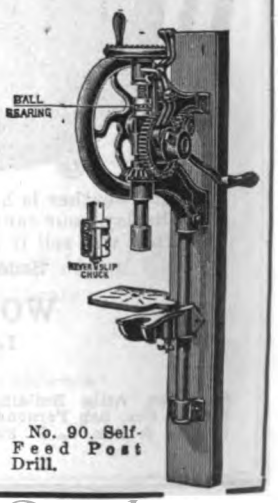


No. 50. Champion One-Fire Variable Speed Electric Blacksmith Blower.



No. 203. Self-Feed and Double Compound Lever Feed Drill.





No. 90. Self-Feed Post Drill.

Screw Plates in Four Styles, Cutting up to 1½"

CHAMPION TOOLS, Built for Service

CARRIED IN STOCK AND DISTRIBUTED BY ALL THE LEADING JOBBERS

Write for Our 350 Page Catalog

CHAMPION BLOWER & FORGE CO.

Lancaster, Pa., U. S. A.

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GET NEXT
TO
"HELLERS"

Famous Sectional Cabinets

FOR

Hardware
Auto Accessories
Screws
Bolts, Etc.

—

PROMPT SHIPMENTS

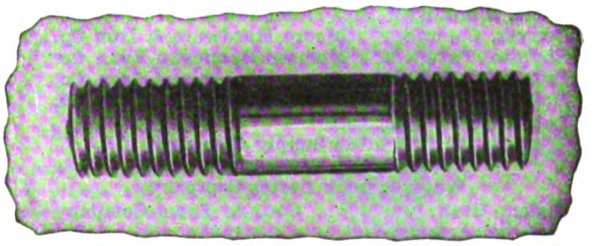
—

Ask for Catalog 37-H

—

W. C. Heller & Co.
Montpelier, Ohio





WM. H. OTTEMILLER CO., York, Pa.

Manufacturers of Cap and Set Screws, Screw Machine Work

REPRESENTATIVES

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Bldg., Los Angeles, Cal.
Strimple & Cox, L. C. Smith Bldg., Seattle, Wash.
Rankin & Cox, Newhouse Bldg., Salt Lake City
Taylor, Youngs & Cox, Temple Court Building, Denver Colorado
Strimple & Cox, Corbett Bldg., Portland, Ore.

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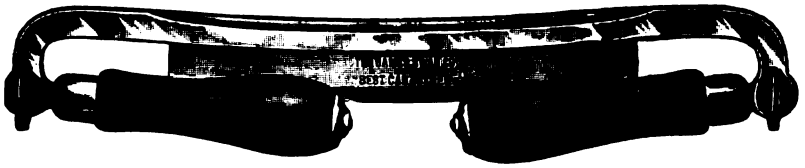
THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

BITS
AUGERS



CHISELS
DRAW KNIVES





NAIL SETS
GIMLETS



GOUGES
SCREW DRIVERS

New York Office: 28 Warren Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento California

PHOENIX HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

Phoenix Shoes are Kept in Stock by the Following Houses

Albuquerque, New Mexico.....J. Korber & Co.
Boise, Idaho.....Northrop Hardware Co.
Butte, Montana.....Montana Hardware Co.
Denver, Colorado....Moore Hardware & Iron Co.
El Paso, Texas.....Momsen-Dunnegan-Ryan Co.
Fresno, California.....Inland Iron Co.
Hamilton, Montana....The Valley Mercantile Co.
Los Angeles, Calif.—
W. T. McFie Supply Company
Percival Iron Company
Waterhouse & Lester Company
Ogden, Utah.....Geo. A. Lowe Company
Phoenix, Arizona—
Palace Hardware & Arms Co.
Arizona Hardware & Supply Co.
Portland, Oregon—
Northwestern Hardware & Steel Co.
J. E. Haseltine Company
Pocatello, Idaho..Salt Lake Hardware Company
San Francisco, Calif.—
Holt Bros.
Scovel Iron Store Company
Spotswood-Helfer Company
Tayler & Spotswood Company
Waterhouse & Lester Company
Salt Lake City, Utah....Salt Lake Hardware Co.
Seattle, Washington.....Gray Brothers
Stockton, Calif.....Hickenbotham Brothers
Tacoma, Washington.....West Coast Steel Co.
Tucson, Ariz.....Albert Steinfeld & Co.

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES JOILET, ILL., POUGHKEEPSIE, NEW YORK

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"THE RECOGNIZED LEADER"



ELECTRO-ZINCKED **AFTER** WEAVING

GALVANOID has won the pre-eminent favor of the trade because it is the most **dependable** zincked screen cloth made. You can confidently recommend GALVANOID to your best trade.

ORDER NOW AND TAKE SHIPMENT EARLY

If your Jobber cannot furnish, advise us and we will see that you are supplied.

WE ALSO MANUFACTURE
BRONZE, COPPER, PAINTED AND GALVANIZED

AMERICAN WIRE FABRICS CO.

208 So. La Salle Street, Chicago, Illinois

FACTORIES:
Chicago, Illinois Mt. Wolf, Pa.

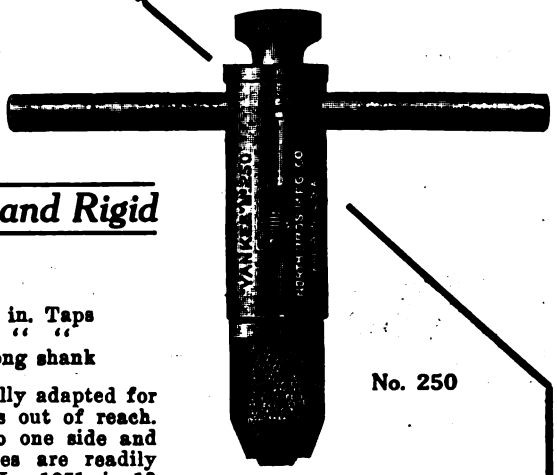
REPRESENTATIVES:
EWING-LEWIS CO., San Francisco and Los Angeles, Cal. D. L. HERMAN, Seattle, Wash.

"YANKEE"

TAP WRENCHES



No. 1251 Length 13 in. Over All



Right and Left Hand and Rigid

THREE SIZES

No. 250 Capacity up to 3/16 in. Taps
No. 251 " " " 5/16 " "
No. 1251 Same as 251 with long shank

Yankee Tap Wrenches are especially adapted for work in close quarters and places out of reach. The cross arm is easily drawn to one side and with the ratchet movement, holes are readily tapped in close corners. The No. 1251 is 13 inches overall, giving a long reach into inaccessible places, making it indispensable in Automobile work and work of similar character.

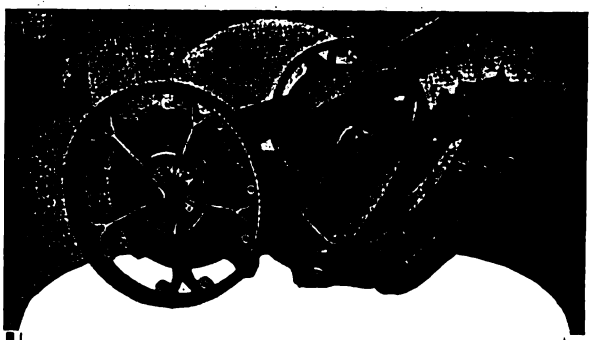
No. 250

Your Jobber Will Supply You

NORTH BROS. MFG. CO.

PHILADELPHIA, PA., U. S. A.

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The satisfaction of the purchaser of a Pennsylvania Quality Lawn Mower returns a thousand fold to the merchant in the shape of "good will" and prestige.

Nearly half a century of unqualified approval of users is the strongest guarantee of satisfaction of Pennsylvania Quality Lawn Mowers.

PENNSYLVANIA LAWN MOWER WORKS
FOUNDED 1877 PHILADELPHIA

This trade mark is on the handle of:

PENNSYLVANIA
Quality
LAWN MOWERS

- Pennsylvania Standard, high and low Wheel.
- Pennsylvania Junior Ball Bearing, high and low wheel.
- Continental High Wheel.
- Great American Ball Bearing.
- Red Cloud Ball Bearing.
- Orchid Ball Bearing.
- Panama Plain Bearing.
- New Belmont Ball Bearing.
- Delta Ball Bearing.
- Electra.

YOUR TRADE WANTS

FILES OF QUALITY

The Highest Grade Coil File Made

IT'S A TOOL

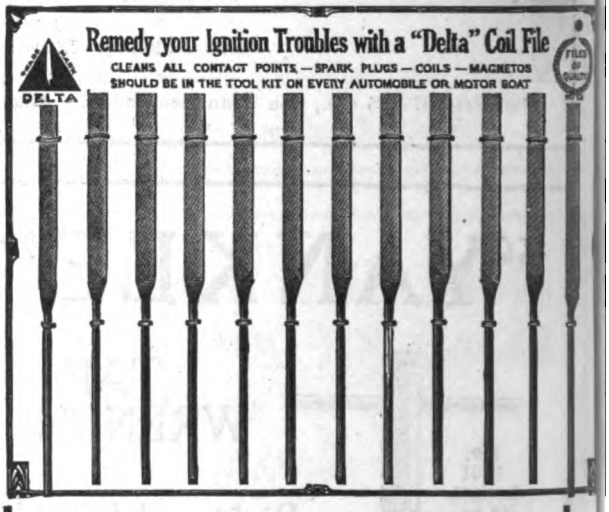
TRADE MARK DELTA

Will Please Your Customers

Needs Only to be Displayed to Make Sale

REMEDY *Your* IGNITION TROUBLES *with*

DELTA COIL FILE



Cleans All Contact Points, Spark Plugs, Coils, Magnetos

Should be in the Tool Kit on Every Automobile or Motor Boat

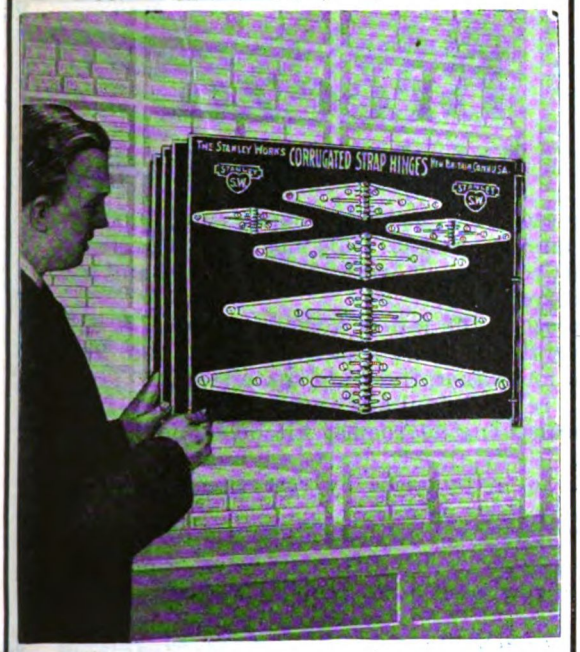
High Grade Files for Every Purpose

TRADE MARK DELTA

DELTA FILE WORKS
PHILADELPHIA, PA., U. S. A.

FILES OF QUALITY

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Important Announcement to Stanley Dealers

Every dealer who carries Stanley Hinges is entitled to a Hinge Display Board, sent postpaid on request.

This board consists of four 18" x 25" lithographed cards which illustrate (in the exact color and size) the entire line of

STANLEY
Strap and T Hinges

The **Customer** makes his selection more readily from this Hinge Display Board. The **salesman** is equipped to put through any sale—large or small—in less time than ever. Valuable **wall space** is saved. An occasional wiping with a damp rag keeps the Display bright and attractive.

The "Stanley way" to pack, display merchandise and sell hinges is a **modern improvement** endorsed by leading dealers throughout the country. Write for your free Hinge Display Board today.

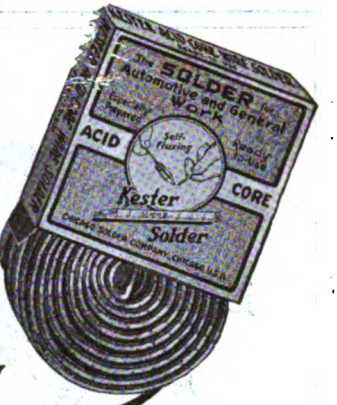
THE STANLEY WORKS

Main Offices and Plant:

NEW BRITAIN CONN.

Branch Offices: New York Chicago San Francisco Los Angeles Seattle Atlanta

Your customers are replacing less—repairing more. That means bigger solder sales!



They're Mending Them Now —*With Solder*

Things that would have been discarded and replaced a year ago, are repaired now—that's the "thrift-time" spirit.

More solder is needed to mend the pots, pans, electrical appliances, tanks, and hundreds of other things that are being fixed with solder. So the decrease in sale of new merchandise can be partly made up for by *increased* sale of—

KESTER WIRE SOLDER

The Thrift-Time Seller

Every sale of this handy, genuine tin-and-lead, *Self-Fluxing* Solder makes a permanent customer because Kester Solder does better work and eliminates separate, mussy flux and the time formerly wasted in applying it.

Try it without cost. Use it on your own work. Note how the scientifically prepared flux flows out of the pockets as the solder is melted off. Note the perfect bond, too—then you'll know why Kester Solder is in such great demand.

Remember it stocks two items in one—flux and solder so it's easy to handle; easy to sell. Sold in one pound cartons and on one, five and ten pound spools.

CHICAGO SOLDER COMPANY
4229 Wrightwood Avenue, Chicago
Direct Factory Representatives:
The Faucette-Huston Company
Chattanooga, Tenn.
Louis J. Ziesel Company
216 Market Street, San Francisco, Cal.

Free Try-Out Coupon

H. W. 9-21.

CHICAGO SOLDER COMPANY,
4229 Wrightwood Ave., Chicago, Ill.

Gentlemen: Please send me a free sample of Kester Acid-Core Wire Solder.

Name .....

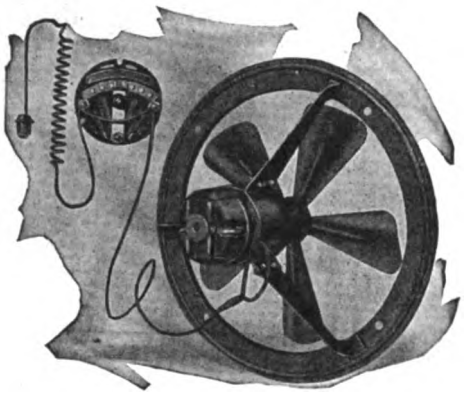
Company .....

Address .....

City ..... State .....

Our Supply House is .....

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Breezo
Disk Fans

Breezo has a maximum capacity of 1000 cu. ft. of air per minute. This means 1000 cu. ft. of foul air removed or fresh air introduced and not just stirred up.

Breezo is the fan of a thousand uses, it will remove the noxious fumes of paint, oils, varnishes and other finishing materials.

Will remove foul air or excessive heat from lavatories, engine rooms, kitchens and restaurants.

Improves the efficiency of the men working in factories by removing dust, lint, steam and overheated air.

EASY TO INSTALL—POSITIVE IN OPERATION—NOISELESS.

Dealers, this is a fan that can be used in hundreds of different ways—and is a GOOD SELLER. Breezo is complete, just screw plug into lamp socket, set fan in place and it is ready to run.

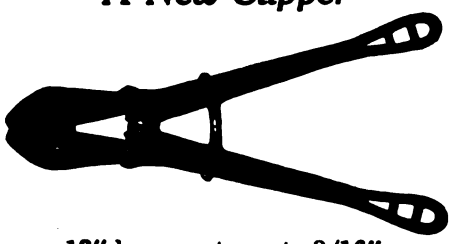
Can make immediate shipments from Los Angeles Branch.

For information write Department 37

BUFFALO FORGE COMPANY - Buffalo, N. Y.

PORTER'S
New Easy Bolt Clippers

Look!
A New Clipper



12″ long; cuts up to 3/16″.

The low price will sell it over the counter.
No tool kit complete without it.

Ask your jobber for
Porter's No. 1855 Clipper

SALES OFFICES:
Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Rankin & Cox, Newhouse Bldg., Salt Lake City
Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colo.

H. K. PORTER - Everett, Mass.

The Bridgeport Hdw. Mfg. Corp.
BRIDGEPORT, CONN.

Matchless Screw Drivers
Tempered Blade Runs Clear Through the Handle.
Red Varnished Handle



No. 93	Mechanics' Square	2 to 12 inches
No. 94	Mechanics' Round	2 to 12 inches
No. 95	Electricians' Round, Insulated	12 inches
No. 96	Cabinet Round	3-16x2½ to 12½ inches
No. 97	Machinists' Square	⅜x2½, 3½, 4½, 5½ in.
No. 970	Machinists' Round	⅜x1⅝ inches
No. 99	Baby Round	3-16x1½ inches

Hercules Knife Handle Screw Driver
Forged Steel Handle Plate, High Carbon Steel Tempered Blade, Hardwood Handle



No. 102	Round	2 to 12 inches
No. 12	Square	7-16x4½ inches

Challenge Plain Handle Screw Driver
Red Varnished Handle



Full Tempered Blade

No. 82	Mechanics'	2 to 12 inches
No. 84	Cabinet	1-4 x 3½ to 12½ inches
No. 86	Electricians'	3-16 x 2½ to 12½ inches
No. 87		3-16x1½ inches

Write your Jobber for prices.

C. W. GAUSE CO.
Western Sales Agents
693 Mission St.,
San Francisco, Cal.

J. C. McCARTY
Eastern Sales Agents
New York City, N. Y.

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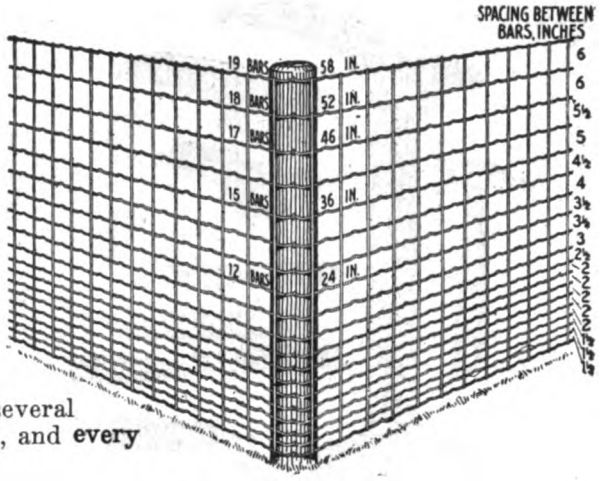
"Pittsburgh Perfect"

Electrically Welded

Poultry and Garden Fencing

A popular fencing among poultry raisers. Neat appearance and light weight are combined with strength and durability. No top rails or bottom boards are necessary.

This fencing will win friends among your customers, and develop profitable sales for you. Made in several styles from our own Open Hearth Steel, and every rod guaranteed.



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Pittsburgh Steel Company

GENERAL OFFICES: PITTSBURGH, PA.

Pacific Coast Office
359-363 Monadnock Bldg., San Francisco, Cal.

Distributors of "Pittsburgh Perfect" and "Columbia" Wire Fencing:

Dunham, Carrigan & Hayden Co.
San Francisco, Cal.
Northern California and Nevada

Whiton Hardware Company
Seattle, Wash.
Washington and Oregon

SAGER CHEMICAL PROCESS AXES

AND

BULL DOG LOGGING TOOLS

Recognized all over the United States as the BEST money and skill can produce

WRITE FOR CATALOGUE

HIGHEST HONORS AWARDED BY

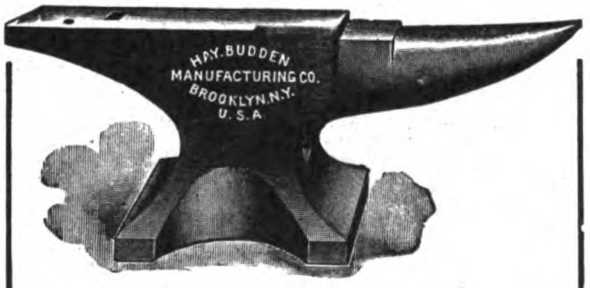
PANAMA PACIFIC INTERNATIONAL EXPOSITION GRAND PRIZE

ALASKA-YUKON PACIFIC EXPOSITION GRAND PRIZE

SAGER PATENT CHEMICAL GROUND AXES BULL DOG LOGGING TOOLS

WARREN AXE & TOOL CO, WARREN, PA. U.S.A.
DAILY CAPACITY 3500 AXES AND LOGGING TOOLS

HAY-BUDDEN Solid Forged ANVILS



YOUR JOBBER WILL SUPPLY YOU WITH THE OLD RELIABLE

GENUINE Hay-Budden Anvil

Hundreds of thousands in use and giving perfect satisfaction.

A LOOSE FACE IMPOSSIBLE

FULLY GUARANTEED

WESTERN SALES REPRESENTATIVES

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Rankin & Cox, Newhouse Building, Salt Lake City, Utah
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THRIFT *is in* THE SADDLE

The day of the easy dollar is gone. Thrift is uppermost and —

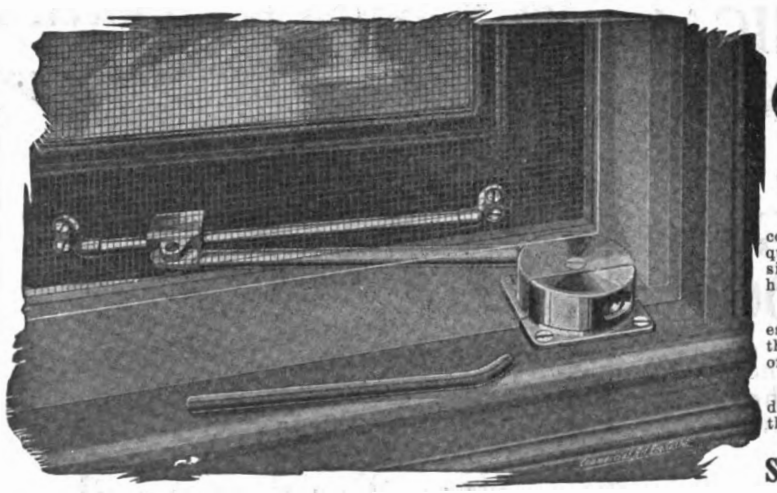
Our Guaranteed Perfection Economy Cobbler is the one article to put into the home.

It is the Guaranteed Perfection Economy that takes the stitch in time and saves the proverbial nine.

Holds a full complement of lasts, stands, tools and findings, and enables the head of the house to make his own repairs on the family footwear.

Mr. Merchant, you should stock this Cobbler Set. It sells readily and at a good profit to you.

THE FATE-ROOT-HEATH COMPANY, Plymouth, Ohio



Handle Detached. Cut shows Right-Hand Casement Adjuster

Superior Casement Adjuster

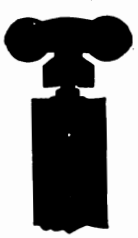
For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

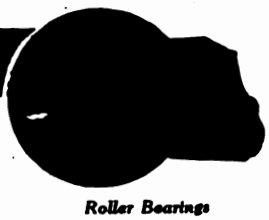
Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.
550 W. Lake Street, Chicago



WAGNER Door Hangers and Tracks



Roller Bearings

Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade. Write for catalog showing entire line.

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa

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AN IMPROVED CARPENTER'S TOOL

NEW NO. 65



LUFKIN

Try and Mitre Square

A Popular Priced, Accurate, Durable, Well Designed Tool

Steel Blade marked both sides 8ths and 16ths, with clear, distinct figures and lines. Moveable head securely clamped at any point.

Combines in One Tool the Try and Mitre Squares with Blade Adjustable in Length, the Marking Gage, Height and Depth Gage and Separate Rule.

9-inch Retails at $2.00 **12-inch Retails at $2.25**

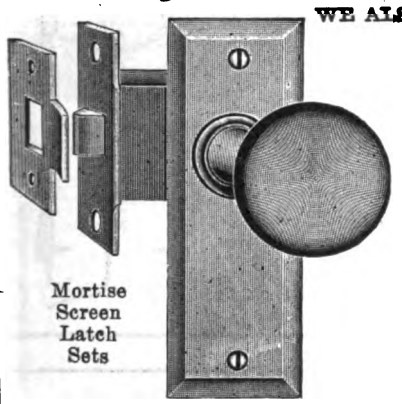
ASK YOUR JOBBER'S SALESMAN

TAPES—RULES—MECHANICS' TOOLS

New York Windsor, Ont. THE LUFKIN RULE CO. Saginaw, Mich.

Shelby Screen Door Hardware

WE ALSO MAKE



Mortise Screen Latch Sets

Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. **Ask for catalog today.**

The SHELBY SPRING HINGE CO.

SHELBY, OHIO, U. S. A.

COAST REPRESENTATIVES

POND HARDWARE CO., Los Angeles, Cal.

D. L. HERMAN, Seattle, Wash.

There Is a Difference in Washers



Just as in an other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

Annealed Rivet Burrs **Fellow Plates**
Sheared and Punched Plates

PROMPT SHIPMENTS

Wrought Washer Mfg. Co.

Milwaukee, Wis.

Coast Representatives,
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.; Denver, Colo.

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QUEEN



QUEEN INCUBATORS

hatch chicks that live and grow.

They are good machines to sell because they are good machines to own. You will never lose a customer to whom you recommend a Queen.

May we help you install an incubator department?

QUEEN INCUBATOR CO., Lincoln, Nebraska



A Ready Seller

Everyone in your town who uses belts for transmitting power will prove a ready purchaser of

DIXON'S SOLID BELT DRESSING

A sure cure for slipping belts. It contains no harmful ingredients and does not deteriorate.

It is recommended and used for all kinds of belting.

Dixon's Solid Belt Dressing is put up in handy convenient bars and may be applied to belts without the necessity of stopping the machinery.

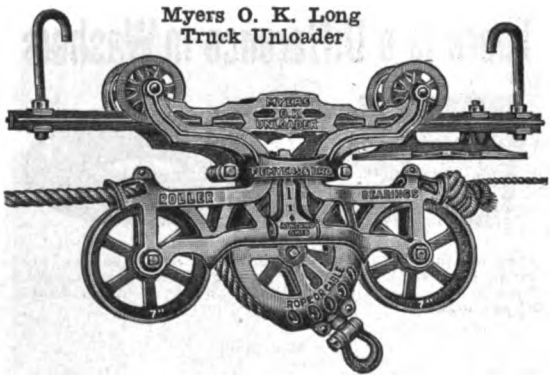
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JOSEPH DIXON CRUCIBLE COMPANY

Jersey City, New Jersey

Established 1827

Myers O. K. Long Truck Unloader



MYERS HAY UNLOADING TOOLS

It will not be long before hay making is on in earnest. Already there is a decided stir in this direction—new unloading outfits are being sold and installed in advance while the demand for unloaders, forks, slings, pulleys and fixtures is growing rapidly as harvest approaches. Be prepared to obtain your share of this business by ordering now a complete stock of MYERS HAY UNLOADING TOOLS.

You are familiar with Myers quality and know that Myers Unloaders, Forks, Slings, Pulleys and Fixtures, through their speed, ease of operation and large capacity, will please your most particular customers. What else is necessary? Write, telephone or telegraph. Catalog and prices by return mail, if you do not already have them.

F. E. Myers & Bro., Ashland, Ohio

Ashland Pump and Hay Tool Works



The "Pony" Riveter

Every "PONY" Machine will set both tubular and split rivets and is the best riveter made for repairing harness.

This machine is made of malleable iron and steel and will not break if abused.

MADE BY

F. H. SMITH MANUFACTURING CO.

3047 Carroll Avenue, Chicago, Illinois

Manufacturers of

Rivet and Fastner Setting Machines



THE "PONY"

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NORTHLAND SKIS—TOBOGGANS—SNOW SHOES

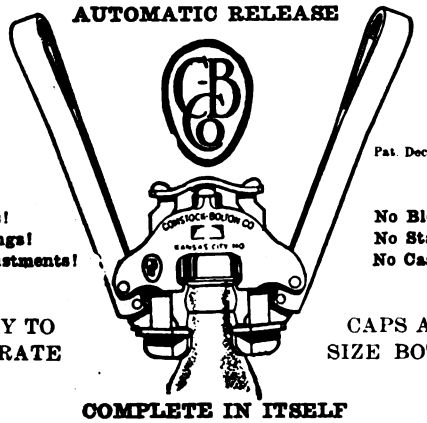
Every one a good seller—and profitable, too. Order early for next season—prices are down now

NORTHLAND SKI MFG. CO., 2330 Hampden Ave., St. Paul, Minn.

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"C-B-CO" Bottle Capper

AUTOMATIC RELEASE



Pat. Dec 21, 1920

No Keys!
No Springs!
No Adjustments!

No Blocks!
No Stands!
No Castings!

EASY TO OPERATE

CAPS ANY SIZE BOTTLE

COMPLETE IN ITSELF

A home necessity in bottling home made chili sauce, catsup, fruit juices, mayonnaise, horseradish, cider, cooking oils, beverages, or any liquid or semi-liquid that requires an air-tight seal. "ASK YOUR JOBBER"

Mfg. by COMSTOCK-BOLTON CO., Kansas City, Mo.

"CAPS THEM ALL"



Cole's Safety CAN OPENER

Easy to operate.
No danger cutting hand.
Cuts out top completely.
Saves every can.
Opens can of any shape.

Enables contents being removed in whole form.

It is absolutely SAFE.
A pleasure to use.
Guarantees satisfaction.
Made of best materials.

Dealers cannot afford to be without a stock of them because housewives, hotels, restaurants, grocery, packing house, can goods and brokers salesmen are all demanding them.

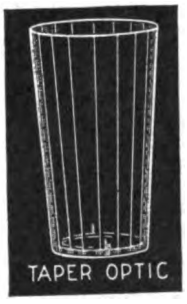
Fits in vest pocket like a "cigar"

Write for Prices. Samples 65c Each

SAFETY CAN OPENER CO.
STREATOR, ILLINOIS



BEST CUTLERY CO.
Manufacturers of all kinds of
HIGH GRADE SOLID STEEL SCISSORS
Office and Works
25 Willoughby Street - - Newark, N. J.



Tumblers

PLAIN AND CUT
OPTIC AND
DECORATED

Everyone Buys a Few

TRY OUR ASSORTED BARREL

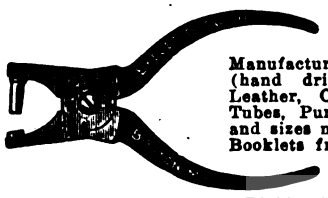
SELLS ON ARRIVAL

The BELMONT TUMBLER CO., Bellaire, Ohio

Gem Jr. Finger Nail Clipper



The highest perfection in the clipper art.
THE H. C. COOK CO., Ansonia, Conn., U. S. A.



EYELET TOOL CO.

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

190 Dorchester Ave.
BOSTON, MASS.

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Hot Weather and Orders

These are the days that bring smiles and dollars to the dealer selling the Aseptic Home Capping Machine. Backed by three years of service, they insure profits, good will and satisfied customers.

Send for your sample today.



REINHOLD-SHARP & COMPANY
615 Harrison Street, DAVENPORT, IOWA

Western Representative
JOHN F. KEGLEY, Lankershim, Cal.

"EASY EMPTYING"
Grass Catchers

"Favorably known the world over" now made with

Re-Inforced Non-Slipping Bottom

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 20.

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SOME OF OUR PACIFIC COAST JOBBERS

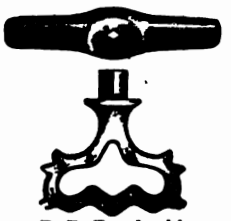
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Ears, Handles, Etc.
FOR TINWARE MAKERS



Berger's Bar



B. B. Turnbuckle



Guard Handle

Highest quality, finest finish, largest stock of all sizes and kinds to be found anywhere. Send for our No. 9 Catalog showing a complete line of Handles, Ears, etc., Pipe Gutter Hangers, Hooks and a complete line of TINNERS' and ROOFERS' SUPPLIES.

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Office, 229-231 Arch Street
Store, 237 Arch Street
Warerooms and Factory, 110-114 Broad Street
PHILADELPHIA

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The New "Liberty" Postal Scale

A TRINER, OF COURSE



The chart indicator shows instantly the amount required for all out of town postage—as well as the correct local postage.

Avoids the worry and inaccuracy of computing the new rates, pays for itself by eliminating "over postage."

This new scale is called "Liberty Postal Scale" — capacity two pounds.

Finished in gold bronze or oxidized copper.

Order this TRINER scale now. It's a quick seller, with a good profit.

TRINER SCALE & MFG. CO.

West Twenty-First Street CHICAGO, ILLINOIS

W. P. HORN & CO.
Pacific Coast Representatives
Rialto Building, San Francisco, Cal.
Los Angeles Portland, Ore. Seattle, Wash.

SHUR-TITE BOTTLE CAP

For perfect sealing — and re-sealing—of home beverages, ketchups, sauces, etc., without the use of a capper.



Used Repeatedly

Never Leaks

Instantly Applied

Seals Positively



RETAILS THREE FOR 10c COMPLETE



Attractive discounts to the trade.

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ORDER SAMPLE GROSS TODAY

MANUFACTURED BY

PORTER PRODUCTS CORPORATION

Brewerton - - - - - - - New York

COBBLER OUTFITS, LASTS AND STANDS AND HEEL PLATES

Cobbler Outfits



Improved Economical

Will always insure you a good profit if you buy the best. We happen to have the best because we have been manufacturing them for over a quarter of a century.

Write for latest catalog and price list

Lasts and Stands



Guaranteed Empire

Heel Plates

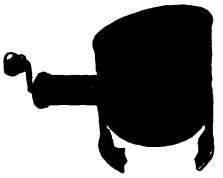


Star No. 4

STAR HEEL PLATE COMPANY

LOUIS SACKS, Inc.

357-391 Wilson Ave., Newark, N. J., U. S. A.



GENUINE

HUNTER'S SIFTER

Standard of the World Since 1880

Sectional View Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO.

Bender Street Hamilton, Ohio

DI-MEL-INE

PAINTS - STAINS - ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. RETAILS 25 CENTS—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

Dealer's Assortment (30 doz.).....$54.00
Jobber's Assortment (12 doz.)..... 21.60
Open Stock, all colors, per gross..... 21.60

2% Freight allowance, F.O.B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MONTAUK PAINT MFG. CO.

169-173 Second Ave., BROOKLYN—NEW YORK

Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

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MR. DEALER

Have you placed your Sprayer order for 1921? We want your business, and your trade wants our Sprayers.

REMEMBER

There is no other line of Sprayers so simply made or that gives better satisfaction to Dealer or user than

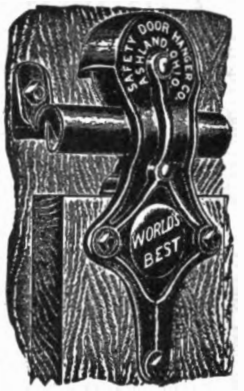
THE UTILITY LINE



No. 40 Portable Outfit

Write for
Catalog and Prices

ALBERT LEA SPRAYER CO.
ALBERT LEA, MINN.



YOU ARE RIGHT IN RECOMMENDING
"WORLD'S BEST"
IN NAME AND FACT

World's Best Tubular Track

Barn, Factory and Warehouse Door Hanger

EXCLUSIVE FEATURES

Frame is best grade malleable iron

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the Easiest Running Hanger on the market.

Packed one pair in box complete with bolts: one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you, we will.

THE TOPPING MFG. CO
For 18 Years Safety Door Hanger Co.
ASHLAND, OHIO, U. S. A.

NORCROSS GARDEN CULTIVATORS



Growing in Demand Every Day

Sell one to a customer—and you get his next door neighbor.

Comes in (3) sizes, 5-PRONG, 3-PRONG and MIDGET, suited to both Men and Women.

The "NORCROSS" is Distinctively a "Quality" Line.

Handsome in appearance and built to give long Service and Satisfaction.

You'll enjoy selling them because of their wonderful efficiency—and because you can confidently recommend them.

More than 300 Jobbers carry the "NORCROSS" Line



Manufactured by
C. S. NORCROSS & SONS
Bushnell, Ill.
Distributed by
LEADING HARDWARE JOBBERS
EVERYWHERE

GET IN A SUPPLY OF

NOVELTY FORCE PUMPS

And treat your customers to the best.



(No. 130)

We are the manufacturers of the original 'Novelty' Pump for **WELLS** and **CISTERNS.** Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!

THE HESS-SNYDER CO., Massillon, Ohio

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Dealers Display Assortment

No. DB 5

Size 25" by 25"

This display board is made of quartered oak, hand rubbed and is in the natural oak finish.

On it is mounted a Decalcomania Transfer, showing the wrenches in actual size and natural color.

Hooks on the board permit a complete assortment to be carried and sold direct from the board.

It is furnished with the assortment listed below at the price of the tools only, at the regular list and discount.

6 only,	4-inch wrenches, list	$3.90
12 only,	6-inch wrenches, list	7.80
12 only,	8-inch wrenches, list	9.60
6 only,	10-inch wrenches, list	6.00
3 only,	12-inch wrenches, list	4.50
1 only,	15-inch wrench, list	2.25
1 only,	18-inch wrench, list	3.25
6 only,	6-8-inch wrenches, list	7.50
3 only,	8-10-inch wrenches, list	4.50

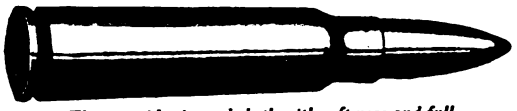
Order from your jobber.

CRESCENT TOOL CO.
JAMESTOWN, N. Y.

SAVAGE

An Achievement

The New Savage .300



This cartridge is made both with soft nose and full metal case bullet

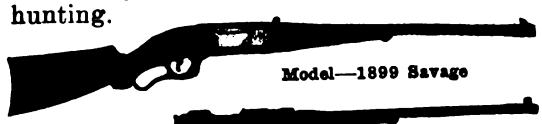
The sportsman's need for a sporting cartridge combining the extreme efficiency of the .30 Government Cartridge has at last been met by the Savage .300.

The Savage .300 retains the principles of trajectory—penetration—and accuracy of the famous .30 Govt.—but in more compact form and for lighter, more convenient, genuine hunting rifle.

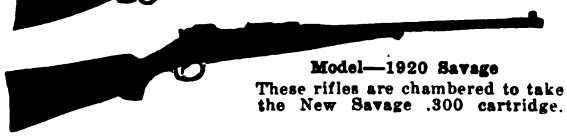
With a 150 grain pointed bullet, 2700 ft. seconds muzzle velocity, an accurate range far beyond hunting requirements—it is made possible on the 1000 yard military target — the Savage .300 brings to the shooter the highest development of ammunition for big game shooting.

The model 1899 lever action and the model 1920 bolt action Savage rifles will be chambered for this new cartridge. The construction of the actions of both these models permits the use of soft nose pointed bullets without deformation to the points.

Order your stock NOW for this Fall's hunting.



Model—1899 Savage



Model—1920 Savage
These rifles are chambered to take the New Savage .300 cartridge.

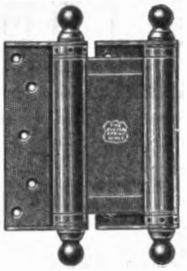
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UTICA, NEW YORK

Executive and Export Offices: 50 Church St., New York

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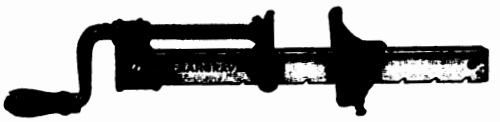
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An exceedingly well made tool, having strong malleable frame and steel screw.

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This is a strong, durable, convenient general purpose Clamp.

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The Wrench with the Curve that Fits the Hand

We know that Bergman's Queen City Adjustable Wrench will make good—that it will please your trade. And we seek the opportunity to prove it.

It is the one wrench with a scientifically designed curved handle that conforms strictly to the shape of a man's hand. Easier to grip and use, prevents hand from slipping. Also of inestimable value for working in hard-to-get-at-places.

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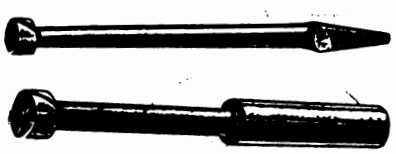
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Buffalo, N. Y.

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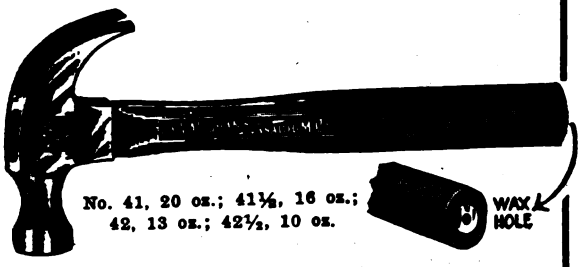
Enquire of Your Hardware Jobbers, or Write Us Direct. **Supplied in Sets** **Write for Catalogue**

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Made of Vanadium

Competent mechanics insist upon high-grade tools. Standardize your stock, reduce scattered investment and increase profits by concentrating on V & B Tools.



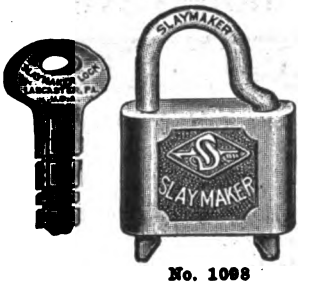
No. 41, 20 oz.; 41½, 16 oz.; 42, 13 oz.; 42½, 10 oz.

Vaughan's Uncle Sam Supersteel Hammer is pre-eminently a quality tool. It is the strongest, toughest nail hammer made.

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Slaymaker Padlock

FOR AUTOMOBILE TIRE CARRIERS



No. 1098

The Universal Tire Carrier Lock

Adapted for use on ALL cars. The only lock that will completely protect tires on the new tire-carrier on the Buick, Overland, Oakland, Chevrolet, Dort, Nash, Haynes, Ford, etc.

Size across case 1⅝ inches.

Inside measurement of shackle is ⅞ of an inch. **Adjustable to 1½ inches, insuring a perfect fit of the lock on the tire-carrier.** Diameter of shackle is ¼ of an inch.

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Shackle—Formed nickeled steel rod.

Spring lever tumblers. In many key changes. Two corrugated, nickeled steel keys with each lock. Packed, each lock in an individual box. One dozen in a container.

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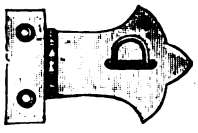
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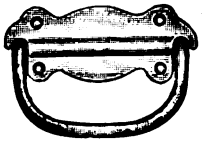
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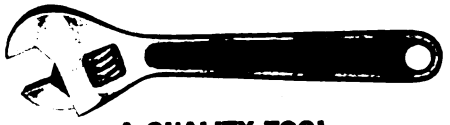
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A QUALITY TOOL

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Then they buy a new level.

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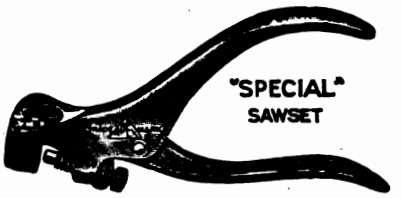
You not only get the business of the man who cannot resist buying when he sees a better level, but you get the business that goes to the mail order house when you do not stock and display levels.

You can hold all the level business with the Sand's line, for there are levels in pine, walnut and aluminum for all workmen on every kind of work. The price range covers all competition. Your jobber will be glad to supply promptly.

The following features were originated and first applied by Sand's: The walnut level, the aluminum level, the solid set spirit glasses, the plate glass lens protection for spirit glasses and the friction grip wire locaters to define exact center instantly.

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Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

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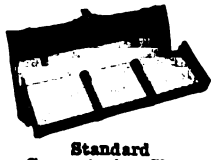
HERCULES COLD SODER
THE METAL MENDER



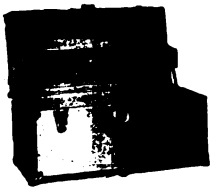
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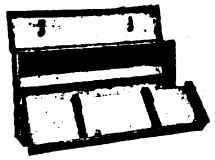
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Standard Carpenter's Chest



General Service Chest



Improved Carpenter's Chest

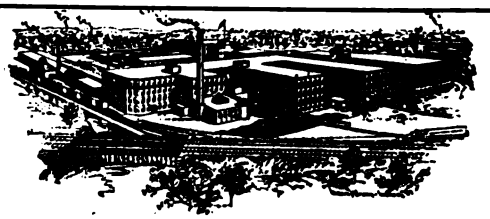
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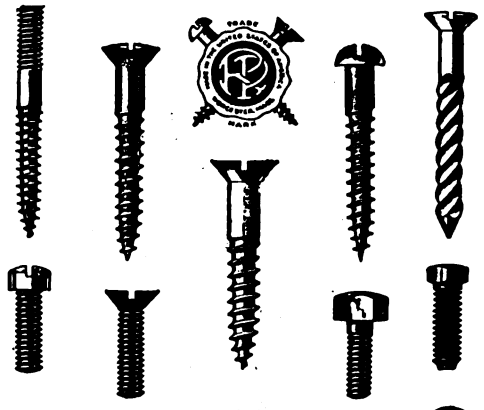
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TOOL CHESTS

come readily, due to the stimulating demand that comes from all sources for a moderate priced metal covered tool chest. 400 dealers now handling them admit this new line is the leader in low priced tool chests and a sure profit maker. Write for particulars on our generous offer on samples to dealers.

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MACHINE SCREWS STOVE BOLTS
SET SCREWS CAP SCREWS
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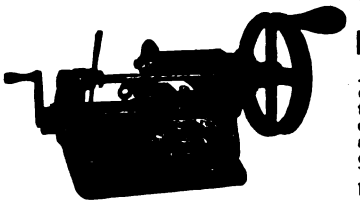
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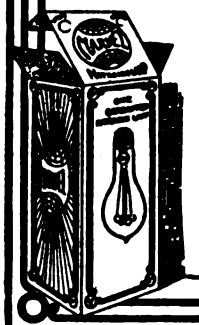
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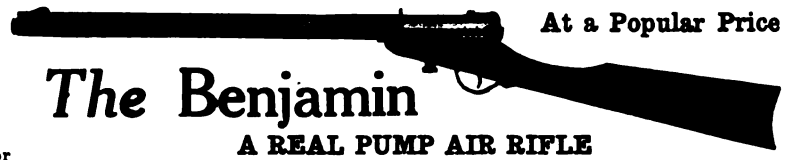
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ONE STROKE OF THE PUMP AND YOU CAN SHOOT

POWERFUL and ACCURATE. Works on the same principle as Air Drills and Air Hammers. Shooting power always under your control. Each stroke of the gun increases the shooting power. One to four strokes all that is ordinarily required. Never loses its shooting force. Absolutely safe, holding the compressed air for some time. You do not drop in shot until ready to shoot at your object. Nothing to wear out but the valves which ought to last several years, when they can easily be replaced by anyone at a very small cost. Stock of turned walnut, and separates from barrel. Gun is then only 23 inches long.



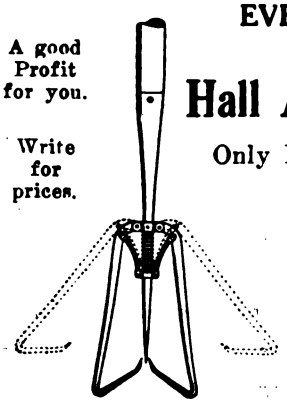
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BASS SPOONS
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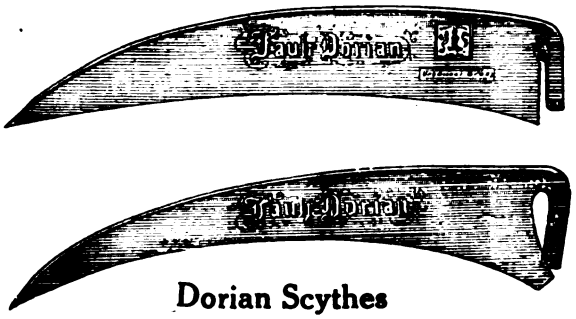
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Weight, 20 oz.;
Length 17 in.

Hall Automatic Fish Spear and Gaff Co.
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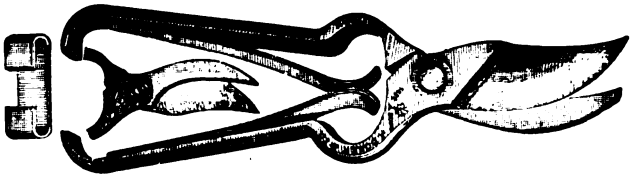
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Both Full Curve and Half Curve. Highest Grade Steel, tempered by secret process. Keeps the edge.



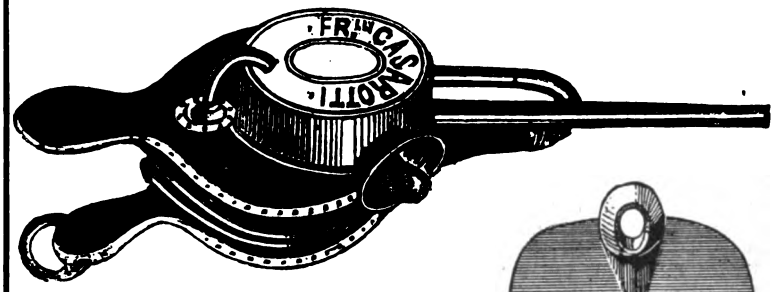
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Most economical machine made. Has long stroke; makes work easy, double action performing twice the work with same labor; one man can do the work of two; two air chambers with double action, makes steady overflow. Capacity 1¾ gallons or 25 pounds sulphur.

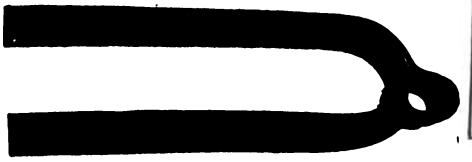


Genuine Rieser Pruning Shears

Sizes 8, 8½, 9 inches.

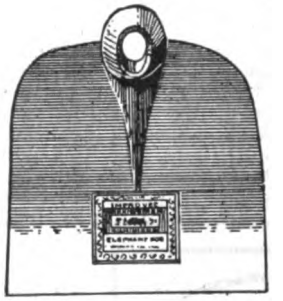


Imported Vineyard Sulphur Bellows



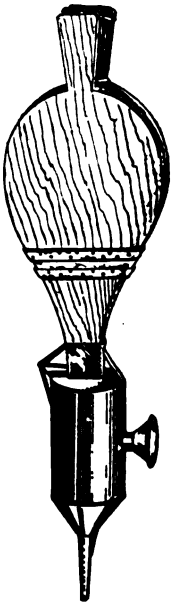
Flat Prong Burka Hoes

Length 12 to 20 inches. Thickness of prongs, ¼ to 2 inches.



Weight 3½ lbs. Size 9½x9

Weight 4 lbs. Size 10½x10



BELLOWS

Small size used for insect powder. Capacity, 1 quart.

GRANUCCI HARDWARE CO.

Importing Agents for North America

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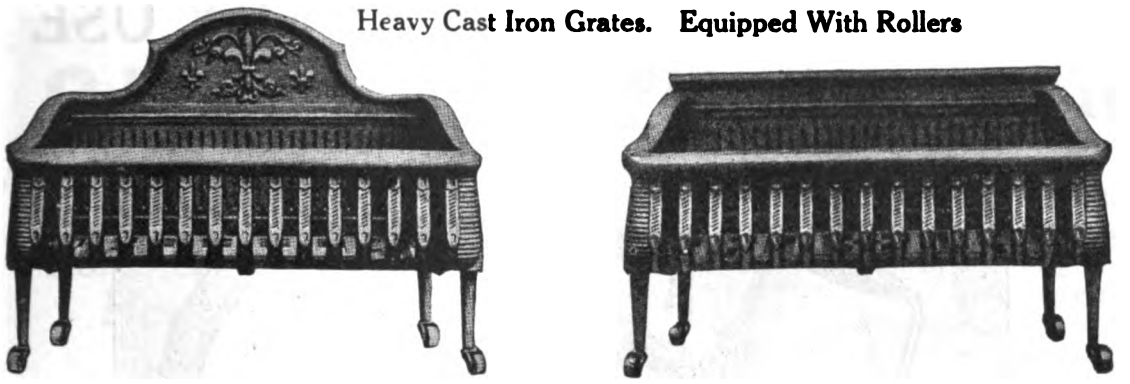
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Heavy Cast Iron Grates. Equipped With Rollers

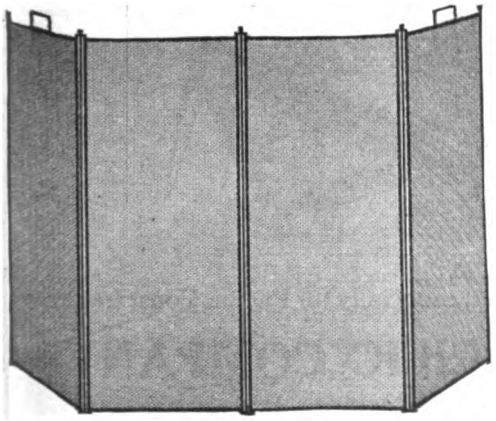


Andirons

All Solid Cast Iron, Hammered. A High Grade Line in Attractive Designs

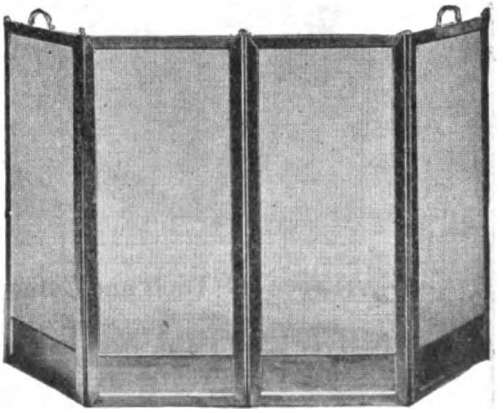


Fire Screens



Made in Round Steel Rod Mattress Weave, also Flat Brass Frame with Square Mesh

Detailed description, sizes, prices and further information will be furnished upon application



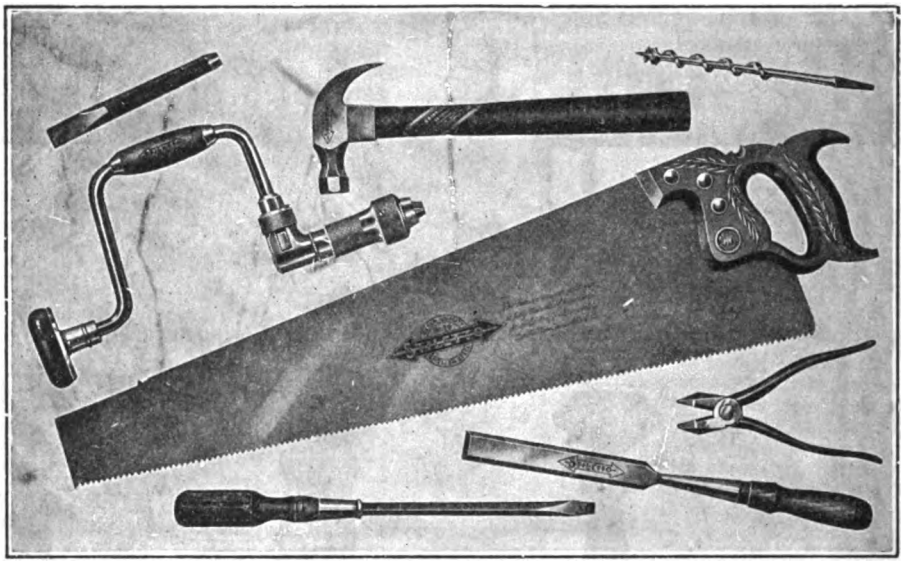
DUNHAM, CARRIGAN & HAYDEN CO., San Francisco, Cal.

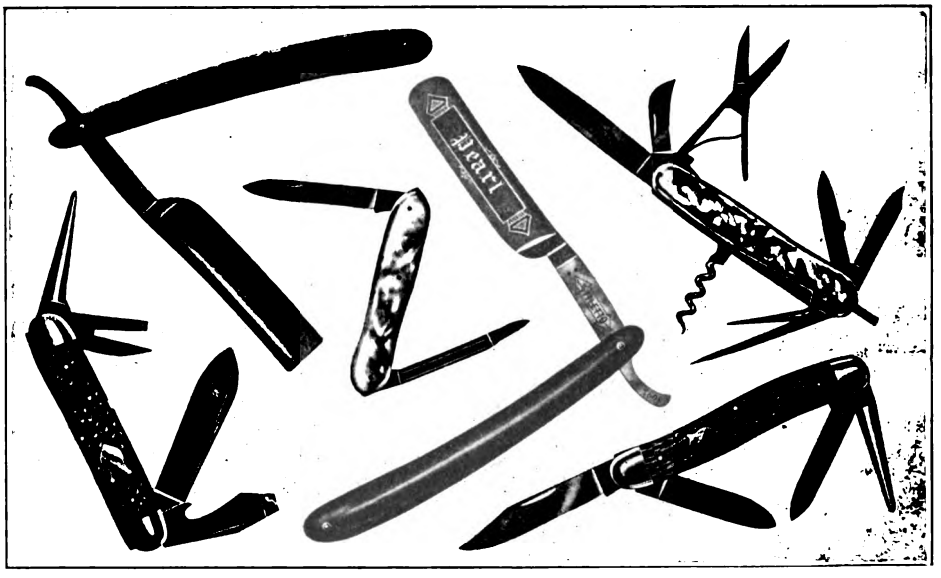
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STILETTO
REG. U.S. PAT. OFF.

A STILETTO TOOL FOR EVERY USE

FULLY WARRANTED





STILETTO Tools and Cutlery are manufactured especially for Pacific Coast trade

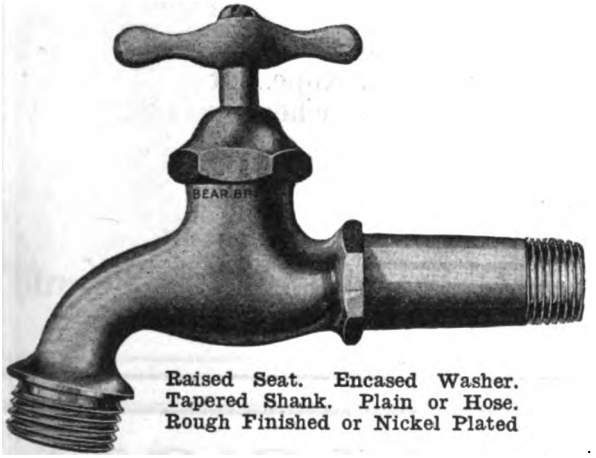
BAKER, HAMILTON & PACIFIC COMPANY

SAN FRANCISCO, CALIFORNIA

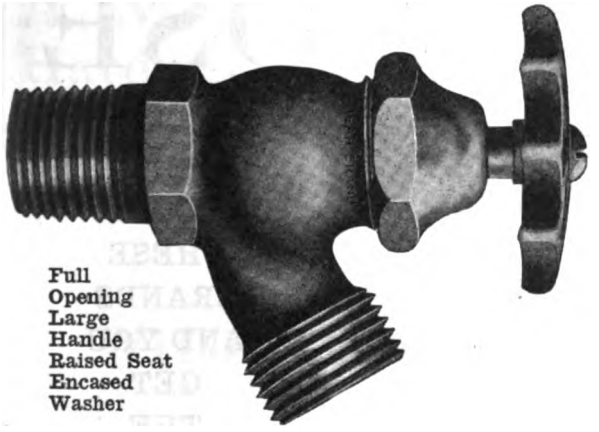
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BRASS GOODS
OF
QUALITY
Made on the Pacific Coast
For the Plumbing and Hardware Trade



Raised Seat. Encased Washer.
Tapered Shank. Plain or Hose.
Rough Finished or Nickel Plated



Full
Opening
Large
Handle
Raised Seat
Encased
Washer

Standard Brass Casting Co.

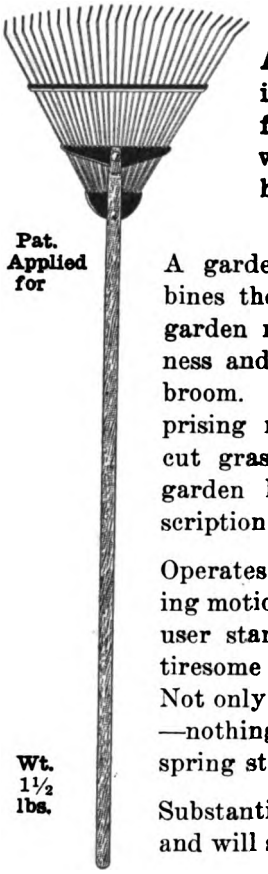
Main Office and Factory
Oakland, Calif.

Sales Office
823 Monadnock Bldg., San Francisco

M. W. WUESTHOFF
Sales Mgr.

TRADE MADEWELL MARK

Garden Broom



A strong, light flexible broom rake made from spring steel wire with spruce handle.

Pat. Applied for

A garden tool which combines the advantages of the garden rake with the lightness and convenience of the broom. It accomplishes surprising results in removing cut grass, dead leaves and garden litter of every description.

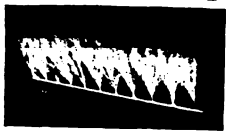
Operates with an easy sweeping motion like a broom. The user stands erect and saves tiresome bending of the back. Not only rapid, but thorough —nothing escapes the fine spring steel wire tines.

Wt. 1½ lbs.

Substantially constructed and will stand hard usage.

"Rainbow" Lawn Sprinkler

Throws a fine uniform spray over rectangular space.



Strongly built. Needed wherever there is a lawn or garden. A ready seller.

Both above products for sale thru jobbers
Write to us for folders

Madewell Pipe & Culvert Works

East 12th Street and 25th Avenue
Oakland, California

MADEWELL

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PURE MANILA ROPE

"Seaport" Brand



TRADE MARK

"Seaport" is a Pure Manila Rope with Government Standard Strength Requirements for Manila Rope. It is proper rope for Hardware Store trade, where a manila rope is desired.

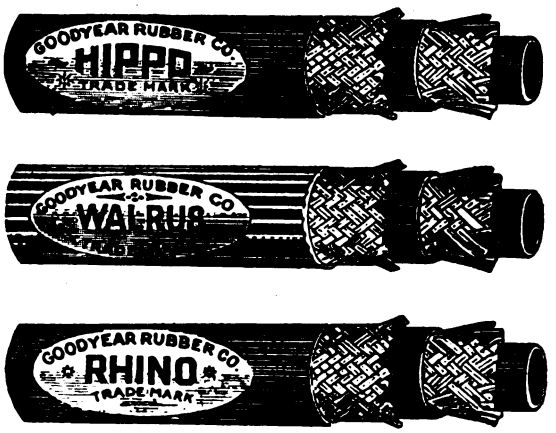
Ask your Jobber for this Rope.

THE PORTLAND CORDAGE COMPANY

Portland, Oregon ... Seattle, Washington

GARDEN HOSE

THE BRANDS OF GARDEN HOSE WHICH INSURE QUALITY



INSIST UPON THESE BRANDS AND YOU GET THE BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.

539 Mission Street, SAN FRANCISCO, CAL.

Nos. 61, 63, 65, 67 Fourth St., & Pine St. PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

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Push VERIBEST Lines For VERIBEST Results

Hardware of Guaranteed Merit, from a House Famous for Its Service.

Tools
General Hardware
Automobile Accessories
House Furnishings
Sporting Goods
Cutlery
Phonographs
Phonograph Records



Wholesalers—Jobbers

Strevell-Paterson Hardware Co.
SALT LAKE CITY

HONEYMAN Hardware Company

Park at Glisan **Fourth at Alder**

White Mountain and Seeger
REFRIGERATORS
TOLEDO STEAM COOKERS
Nesco Perfect
OIL COOK STOVES
Domestic Science
FIRELESS COOK STOVES
GAS PLATES
GARDEN HOSE
LAWN SPRINKLERS
CAMP EQUIPMENT
In Tents, Beds, Cots, Chairs
Nested Cooking Utensils,
Etc., Etc.

A. M. HOLTER Hardware Company

Helena, Montana

Established 1867

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

HOLTER Hardware Company

Spokane, Wash.

WHOLESALE ONLY

Auto Accessories

Plymouth Rope
Automatic Washers
Sargent Hardware
Acme Paints
Rawlings Sporting Goods
Peninsular Line Furnaces, Ranges and Heaters
Schuttler Wagons
Mill, Mining and Logging Supplies

Prompt, Courteous Service

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Service—Equal to the best

Merchandise—of dependable quality

These two outstanding features are responsible for our exceptional development.

We solicit your patronage.

"Everything in Hardware"

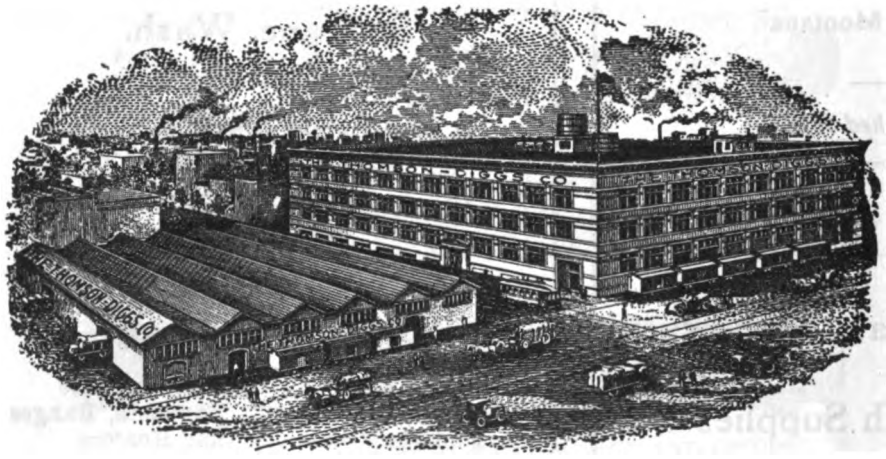
Salt Lake City
Utah

The Salt Lake Hardware Co.

Pocatello
Idaho

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

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1921 N. R. A. Indoor Championship

WON WITH

Peters AMMUNITION

Lakewood Rifle Club, of Lakewood, Ohio, made the phenomenal score of 9,650 x 10,000 in Prone and Off-hand combined.

Prone .....4,997 x 5,000
Only three points down for five-man Team
Off-Hand .....4,650 x 5,000

These Lakewood Champions used exclusively

Peters "Tackhole Special" 22 Long Rifle Cartridges

The Peters Cartridge Company, Cincinnati, Ohio

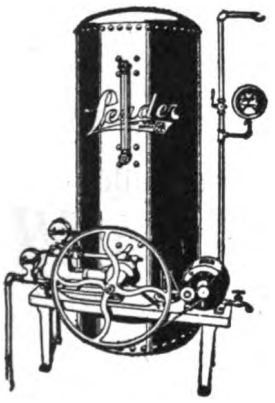
BRANCHES: NEW YORK—SAN FRANCISCO

PACIFIC COAST BRANCH—585-87 HOWARD STREET, SAN FRANCISCO

MARSHALL-WELLS COMPANY, Portland-Spokane-Duluth-Winnipeg-Edmonton
HIBBARD, SPENCER, BARTLETT & CO., Chicago, Ill. SLOSS & BRITTAIN, Inc., San Francisco

TRADE Leader MARK

WATER SYSTEMS



FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS

PACIFIC PUMP & SUPPLY CO.
853 Folsom Street
San Francisco, California
Sole Distributors

H. Roth & Sons Company

SPECIALTY HARDWARE JOBBERS

942-44-46 Mission Street
San Francisco
California

We carry factory brands only under factory labels and numbers

WHOLESALE ONLY

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LET YOUR FALL ORDERS
FALL OUR WAY

YAKIMA
Hardware Company
YAKIMA, WASH.

Wholesale

JOBBERS OF STANDARD LINES OF HARDWARE AND AUTOMOTIVE EQUIPMENT

Orders Filled Same Day as Received



Prompt Courteous Service

A Word About

Stove Repairs

Established over 20 years in this section has enabled us to carry a stock of STOVE REPAIRS unequaled in this great Northwest.

We have gone beyond this—

Our ever increasing demand for STOVE REPAIRS has made it necessary for us to build and operate an adequate manufacturing plant, resulting in SUPERIOR CASTINGS, INCREASED EFFICIENCY and BETTER SERVICE.

We solicit orders thru Dealers and cater to the Jobbing Trade.

SPOKANE STOVE & FURNACE REPAIR WORKS
Incorporated
MAX RUBENS M. M. RUBENS J. I. RUBENS
SPOKANE, WASHINGTON

WASHINGTON
Hardware and Implement Underwriters
OF
SPOKANE, WASHINGTON

IS CONDUCTED BY HARDWARE AND IMPLEMENT DEALERS FOR THEIR SOLE BENEFIT AND PROTECTION

INSURES Stocks of Merchandise, Store and Warehouse Buildings, Dwellings and Household Goods for Hardware and Implement Dealers.

SAVINGS FOR 1920

50% OF PREMIUMS

This is for you if a member of your State Hardware or Implement Association.

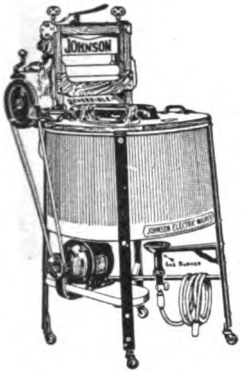
An inquiry addressed to

E. E. LUCAS, Secretary

will bring full particulars by return mail.

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Johnson Electric Washer



The only washing machine selling at this time—WHY? Because the housewife wants a washer LOW IN PRICE—EFFICIENT and ECONOMICAL. $110 at factory.

SIMPLE and EASY TO OPERATE—COMPACT and ECONOMICAL—fits into a space 27 inches SQUARE. The JOHNSON popularity is created by satisfied owners—ASK THEM.

BOILS the water—
STERILIZES the clothes—
REDUCES TIME and LABOR—

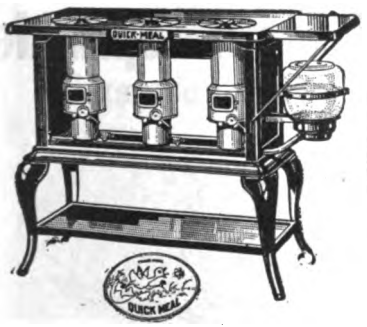
As an INVESTMENT the JOHNSON LEADS

Sold only through leading stores carrying household appliances.

Dealers wanted everywhere. State rights open (Wash., Ore. and Cal. excepted). Write for particulars.

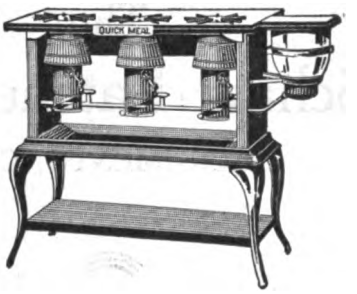
Johnson Electric Washer Co.

40th and Adeline Streets, Oakland — Factory and General Office



Cupola Burner Oil Stove





Short Chimney Oil Stove

WRITE FOR CATALOG NO. 128

We now have a Large Stock and Assortment of Oil Stoves

SEND YOUR ORDERS TO

QUICK MEAL STOVE CO., DIV.

OF AMERICAN STOVE COMPANY

C. H. SCHIECK
Pacific Coast Agent
715 Indiana St., near 19th St.,
San Francisco, Cal.

We also carry a large line of **COAL RANGES**

We also carry a large line of **GAS RANGES**

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Herrick and Alaska
Refrigerators

PERFECT, SCIENTIFIC REFRIGERATION



"Herrick"

LININGS
Enameled
Porcelain
Spruce
Opal



"Alaska"

LIFE PRESERVER FOR FOODS

Mangrum & Otter, Inc.
827-831 Mission Street
San Francisco

The
Schaw-Batcher Co.
SACRAMENTO, CAL.

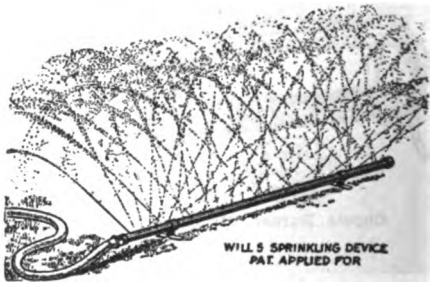
WE OFFER YOU

Hardware
Tinware
Enamelware
Ammunition
Builders' Hardware

OF DEPENDABLE QUALITY

PROMPT AND EFFICIENT SERVICE

Will's Scientific Sprinkler
FOR LAWNS AND GARDENS



"There's a Reason Why This Business Increased 100 Per Cent in 1920.

Three Superior Qualities
Durability—Efficiency—Cheapness

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid Standards—securely attached. No bending or breaking. Hose connection BEST made.
The Spray is distributed equally, covering every space and corner.
Made in all Lengths, and to suit any pressure.
Guaranteed for 10 years' service if properly cared for.
Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO.
2110 FLORENCE AVE. LOS ANGELES

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Makes Stoves Look Like New

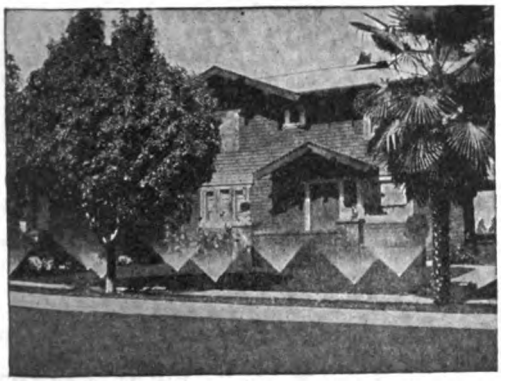
KILLS RUST; PREVENTS RUSTING; CLEANS AND POLISHES.

Write for Wholesale Prices

SUPERIOR LABORATORIES
General Offices, Dept. 11
Grand Rapids, Mich.

GENERAL SALES CORPORATION
Pacific Coast Representatives
718 Mission St., San Francisco
737 Terminal St., Los Angeles
Seattle, Wash.

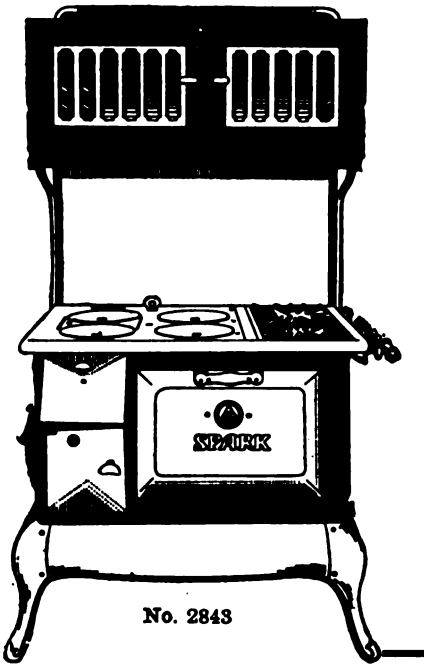
Thompson Adjustable Sprinkler Head



Sold Through the Jobbing Trade

Thompson Manufacturing Company
East Eighth and Santa Fe Ave.
LOS ANGELES

"Attracts Buyers"
—so say Dealers who sell



No. 2843

Triple-service SPARK Range

Burns Coal, Wood or Gas together or separately

This SPARK Range is a magnet to customers because of the combined service its utility features give. Women are quick to see in this stove greater convenience in cooking, fuel economy (through time saved), special sanitary advantages, more leisure hours. Hence, they choose this SPARK triple-service Range.

Why It Sells Rapidly

Because it is as compact as a tool chest—only 38 inches wide, 26 inches deep.

Because it has three independent ovens (two visible overhead gas ovens—one will hold 18-lb. turkey; the other broils or boils—no fumes).

Because its nickel, glass and enamel trimmings insure sanitation and easy cleaning. (Basic construction is of rust-resisting steel.)

Because it is as serviceable as it is good to look at.

In a word, this SPARK Range sells because it satisfies. It proves its merit on sight.

If your locality is not represented, write for the exclusive Agency for this SPARK Range—"the stove of the future"

Guaranteed for Five Years

Made in a daylight plant by

Hammer-Bray Co.
OAKLAND CALIFORNIA, U.S.A.

Portland: F. L. Green Co. Portland Furn. Excn. Bldg.
Seattle: F. L. Green Co. 62 Pike Street
Los Angeles: D. D. Adams 332 South Spring

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1880 **FORTY-ONE YEARS** 1921

EXCLUSIVE AGENTS TO THE WESTERN TRADE

ARROW BRAND

CUTLERY

ADOLPH BLAICH, Inc. - - 693 Mission Street, San Francisco, Cal.

Wholesale Only *Samples and Prices on Request*

Easiest to Sell Because Easiest to Put Up



CUSTOMERS like "Bradley" Shelf Brackets because they are strong and easy to put up—the right size screws being attached to each pair.

DEALERS LIKE

BRADLEY

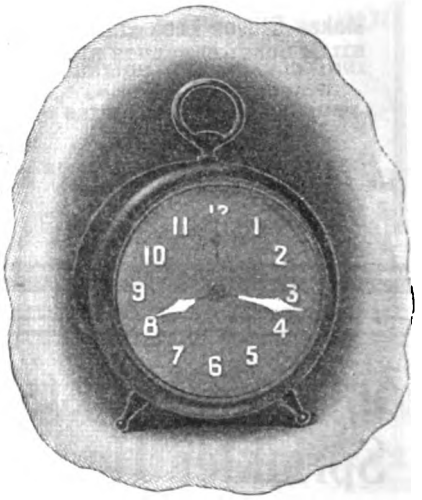
"Metal Clasp" Steel Shelf Brackets because their clerks save steps and time in not having to hunt and count screws to fit. Sizes: 4" x 5" to 10" x 12". Send for catalog and discounts.

THE ATLAS MFG. CO.

123 Water St. - - - - - New Haven, Conn.

The New Haven Brownie

TELLS THE TIME DAY AND NIGHT



FULL RADIUM WHITE DIAL
ONE DAY INTERMITTENT ALARM

Height, 4 inches. Dial 2¼ inches. Alarm rings for 5 minutes, intermittently in 20-second intervals. Has silent switch. Case, seamless brass, heavily nickel plated. A compact, strongly made, attractive little clock.

MORGAN & ALLEN CO.

150 Post Street, San Francisco, California

STOVE & FURNACE REPAIRS

Welding for All Makes Repairs and Wicks for New Perfection and Puritan Oil Stoves and Heaters

JOBBERS **MYER S. RUBENS** WHOLESALERS

PLATERS Gold, Silver, Nickel, Bronze, Copper, Brass, Blue and Gun Metal Oxidizing PLATERS

GALVANIZING RESILVERING RETINNING

Demountable Rims, Etc. Head and Spot Lights Milk and Ice Cream Cans, Etc.

Silver Ware Refinished

1009 W. FIRST AVE. Also Rented for Weddings, Banquets, Etc. SPOKANE, WASH.

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FOR OVER FIFTY YEARS THE NAME **E. A. BERG** HAS STOOD FOR



Highest Quality on Tools and Razors

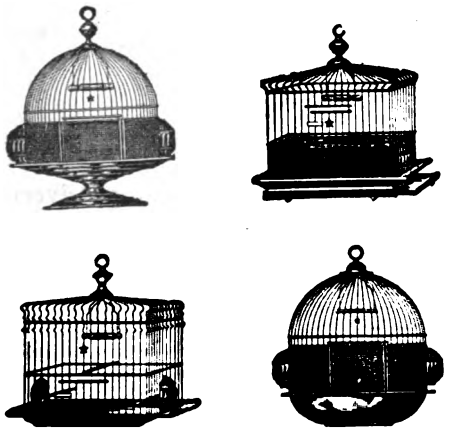
We are the Western States Representatives for this HIGH GRADE LINE. We can now make prompt shipment of Pliers, Plane Irons, Chisels and Razors.

We are also sole American Representatives for the famous (KRON SAGER) SWEDISH HACK SAW BLADES, the HIGHEST QUALITY BLADES MADE, AT PRICES NO HIGHER THAN ORDINARY BLADES. **Write for Prices**

BENSON IMPORTING CO., 620 South Hill Street, Los Angeles, California

O. LINDEMANN & CO.

35 and 37 Wooster St., New York ***Established 1863***



Manufacturers of JAPANNED, BRASS and TINNED WIRE

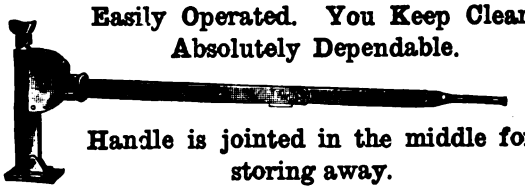
Bird Cages and Cage Sundries

A. L. Conger, 703 Market Street, San Francisco, Cal. Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash., Representative for Washington, Oregon, Idaho, Utah, Montana and British Columbia

LANE'S "H-C" JACK

Easily Operated. You Keep Clean Absolutely Dependable.



Handle is jointed in the middle for storing away.

PLACED
OPERATED
REVERSED
WITHDRAWN
} by one hand from end of handle

No. 14, FOR 3000 LB. CAR
No. 16, FOR 5500 LB. CAR

LANE BROS. CO., Manufacturers
River St., Poughkeepsie, N. Y., U. S. A.

BOLLER'S CRANK MOP WRINGERS

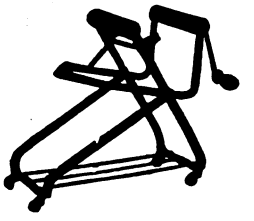
Can Be Used Everywhere



Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS, 122-124 N. Curtis St., Chicago, Ill.

Pacific Coast and Inter-Mountain Representatives
THAYER & BOWER
845 Monadnock Bldg., San Francisco, 320 Story Bldg., Los Angeles
Seattle and Denver



Ear Tags FOR STOCK



Tag your stock—best and cheapest means of identification for Hogs, Sheep and Cattle. Name, address and number stamped on tags. Catalog mailed **free** on request.

F.S. Burch & Co. 278 W. Huron St. Chicago

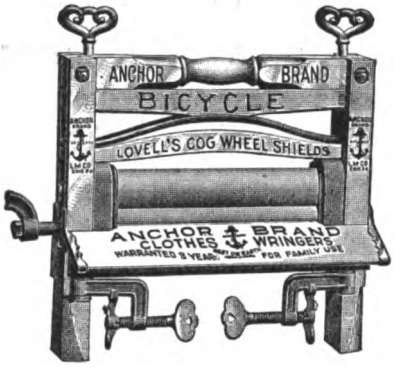
"PHILADELPHIA"

HAND—HORSE—MOTOR

Largest Makers of High-Grade Lawn Mowers in the World

THE PHILADELPHIA LAWN MOWER CO.
31st and Chestnut St. Philadelphia, Pa.

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Arms and the Man— Machines and the Woman

ANCHOR BRAND TRADE MARK

The two big things to watch in the world today are: **Making the Home a Paying Industry** and **Making Industry a Friendly Home.**

If you look back, you will remember that the first "machine" to enter American homes was the Clothes Wringer and the most Clothes Wringers have been Anchor Brand. Anchor Brand sells first. It will also stay the **longest.**

ANCHOR BRAND CLOTHES WRINGERS

LOVELL MANUFACTURING CO., - - Erie, Pa.

Largest Manufacturers of Clothes Wringers in the World

American Portable Scales

Hardened Bearings. Tool Steel Pivots. Accurately Sealed.

Fully Guaranteed.



Made of very best material and workmanship throughout, neatly finished, strong and perfectly accurate.

No better scale on the market, and the low price will interest you. We make the complete line of sizes; also weightless scales.

Write for Catalog and Jobbers Prices

AMERICAN SCALE CO. - Station B, Kansas City, Mo.

Folding Brass Doll Beds

Champion Wire Scoops

Wire Flesh Forks

REDDICK WIRE SPECIALTIES 1879

Reddick Mole Traps

Sholder Wire Scoops

Champion Ash Sifters

Specify Reddick Nationally Advertised Wire Specialties

From your jobber or direct from us.

MICHIGAN WIRE GOODS COMPANY

902 Second Street, Niles, Mich.

WHITE MOUNTAIN REFRIGERATORS



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A

BRANCH OFFICES:

New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo. Melbourne, Aus.

PACIFIC COAST DISTRIBUTORS:

San Francisco.....Dunham, Carrigan & Hayden Co.
Sacramento.....Miller-Enwright Co.
Portland.....Honeyman Hardware Co.
Seattle.....Schwabacher Hardware Co.

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NEW YORK STAMPING COMPANY

Established 1873 Incorporated 1876

MANUFACTURERS OF

SHEET METAL SPECIALTIES

IT WILL PAY YOU TO STOCK OUR

Fast Moving Line

OF

Acme Cold Handle Steel Fry Pans
Acme One Piece Steel Spiders
Empire Cold Handle Steel Griddles
Acme Steel Skillets
Polished or Unpolished
Steel Stove Shovels
Eclipse Curry Combs
Reform Curry Combs

EMPRESS WARE

Coffee Percolators
Chafing Dishes and their accessories
Casserole Dishes
Liquor Mixers Tea Kettle
Baking Dishes Trays Fancy Baskets
Housefurnishing Utensils
Hotel, Restaurant and Cafe Supplies
Etc., Etc.
Made in Solid Brass and Copper
Nickel and Silver Plated
Filtrola Percolators
Gem Egg Slicer

IF YOUR JOBBER CANNOT SUPPLY YOU WRITE

Offices and Factory

NORTH ELEVENTH AND BERRY STREETS, BROOKLYN, N. Y.

Pacific Coast Representatives
WM. P. HORN CO., Rialto Bldg., San Francisco
Portland Los Angeles Seattle

ROCK-A-BYE
NURSERY ACCESSORIES



PERFECTION MANUFACTURING CO, ST. LOUIS, MISSOURI.
LEFFINGWELL AVE AND MONTGOMERY STREET.

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Hardy's "Campers Friend"



A "Down to the Minute" Camp Outfit that Makes Camp Life Enjoyable

—As a running board box it carries a complete Camp Cooking Outfit, a two burner gasoline cook stove and a metal service box, in which to carry a complete dining service.

—The box is convertible in less than two minutes into a Camp Cook and Dining Table, having a top measuring 26½x33 inches and with two spacious shelves underneath for holding utensils, stove, etc.

—With the "**Campers Friend**" you stand up and cook with ease and sit down and eat in comfort.

—It eliminates the open camp fire for cooking purposes with all its disagreeable features.

—There's no more stooping and squatting in awkward and tiresome positions while cooking and eating.

—The most compact, practical and useful camp convenience ever offered the motorist who tours and camps.

—Dealers can make their camp equipment and sporting goods departments more profitable by stocking this "up-to-date" outfit.

Write for Prices and Illustrated Folder.

JOHN E. HARDY

PORTLAND, OREGON

MADE IN OHIO, U. S. A.

ALUMINUM "Real Solid"

The "**REAL SOLID**" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage.

"REAL SOLID" WARE

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.



TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market

Write Today and get our New Catalog just off the Press.

The Buckeye Aluminum Company

WOOSTER, OHIO

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There's a Growing Demand for

MARBLE'S Gun Sights and Cleaning Implements

Sell equipment that's known to outdoor men and increase your profits with less sales effort. Marble's safety pocket and camp axes, knives, gun sights and cleaners, compasses, etc., sold by leading jobbers—write us if your dealer can't supply you. Liberal discounts from these list prices.

ANTI-RUST ROPES

Saturated with oil they exclude all moisture and prevent rusting or pitting. List price—for shotguns and rifles, 60c; for revolvers, 30c. State cal. or gauge.



NITRO SOLVENT OIL

Wonderful preserver of outing equipment—dissolves residue of all powder, including Cordite. Prevents rust, stops corrosion. List price, 2 oz. bottle, 35c; 6 oz. can, 65c; 1 qt. can, $1.75.

WATERPROOF MATCHBOX

Keeps matches bone-dry, even under water. Seamless brass, nickel plated, size 10 ga. shell. List price 60c.

EXPERT KNIFE

Designed especially for hunters, trappers, guides. 5 in. blade, leather handle, aluminum tip. List price, $2.50. Leather sheath included—add 10 per cent war tax.



IMPROVED SIGHT

Enables shooter to make accurate shots, any range, without adjusting rear sight. Ivory or gold bead. List price, $1.10.

V-M SIGHT

Shooter aims directly at point of impact—object aimed at is not covered up by front sight. Face and lining Pope's Island Gold. List price, $1.65. Complete line Marble's Gun Sights described in catalog.



MARBLE ARMS & MFG. CO.

5380 Delta Ave., Gladstone, Mich.

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (*Nickel-Steel*) *Ware*

El-an-Ge Enameled Ware

and

Pearl-Agate
Turquoise Enameled Ware

New York Chicago Boston San Francisco

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DUPLEX DEALERS BULLETIN

ISSUED ONCE A MONTH FOR DEALERS EVERYWHERE

Appealing Selling Points

Besides what the Duplex saves, the appearance and construction of the Duplex provides many sales points.

One impressive feature of the Duplex is its substantial but attractive construction. The Duplex, with its steel and aluminum design, lasts and is easy to keep clean—two big talking points in selling to women. It harmonizes with the decorative scheme of modern kitchens.



Here's a Feature for Your Store

Haven't you often wished for some real drawing card for your store—something that would bring in more customers the year around? Such a feature must be some unusual merchandise; for other plans, while attracting attention for the minute, soon lose their novelty.

A Universal Appeal

The Duplex Fireless Stoves have added just the necessary interest to lift many a store out of the rut. They attract wide attention because they combine today's two greatest selling appeals—economy in time and money. Your field is not limited in any way for the Duplex range of models appeals to all classes of trade.

The demand is not seasonal. The Duplex sells all the year round and is not affected by any whim of the weather.

Prices That Attract

Through our merchandising plan, you are enabled to offer some real price inducements on leaders.

Merchants everywhere are adding each month, a substantial amount to the profit side of the ledger through their Duplex Fireless Stove Sales. Get the details of our liberal sales plan.

Real Sales Helps

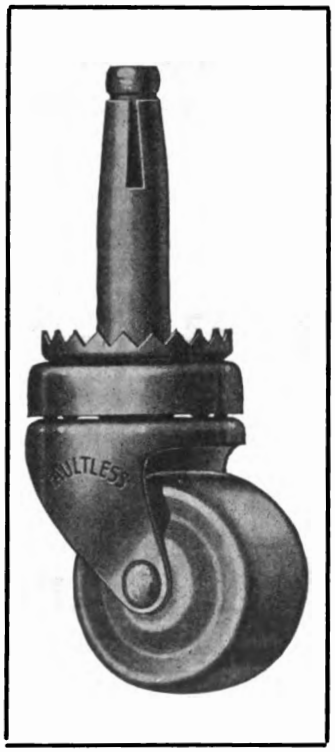
A feature that contributes so much to the success of Duplex Fireless Stove Dealers, is the practical sales aid that they receive.

National advertising, easy-to-set-up window trims, attractive booklets, monthly bulletins full of sales suggestions, and assistance in planning newspaper advertising and window trims are just a few of the ways we help you.

DURHAM MFG. CO.

Muncie, Indiana

New York.....108 Chambers Street
Chicago.....1316 Manhattan Bldg.
Los Angeles.....3718½ W. Pico Street



Announcing

THE NEWEST

Faultless Caster

(Roller Bearing)

"Moves the FAULTLESS Way"



Of the same high standard that characterizes the entire FAULTLESS line. A beautiful caster, neat appearing—built with lines that conform to the custom of furniture made today—manufactured to a precision, no rough corners or unsightly scratches, symmetrical. These are a few of the extraordinary features that are standard in this new

FAULTLESS ROLLER BEARING CASTER

Made in all sizes and finishes, with maple, lignum-vitae, steel, cast-iron, fibre or felt wheel. Send for sample best adapted for your purpose.

BY INVITATION MEMBER OF

Faultless Caster Company

Executive Offices

Evansville, Indiana

Eastern Sales Office: 200 Fifth Avenue, New York

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A New Lamp for Your "Great White Way"

Hygrade white-light Sign Lamp
BLUE GLASS

POINTS OF EXCELLENCE

1. Brilliant White Light.
2. Greatest End-on Candle Power at Tip.
3. Does Not Heat Up Like Gas-Filled Lamps.
4. Very Strong and Rugged.
5. Long Life.



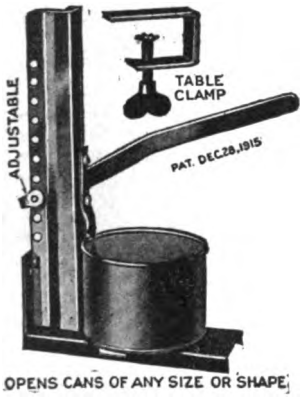
Hygrade White Light Sign Lamp B (Vacuum) 25 and 50 watts

There is a brisk demand for sign lamps throughout the entire year

Licensed under the Tungsten Lamp Patents of the General Electric Co

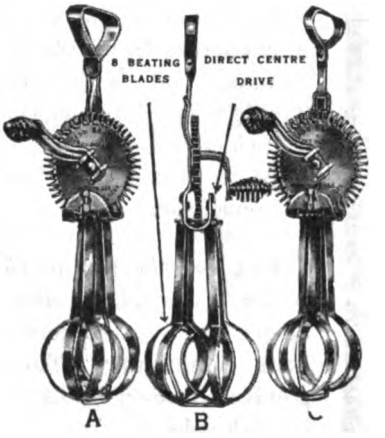
OMER COX
Western Representative
Atlas Building
San Francisco, Calif.

HYGRADE LAMP CO
GENERAL OFFICE AND FACTORY SALEM MASS



OPENS CANS OF ANY SIZE OR SHAPE

Make Your Egg-Beater Business Pay



Into EVERY STORE, EVERYWHERE, EVERY DAY, come calls for Egg-beaters. LADD ALL-STEEL BEATERS are doing their part to turn this constant business into PROFITS FOR YOU: SATISFACTION FOR YOUR CUSTOMERS. First, they are BUILT ON HONOR: Then SOLD ON HONOR—must therefore be sold higher than knick-knacks and of course PROVIDE PROFITS. We have no intention of reducing prices to enter the knick-knack class and thus decrease your profits.

LADD ALL-STEEL BEATERS—3 sizes for all requirements.
LADD MIXER CHURNS— 1 qt., 2 qt. Removable Beaters.
SATURN CAN OPENER—Safety, Stationary.
SATURN REELS,—2 finishes, 40 ft. cord.

Jobbers the world over and US.



Ladd Mixer-Churns

UNITED ROYALTIES CORPORATION
1133 Broadway, New York



Saturn Clothes-Line Reels

Representatives: Omer Cox, Atlas Building, 604 Mission St., San Francisco, Calif.; Sands & Cox, San Fernando Building, Los Angeles, Calif.; Strimple & Cox, L. C. Smith Building, Seattle, Wash.; Rankin & Cox, Newhouse Building, Salt Lake City, Utah.; Taylor, Youngs & Cox, Temple Court Building, Denver, Colo.; Strimple & Cox, Corbett Building, Portland, Ore.

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CHATILLON SCALES

CHATILLON

Union Counter Scale

—a really handy scale—you can weigh large packages on the platform and smaller quantities or loose commodities in the scoop.



These union scales are made in capacities to weigh up to 240 pounds, and with single or double beam. Various kinds and shapes of scoops may be supplied to best suit the needs of the purchaser.

You can find a market for scales of this kind among the larger mercantile concerns of your community. There is a goodly share of profit for you in each sale.

Ask your jobber

85-99 Cliff St., New York City, N. Y.

JOHN CHATILLON & SONS
New York U.S.A.

Show Your Customers

WITT

Corrugated Ash Cans and Garbage Pails



Through the national publicity given these containers, through the actual proofs furnished by thousands now in use, your patrons know that they will wear better and longer than any other.

Display Witt Corrugated Ash Cans. The yellow label and the shining finish will attract. The known quality will sell.

Your Jobber can supply you.

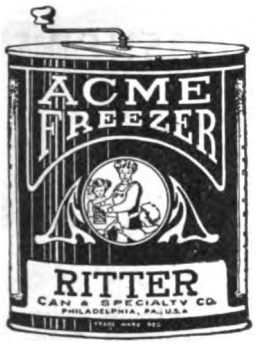
FOR SALE ON THE PACIFIC COAST BY

Baker, Hamilton & Pacific Co	San Francisco
Dohrmann Commercial Co	San Francisco
Dunham, Carrigan & Hayden Co	San Francisco
Heyman-Weil Co.	San Francisco
Holbrook, Merrill & Stetson, Inc	San Francisco
Mangrum & Otter, Inc	San Francisco
Seller Bros. & Co	San Francisco
Whiton Hardware Co.	Seattle, Wash.
J. Bornstein & Sons, Inc	Seattle, Wash.
Schwabacher Hardware Company	Seattle, Wash.
Seattle Hardware Company	Seattle, Wash.
Thomson-Diggs Co.	Sacramento
M. Seller & Co	Portland, Seattle, Spokane
Honeyman Hardware Co.	Portland

The Witt Cornice Company

Cincinnati, Ohio

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Pure Ice Cream Cheap At These Prices

The highest prices now being asked anywhere for

ACME FREEZERS

are:

2 Quart Size $1.50—Costs $12.00 per dozen
4 Quart Size $2.50—Costs $20.00 per dozen

Your customers can make ice cream in 5 minutes in an ACME, and just as pure and rich as they like.

No freezer is easier to operate or saves more ice—or gives better satisfaction than the "ACME."

Order a few dozen ACME Freezers, with the large blue label, from your jobber right away. Put them in your window and display them.

MADE BY

RITTER CAN & SPECIALTY CO., Philadelphia, Pa.

Factory Selling Agents: BEH & CO.
1140 Broadway, New York

Milbradt Ladders



Will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write for catalogue showing a large number of styles suitable for all kinds of shelving.

MILBRADT MFG. CO.

2415 No. Tenth St. - - - St. Louis, Mo.

ORDER FROM YOUR NEAREST JOBBER

The OLD RELIABLE Lines of

American Enameled Ware

—

Marble

(Blue and White)

Swedish

(Mottled Veined)

White and White

—

Sold by all the leading house furnishing and hardware houses

—

30 years of unfailing service and satisfaction

—

THE AMERICAN STAMPING & ENAMELING CO.

MASSILLON, OHIO

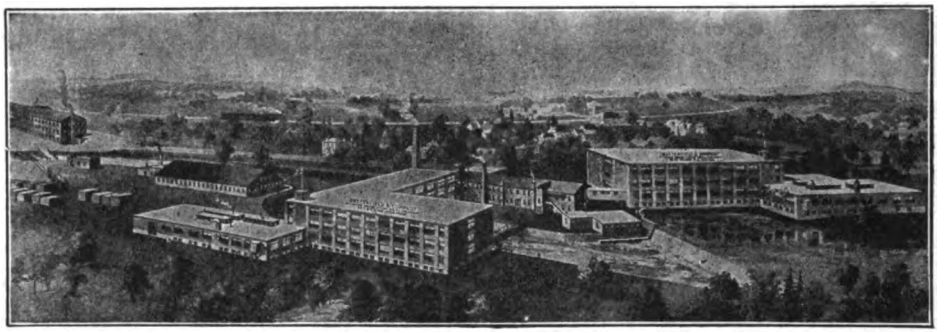
3 Plants at Bellaire, Ohio, and Massillon, Ohio covering 15 acres of floor space

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THE "MOST ACCURATE" AND "BEST FINISHED"

Taps, Dies and Reamers

Produced in the United States



Are manufactured in this modern factory

BY

The Butterfield & Co. *Division*

Union Twist Drill Co.

Chicago Store
11 South Clinton Street

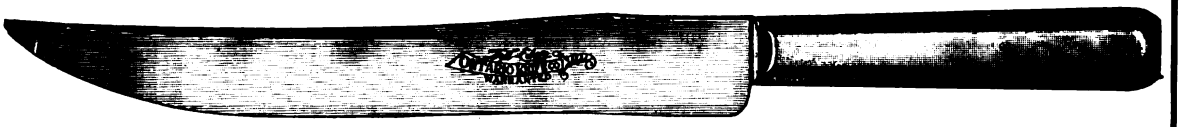
DERBY LINE, VERMONT

Pacific Coast Representative
John F. Kegley, Lankershim, Cal.

The Ontario Knife Company, Franklinville, N. Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.



BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE

KNIVES

KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

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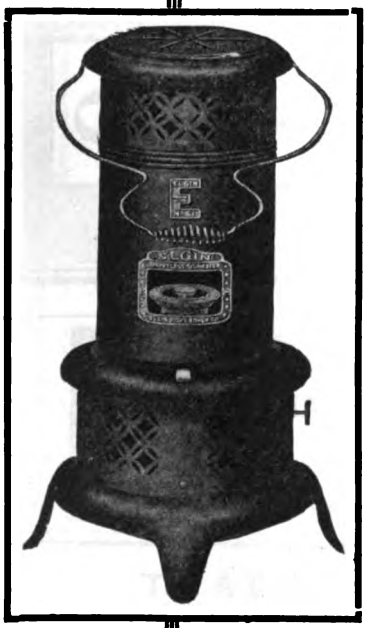
HERE is an added reason for selling the already popular Glasbak dishes—the new "Heatkwik" bottom.

Show this feature (found only on Glasbak Ware) to your customers; only a few words are needed to explain that it allows the oven heat to circulate freely underneath each dish, that it means quicker and more even baking, and that it helps to save fuel.

The beauty of Glasbak dishes doesn't need to be pointed out, and the variety of styles makes it possible for a woman to own attractive dishes for every baking purpose. Be sure you have a complete line of pie, bread and cake pans, custard cups, bean pots, casseroles, utility dishes, etc. Each piece is packed in individual cartons for your convenience in handling.

We guarantee that Glasbak Ware will stand the heat of any oven without cracking or chipping in any way. Send for booklet V.

McKEE GLASS CO., Jeannette, Pa.



Now—NOW Is the Time

Frosty mornings, chilly fall days— they'll soon be upon us, and then your customers will call for

Elgin OIL HEATERS

The Better Heaters

Smokeless, odorless, simple, economical. Every automatic device making it safe even for a child to handle. Trouble-proof. Real beauties. One half dozen Heaters make a fine display in a small space. There's Big Profit for you. Feel safe in recommending an Elgin, for it's built the Elgin way—"Quality First." Write for our revised prices and liberal terms. Order from nearest distributor, or direct.

Ask for attractive window display and advertising helps

ELGIN STOVE & OVEN CO. - Elgin, Illinois

Eastern Distributors: Beh & Co., 1140 Broadway, New York City. Warehouses: New York, Philadelphia, Pittsburg, Rochester, Boston.

Detroit Representative: Federal Sales & Supply Co., 1924 Farmer Street.

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"I Tell You It's a Great Saw"

THAT'S what Si says, and being a carpenter he knows. For keen, edge-holding saws that cut true and do not bind, Simonds Blue Ribbon line leads the world. Hardware dealers appreciate the value of such a consistent line of trade increasers, and as a result many are handling the Simonds line exclusively. It means satisfied customers and reasonable dealer's profit.

Write for our prices and discounts.

Simonds Manufacturing Co.

"The Saw Makers"

Portland, Oregon Seattle, Wash. San Francisco, Calif. Vancouver, B. C.

"LENOX"

HACK SAWS



BAND SAWS



AMERICAN SAW & MANUFACTURING CO.
SPRINGFIELD, MASSACHUSETTS U.S.A.

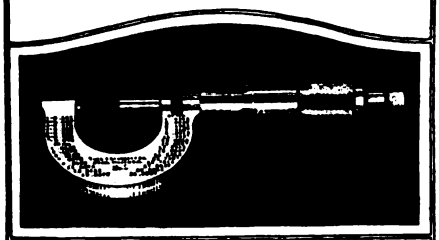
HONES

AMERICAN HONE CO.
OLEAN, N.Y.
LARGEST LINE OF RAZOR HONES IN THE WORLD

"GOLD MEDAL"
COTS – TABLES – CHAIRS – ETC.
FOLDING FURNITURE
Light—Strong—Comfortable—Compact.
Gold Medal Camp Furniture Mfg. Co., Racine, Wis.

IMPORTANT
SUPPLY HOUSES:
Write for our Exclusive Agency Proposition (HW) for your locality.
ALERT TOOL COMPANY
237-39-41 North Sixth St., Philadelphia, Pa.

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WHAT TOOLS CAN BE SOLD TO-DAY?

Tools not well established in public confidence are no longer easy to sell.

What tools are being sold are tools of the highest quality—STARRETT TOOLS.

Standard lines—like Starrett Tools—are always in demand

That is why many hardware dealers today more than ever appreciate the permanent value of steadily pushing Starrett Tools.

Write for Catalog No. 22 "BF"

THE L. S. STARRETT CO.
The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

Starrett Tools



42-205

THE
MARSHALLTOWN LINE
INCLUDES

TROWELS
Bricklayers
(8 Patterns)
Gauging
Tilesetters'
Pointing
Coke
Plasterers'
(Finishing and Browning)
Cement
Margin
Corner

HAWKS
Aluminum and Wood

DARBIES
Aluminum and Wood

FLOATS

BEADING TOOLS

JOINTERS

TILEMARKERS

Your Jobber Will Supply You

MARSHALLTOWN TROWEL CO.
MARSHALLTOWN, IOWA

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Western Made for Quality Trade and Sold All Over the United States

BESTOV

Electric Toasters
Electric Table Stoves
Electric Heaters

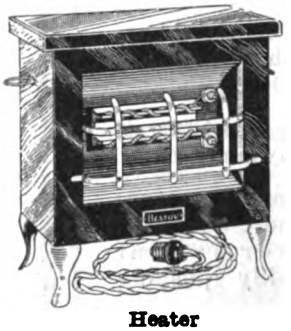
Low Price and Large Profits for You

Simplicity of construction, beauty of design, economy of operation, make BESTOV one of the fastest selling lines on the market. Rigid adherence to the highest standards of manufacture make possible the maximum service performance of BESTOV appliances.



Baby

No. 101—Size, 5¼ inches square, 5 inches high—All nickel-plated, 400 watts. List Price **$4.00**

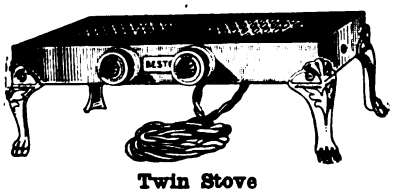


Heater

Size: 12 inches wide, 8 inches deep, 13 inches high.

No. 501—Oxidized copper, 660 watts. List Price.....**$12.00**

No. 502—Oxidized copper, 1200 watts. List Price.....**$15.00**

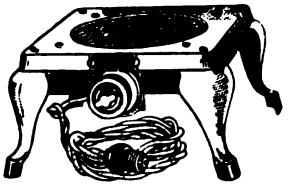


Twin Stove

Size: 9 inches wide, 18 inches long, 6 inches high.

No. 401—Blue steel, nickel-plated, cast iron legs. 1st hole 550 watts, 2nd hole 650 watts—total 1200 watts. List Price **$16.50**

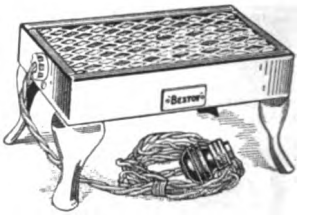
No. 402—Cast iron, all nickel-plated. 1st hole 550 watts, 2nd hole 700 watts—total 1250 watts. List Price **$22.00**



Three Heat Stove

Size: 9 inches square, 6½ inches high.

No. 403—Cast steel. All nickel plated, 660 watts. List Price **$15.00**



Toaster

No. 301—Size: 5 inches wide, 9 inches long, 5 inches high. All nickel-plated, 400 watts. List Price **$5.50**

If you are not stocking this profitable line write for further particulars.

BESTOV MFG. CO., Seattle, Wash., U. S. A.

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THE average hardware dealer carries from 6,000 to 10,000 items.

Not a customer who enters your store but needs more merchandise than he remembers at the moment.

Don't let a customer use a battered and worn-out lantern for months after he should have a new one. Stir his memory with a permanent indoor display or occasional window display of Dietz Lanterns and you'll be surprised at your increased turnover.

R. E. DIETZ COMPANY
NEW YORK
Largest Makers of Lanterns in the World. Founded 1840
Your Jobber Stocks DIETZ Lanterns

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A BISSELL SWEEPER FREE

Write us or ask your jobber about Bissell's Fall-Xmas Offer

—The carpet sweeper is the sweeping device that is used everyday.



BISSELL TOY SWEEPERS

To Retail at 25c and 50c

Solid Blue and Mahogany grain finishes on sturdy tops of specially prepared fibre board, the material that carries much of the country's freight.

Big production and advertising benefits make the prices low.

Colored illustrations on request. Prepare now for the indoor season and the holiday trade.

Signs multiply, pointing to a resumption of purchasing by the people

Bissell's "Twin" Display

Free, if requested, with factory shipments of a dozen or more sweepers. Stock limited. It is a lithographed "cut-out" in nine colors on heavy cardboard, size about 4½ by 6 ft. Fine for Fall, convertible for Xmas. The show windows are the eyes of the store. Make them wink the attention of the passersby. Make them smile. Make them invite. A nicely dressed window does this.

(If Ordered from a Jobber Specify "Factory Shipment with 'Twin' Display")

BISSELL CARPET SWEEPER CO.
GRAND RAPIDS, MICH.

New York Office—46 West Broadway

OLDEST AND LARGEST SWEEPER MAKERS

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Hardware World

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Volume XVI SEPTEMBER :: 1921 Number 9

If you want to succeed in the world you must make you own opportunties as you go on. The man who waits for some seventh wave to toss him on dry land will find that the seventh wave is a long time coming. You can commit no greater folly than to sit by the roadside until someone comes along and invites you to ride with him to wealth and influence.

The big, bold things in the world's progress are planned by big, bold men.

A few years ago, those who thought the time would come when we would be safely sailing through the air and sending messages round the world merely by way of space, were termed dreamers and fools. They had big, bold visions—the kind that always come true!

YOUR DAY'S WORK

Take your day's work seriously, but not sorrowfully. Do it with your might. Put your heart into it. This is the best attitude for one to assume—best in many ways. The listless, indifferent worker does not rise high in his employment. Besides, listlessness and indifference and shirking mood react upon one's character. Be honest and straightforward with yourself and with your day's work.

YOUR MENTAL HEALTH

How many persons really and truly think—think for themselves and think habitually? It may seem a frivolous question. But if any community were canvassed and if all its people were put to test, the number who do not think would be found to be startlingly large Multitudes put in day after day, week after week, months after month, getting by with the minimum of real thinking—taking their thoughts ready prepared and predigested. It is a mind withering process. Vigorous self-thinking stimulates the mind and promotes mental health.

I pity no man because he has to work. If he is worth his salt, he will work. I envy the man who has a work worth doing, and does it well. There never has been devised, and there never will be devised, any law which will enable a man to succeed save by the exercise of those qualities which have always been the prerequisites of success—the qualities of hard work, of keen intelligence, of unflinching will.

—Theodore Roosevelt.

WORK BACK

The advice of Secretary of Labor James J. Davis to the National Hardwood Lumber Association ought to sink in. Said he:

"The president and his cabinet may be doctors, but they are not magicians. They can help industry get well, but they cannot perform miracles. We do not want a sudden rush back to boom time. We know what got us into trouble. Now let's profit by the experience and get back in the right way. The road lies through thrift, modest spending, and hard work. The way to get back to prosperity is to work back."

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...IF...

IF YOU can keep your head when all about you
Are losing theirs and blaming it on you;
If you can trust yourself when all men doubt you,
But make allowance for their doubting, too;
If you can wait and not be tired by waiting,
Or being lied about, don't deal in lies,
Or being hated don't give way to hating,
And yet don't look too good, nor talk too wise:

If you can dream, and not make dreams your master;
If you can think, and not make thoughts your aim;
If you can meet with Triumph and Disaster
And treat those two imposters just the same;
If you can bear to hear the truth you've spoken
Twisted by knaves to make a trap for fools,
Or watch the things you give your life to, broken,
And stoop and build 'em up with worn-out tools:

If you can make one heap of all your winnings
And risk it on one turn of pitch-and-toss,
And lose, and start again at your beginnings,
And never breathe a word about your loss;
If you can force your heart and nerve and sinew
To serve your turn long after they are gone,
And so hold on when there is nothing in you
Except the Will which says to them: "Hold on!"

If you can talk with crowds and keep your virtue,
Or walk with Kings—nor lose the common touch;
If neither foes nor loving friends can hurt you,
If all men count with you, but none too much;
If you can fill the unforgiving minute
With sixty seconds' worth of distance run,
Yours is the Earth and everything that's in it,
And—which is more—you'll be a Man, my son!

RUDYARD KIPLING

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YOUNG MAN, OLD ENOUGH TO VOTE



So you are 21?

And you stand up clear-eyed, clean-minded to look all the world squarely in the eyes. You are a man!

Did you ever think, son, how much it has cost to make a man out of you?

You have cost your father many hard knocks and short dinners and worry and gray streaks in his hair. And your mother—ah, boy, you will never know. You have cost her days and nights of anxiety and wrinkles in her dear face and heartaches and sacrifices.

It has been expensive to grow you.

But—

If you are what we think you are, you are worth all you cost—and much more, much more.

Be sure of this: While your father doesn't say much but "Hello, son!" way down deep in his tough, staunch heart he thinks you are the finest ever. And as for little mother, she simply cannot keep her love and pride for you out of her eyes.

You are a man now.

And sometime you must step into your father's shoes. He would not like for you to call him old, but just the same he has been working pretty hard for more than twenty-one years to help you up! And already your mother is beginning to lean on you. Doesn't that sober you, Twenty-one?

Your father has done fairly well, but you can do better. You may not think so, but—he does. He has given you a better chance than he had. In many ways you can begin where he left off. He expects a good deal from you, and that is why he has tried to make a man out of you.

Don't flinch, boy.

The world will try you out. It will put to the test every fiber in you. But you are made of good stuff. Once the load is fairly strapped on your young shoulders you will carry and scarcely feel it—if only there be the willing and cheerful mind.

All hail to you on the threshold!

It's high time you were beginning to pay the freight and your back debts to father and mother. You will pay them, won't you, boy?

How shall you pay them?

By being always and everywhere a MAN.

Don't forget until too late that the business of life is not business, but living.

ARE YOU DRIFTING OR ROWING?

You are either drifting down stream with the tide and the dead ones, or you are pulling for all you are worth against the current of events. You cannot anchor, for life is one continuous voyage. You are either reading, studying, working, or you are fooling away your most valuable asset—time. If you are trying to improve yourself you are going ahead. If your brain is full of nonsense you are drifting down the stream, bet your boots.

LEARN A LESSON FROM YOUR ERRORS

Never regret a mistake or waste time thinking about how sorry you are you made one. Make a decision. Then act. If you are wrong, admit your mistake or error, then go ahead and do the right thing as you see it. Never bluff or try to cover up your mistakes. Mistakes are good for you, if you profit by them you will never make the same mistake twice. —Charles M. Schwab.

If you will take the trouble to study and think, you will unquestionably stand out among your fellows. If you will throw yourself into your job, whatever it is, study all you see and hear, really crave a chance to use all your powers, you need not generally hunt success, for success will seek you out.

—A. Barton Hepburn.

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BUSINESS THERE IF YOU DIG FOR IT

A few evenings ago four salesmen were sitting in the lounge of a hotel in Jackson, Michigan. They were swapping hard luck stories.

One of the group was a shoe salesman—an old timer. He had had only one order in six days. Hadn't even made expenses. The only reason he was out at all was to please the "old man." He told the boss he couldn't sell anything before he started, but the boss thought he knew more about this territory. "The poor boob," said the salesman, "I guess he'll know better next time."

The second man was a tire salesman. He could hardly wait for the others to finish to tell how much worse was his case.

The third man, a building materials salesman, dittoed everything the tire man said. A Hindu funeral was a joyous occasion alongside of this consolation party. You could cut the gloom with a knife.

But there was one chap in the crowd who hadn't been on the road long. He sold a line of collars, and although the collar business is no better than any other textile line these days, he sort of felt that the United States would still be here at the end of the next two or three years, just as it has been since the start. Perhaps it was true that the calamity howlers were saying, but so far as he was concerned he noticed that the fellows who went after the business usually got more than those who stayed in the hotel and squealed.

After listening for a time to the others fix the date of the "panic" and predict how far prices would fall, the young fellow who sold collars grew weary of the chatter and decided to finish his cigar outside. He walked along, smoking and thinking, for about an hour without giving much thought to where he was going. Then he found himself before the window of a busy barber shop, well in the outskirts of the

He stood there watching the activity in the place. "Ye gods," he thought, "what a chance to sell collars." Entering the barber shop he suggested to the owner that he put in a window of his collars and shirts. He painted a sales picture of customers coming in to get shaved and buying their collars on the way out. It was an easy matter to make some extra money. The barber saw the picture as the salesman painted it—heard the jingling of the quarters in the cash register and signed up.

Meanwhile, back in the lounge room of the hotel the three old timers sat and smoked and talked. When the young collar salesman came back later they had fully decided, to the entire satisfaction of all present, except the collar man, that it was an absolute impossibility for a salesman to get business these days—it simply couldn't be done!

The principle is just the same in your line—no harder, no worse. These are the days to test you—are you a real salesman or an order taker?

NO HARD TIMES FOR THE MAN WHO HUSTLES

The man who digs in right now and works as hard as he can need have but little fear about the future.

If you will investigate carefully you will find that most of the whiners are folks who do not put their very best effort into their work.

During the past four years we all have had things so easy it is now hard for us to settle down and dig business out of a dull gray sky.

But it can be done. A few months ago the president of a large manufacturing concern called together his salesmen and addressed them as follows:

"There is no need for us to be pessimistic. We are making and selling a good product, that should sell right now, and there is need of it in every section.

"Therefore I want every man in this room to be optimistic in all that he says and does. I don't want to hear a single pessimistic word from any of our salesmen.

"And furthermore, should I hear of any of you saying such things I shall discharge you instantly!"

The men went out on the road and did more business than they ever had done — in fact, more than ever before in the history of the concern. There is bad business for the whiner—for the loafer—but for the hard worker, the fellow who puts brains and sweat into his business there is profit. Not as much as in the years just past, but a good profit!

ALWAYS TROUBLEMAKERS

There are persons who constantly clamor. They complain of oppression, speculation and pernicious influence of accumulated wealth. They cry out loudly against all banks and corporations and all means by which small capitalists become united in order to produce important and beneficial results. They carry on mad hostility against all established institutions. They would choke the fountain of industry and dry all streams. In a country of unbounded liberty they clamor against oppression. In a country of perfect equality they would move heaven and earth against privilege and monopoly. In a country where property is more evenly divided than anywhere else they rend the air shouting agrarian doctrines. In a country where the wages of labor are high beyond parallel, they would teach the laborer that he is but an oppressed slave. What can such men want? What do they mean? They can want nothing but to enjoy the fruits of other men's labor. They can mean nothing but disturbance and disorder, the diffusion of corrupt principles and the destruction of the moral sentiments and moral habits of society.

—Daniel Webster.

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What Results Can You Show

THE difference between the man who succeeds and the man who fails is that one gets things done and the other does not.

The measure of success is the actual results which a man can produce. It matters not whether he does the work himself, or gets someone else to do it. It is what is done—well done—permanently done—and profitably done, which counts.

Plenty of People to Explain

There are plenty of people in the world who will explain elaborately just how much they have had to contend with, and how especially well they have done under the circumstances. In fact, these individuals usually persuade themselves that they deserve great credit for making as good a showing as they have. Their eloquence is self-persuasive at least!

But those who really do things, or who are able to get others to do them, are too busy accomplishing what they have in mind to do much boasting—and they do not need to make apologies or explanations. Such people are likely to be better listeners than they are talkers.

Willowby was one of those men who somehow did not have the faculty of getting things done. Perhaps he wasn't to blame. Maybe he was organized by nature to be a mate instead of a captain. And yet Willowby was the sort of a fellow you would naturally expect to make good. He was prepossessing in appearance and a good talker. He dressed well and was connected with some of the best families in town. He had excellent ideas on almost any subject and was well-informed. He was strong and healthy, and no one could find fault with the background of his home or business training. His education was practical, and no one ever dreamed of charging him with being an idler, or with lack of stick-to-it-iveness.

World Full of Average Ability

He worked for years with the same firm, and was loyal to their interests. In fact, the firm regarded him as a good man—reliable, but of average ability. In discussing him the president of the concern declared that Willowby was one of the sinews of the place, but he doubted that he could every qualify for an executive office of any great responsibility, and certainly he lacked vision plus active business courage to enable him to put anything big across.

Willowby is earning $2500 a year. He has reached his limit in all probability. He is fairly well satisfied, although there are times when he declares that a man who is drawing ten, twenty, fifty, or a hundred thousand dollars simply cannot earn it. He is merely favored by fortune.

Willowby is wrong. A man can earn as much as the worth of the service which he renders to society. Maybe he collects it, and maybe he does not—but we are talking about what is really earned. Who can estimate what the man earned who gave us ether to make us insensible to pain; or the one who harnessed electricity; or the wizard who set it to work; or the inventor of the telegraph, telephone, gasoline or steam engine, or the wireless! Who can say what the man earned who invented the printing press; or who first crossed the continent with iron rails; or the one who gave us pure certified milk; or the first principles upon which our present sewerage system is based!

Willowby forgets all this because he is grubby and earthy and inclined to excuse himself.

Contrast With a Neighbor

But Willowby has a neighbor of whom he is jealous, although he doesn't realize it. They were boys together. Willowby used to think himself a much smarter fellow than Sam Armstrong.

Sam was not particularly good-looking. His complexion was rather poor and his features commonplace. Sam never put himself out particularly to make a good impression on people, and he never was one of the gang whose sole aim in life was to have a good time. Sam was inclined to read and do some thinking, and often he would be seen even as a young fellow on the edge of a group of men of affairs.

Sam didn't have the chance to go to college which Ned Willowby had, but he picked up a good deal of practical information just the same. He was only a lad when he won a substantial cash bonus for selling the most weekly magazines of popular title of any lad in town.

He said he got the bonus in the easiest way possible. He just ordered the magazines in time so that he had his stock in hand on Wednesday. People were practically all supplied when the other newsboys received their supply on Friday.

Sam was only fourteen when he took first prize at the State Fair on grapes and squash—nothing very brilliant about this, only he followed his ideas through until he got results. Later he went into business, and he proved to

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himself at least that he could handle men. He knew how to get results himself, and he knew how to get them to get results for him.

When asked for his secret as to how he did it, Sam smiled, shrugged his shoulders, and said:

Keep the Giving Up Point Far Away

"That's easy. Know the big thing you want to do yourself. Give the responsibilty for a part of the work to somebody else. Make him understand the exact results you expect him to produce. Keep an eye on him, but don't nag at him. Get enough of these people all working at different parts of your big plan. Keep the main interests abreast. Don't plunge. Keep your credit good. Look out for the giving up point. Keep it always well ahead of you. If the giving up point is near enough that you can touch it, you're always all but beaten. If it's a good ways down the line, you are going to have active business courage. That's all there is to getting things done. And getting them done, of course, means producing satisfactory results."

Armstrong sometimes looks at Willowby and thinks, "If Ned hadn't had things so comfortable at home, that he didn't need to exert himself, he could have skinned me a hundred times over in a business way, and tacked my hide on a barn door."

And Willowby sometimes looks at Armstrong and thinks, "That chap has been plain lucky. No one would have thought when he was a kid that he would be the moneyed man of this town. Queer how things turn out. If the chances which have come his way had come mine, I might have been living in that palatial home of his instead of in this rented place."

Willowby is wrong. What looks like "luck" and "chance" to him have been simply preparedness and quiet business courage.

After all, it isn't so hard to get things done as most men think!

THE FEUD OF DAME FASHION

It's too bad that Dame Fashion decrees
That the skirts should just cover the knees,
For now the dear kiddoes
And some of the widows
Can't wear them as high as they please.

The skirt that the Scotch laddies wear
Is the envy of each lady fair,
For he wears a short kilt
That shows how he's built,
And it leaves about half of him bare.

The waists are at best but a screen
Through which most of the wearer is seen;
If mere man takes a chance
And steals a sly glance,
They think he is awfully mean.

If they keep cutting down on the style
It will get so that after awhile
They will dress, I believe,
Like Old Mother Eve
With a cute litle leaf and a smile.

—C. E. Wyant.

LEARN FROM THE "CAFETERIA"

Learn from the Cafeteria Advantages of Displaying Your Goods

From a selling point of view, there's a deal of sound logic and horse wisdom in the cafeteria idea.

From a corrective-eating, soda-mint-and-pepsin standpoint there may not be so much to recommend it. But as an example of effective display, the cafeteria is conclusive proof that it's a paying proposition.

For when a jaded appetite fails to conjure up palatable visions of the viands whose unphonetic nomenclature adorns the hotel and restaurant menu, then hasten to the cafeteria.

There, tray in hand, one strolls through a veritable gallery of gastronomic art whose lavish display and tempting juxtaposition contrives to destroy all sense of proportion, perspective prudence and pocketbook.

It used to be contended that the hand was quicker than the eye. But no more. The human optic has come into its own. A single demonstration will prove that the eye can locate seven different dishes while the hand is conveying one to a tray. Moreover, the cafeteria has established the astounding fact that the eye is considerably more elastic than the capacity. Which is, to say the least, revolutionary, and confirms the theory of optical illusions.

Thus the most languid pretense of an appetite is artificially stimulated through sight to the point when one staggers up to the cashier the only place left for the check is on the butter dish.

Therefore, if necessity can be the mother of invention, we might well say of sight that it is the paternal forbear of desire. To see is to want, and since desire is the most ultimately-why-not-now argument in the world, let your goods speak for themselves.

Moral: Display your goods.

The nerve that never relaxes, the eye that never blenches, the thought that never wanders —these are the masters of victory.

—Burke.

YOU BETCHA!

Th' world has been ailin'—as sick as a pup,
But it's gonna git better, then folks'll cheer up;
So, meanwhile, dag-gone it, let's pull a fool trick,
By cheerin' up now, whilst th' world is still sick!
As long as th' glooms are barred out, you kin tell
Th' old world ain't failin'—It's a-goin t' git well.

—Jack Appleton.

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LAYING THE FACTS BEFORE THE WORKMAN

The leading executive of a large manufacturing concern received the following letter from one of his workmen:

Mr. ——————:

Only a few words to ask you as a good man —is it charity to lay off men a week at a time, taking bread from the families at home? In the name of the holy God, why do you allow it? We look to you for mercy for you are the head of the company and have a charitable heart.

I have worked in your plant for 15 years. Why keep my week's earnings?

To which this ex-executive replied:

There is never a lay off of men, never a shortening of hours below the normal except in cases of absolute necessity. If we were allwise, if we could tell a year or two years ahead just what business conditions are to be, and, if business always ran along at about the same gait, it would be possible to adjust the number of employes and the plant output to such a nicety that there would be a full day's work for everybody every day.

But general business conditions have always had their ups and downs, and probably always will have. At one time, everybody has a job—full time, good pay. There's a boom on. All looks rosy. People spend freely, too freely, to tell the truth. We are crowded to the limit to turn out the goods fast enough.

Then—smash! There's a crop failure, or a threat of war or people suddenly get it into their heads that they must stop buying because prices are going down; and they do stop buying, and stop so hard that manufacturers have to stop making. And, if the manufacturer does not stop making, the goods pile up on his hands, and presently he has warehouses full of goods, and no money to pay his help, and he has to stop making.

It would be great fun doing business if it were always possible to give every employe big wages, and a steady job and then add enough to the cost of the goods in making the selling price, so that the stockholders, the people who put up the money to capitalize the business, could always have nice dividends. But it just can't be done. If the goods cost too much, you can't sell them, because somebody else can sell similar goods for less money, or because they are so high-priced that people will get along without them, in which case there can neither be wages nor dividends. The whole works stop.

Our anonymous correspondent asks if it is charity to lay off men. Distinctly it is not, and we are sure that our employes do not want charity. What they want is pay for the work they produce. They want steady work, but they do not want it any more than we want to give it to them. But, when general business conditions are upset, when other factories are shut down because of lack of orders, when people are out of work because of strikes, when farmers are getting only small prices for their products, there are fewer people with money to buy, and we must therefore go slowly.

We have every desire to keep every wheel turning, and to keep every employe working full time. Full capacity production means that the goods cost less and we have at heart the welfare of every employe. We want to see them busy and happy and with full pay envelopes. But it would be business suicide for us to go on producing to full capacity at times when we cannot sell the goods. We would have to pay for the raw materials; we would have to meet the weekly pay roll, but we could not pay in goods. We would have to pay in money. And when the public, for one reason or another, is not buying, where would the money come from?

Right now, the economical production of goods is most important, for not only are people spending less freely, but competition is keen. Other manufacturers, including foreign manufacturers with low labor costs, are after our market.

To offset this, we are increasing our sales force and increasing our advertising, but the real test is this: We must manufacture our goods at a cost that will enable us to sell them in competition. To do this, we must work on a purely business basis. There would be no real charity in pursuing a policy that would make our goods cost so much that we could not sell them at a profit. Such a policy in the long run could mean but one thing—business suicide.

We are going through the period of readjustment that follows every war. Yet there already are signs which indicate that general business will soon be better.

Every employee can do his part by avoiding waste, by producing to the best of his ability, that we may be able to continue to market good goods at a price that will meet the prices of our competitors, and at prices that the public can afford to pay. It is by just such whole-hearted cooperation that every producer can, by helping others, help himself.

WORK FROM YOUR NECK UP

From your neck down is a distance of about five feet. That part of you is bone and muscle.

From the neck up, the limit of your worth is the sky. For you are paid not for your work, but for what you think while you work.

A lively dance, a swell meal, a tummy full of utter satisfaction, and fine clothes are all pleasures—of a certain sort.

But the man who gets his thrills from the neck up—he's living.

The man who works from the neck up—he's working and can draw real money for it!

Work with your brains, brother! You've got 'em. Trot 'em out and train 'em to work for you like your hands and feet! Then your limit is the sky!

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Sales Value of Information

Each of the Home Owners of Your Community Is a Potential Customer for Many Tools and Appliances. The Right Kind of Information Will Increase Your Sales

THE sales value to the hardware dealer of giving reliable information to the customers can hardly be overestimated. One reason why people do not buy more from the hardware store's stock is because they do not know any more about it.

Just at this time the giving of information is of double value. Millions of people have been forced to buy homes in order to find a place in which to live. Recently the newspapers reported that there were six million families now living in their own homes and that the number was constantly increasing.

These new home owners need tools. There are a lot of things one does around his own home that he would not think of doing in a rented house. There is a shelf to be put here, there is something to be done there.

Owners Always Need Tools

A good portion of these new home owners are going to spend years fixing up their homes. They will want paint and varnish. They will want small hardware, window and door fittings. A good many of them are going to do much of this fixing up themselves. Some of them will put off fixing things up because they do not know just what they need. For example they do not like the window catches now on their windows. If the hardware man would tell them about the better kind and how cheaply these can be purchased they would buy these kinds. As it is they get along with the old ones.

When a man goes into the store to buy a few dollars worth of tools, a little talk on tools would often double the purchase. It is merely information that the customer needs to make him spend more money. Take saws for example. Every new home owner simply must have a saw. To him, however, a saw is a saw. He doesn't know the difference between one saw and another.

He is going to build a preserve cupboard for the wife. There are other odd jobs around the house that he intends to do. Some of these jobs require one kind of saw and some another. Every home owner really needs three different saws. He needs a coarse toothed cross cut saw for rough work and a rip saw. He also should have a small fine tooth saw to use doing small and fine work, and of course with the saw he needs a square. He ought to have a regular steel carpenter's square and a small try square. No one can do good work without good tools, but a lot of people know nothing about tools.

> A customer who has endeavored to obtain information from several hardware merchants speaks from experience. He doesn't pretend to know much about hardware or the real names of the tools he wants, but he is typical of the great majority of home owners in each community.
>
> This class of trade should be cultivated and educated, for they are potential customers to a considerable degree. Are you sure your clerks and salesmen are giving information that will not only make sales, but will make a friend of these men who often come in to "look around" and who do not want to betray their ignorance of knowing so little about what they need?

Sales Increase With Information You Give

Everyone who comes into the store is not going to buy a whole set of tools no matter how hard the salesman tries to sell it to him. He will, however, usually buy more than he does if he is just given some really worth while information. There need be no attempt to sell. In fact, the customer may be more inclined to increase his purchases if there is no apparent attempt to increase his purchases but simply an educational talk about the goods he has come to buy.

Then there are bits and drills. If a man is going to drill into a floor or other woodwork where he may strike nails, the kind of drill that will give him best results for small holes is a hard steel drill that will drill through metals as well as wood. In fact it is a mighty handy thing to have a few of these drills around the house. For larger holes he will need auger bits, but how many of the new home owners know this?

They go to the store to buy a bit. They intend to cut a hole in the floor so the plumber

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can install a new hot air register. They buy an auger bit and the first hole they start to bore brings them to a nail. By the time that hole is finished the bit is ruined. They finally get that hole cut, but by that time have lost interest in the use of tools.

Now suppose that when the man comes to the store the clerk shows him three kinds of bits or drills that will fit his bit stock. He shows him the hard steel twist drills that will cut nails as well as wood. He shows him twist drills made especially for drilling wood. He shows him the auger bit. He points out the special advantages of each.

The clerk has not asked any questions. He has simply shown his goods and given really worth while information about them. It doesn't require any great amount of intelligence on the part of the customer to realize that for the particular job he has in mind the kind of tool he needs is the twist drill that will go through those nails he may strike without breaking.

But there are other jobs he has in mind for which he will need that auger bit, so instead of buying one he buys two. He has no trouble in doing the first job satisfactorily simply because he has been told which is the best tool to use for it. In fact he succeeds so well that he decides to buy some more tools and do some more work. He just naturally goes right back to the store where he got his information to buy these tools. It is not long before he has considerable capital invested in tools and he takes pride in them.

Giving the information that the customer needs has made the difference between a great many dollars a year in sales to him and a sale of less than a dollar, for the things that he now decides to make require purchases at the hardware store.

In addition to tools, he needs paints, nails, screws and any number of other things. None of this business would have existed if the right information had not been given at the very start.

Will Tell Their Friends

This is not all. This man tells his friends about that store and how much they can learn when they spend their money there.

"Those clerks at the Blank Hardware Store certainly know their business," a man said only the other day. "I went in to buy some tools there today and I learned more about these tools than I had ever known before and I thought I knew something about tools. That certainly is the place to trade when you want to get the right tools.

"You'll never see me buying any more at the department stores where some young kid or some girl that don't know the difference between a hack saw and a nail file, waits on you. They may have just as good tools at some of the department stores and they may sell them at lower prices, but in the end it'll cost you more than it will to trade at the Blank Hardware Company because you can never be quite certain that you've got just what you need when you buy it at the department store and there don't seem to be anyone there who can give you the right information."

It is needless to say that the particular store he mentioned has made a great success. It has constantly grown and added floor space until it now occupies the floor space formerly occupied by three stores; has had to fit up a store in the basement and use the upper floors of the building for offices, storage and the like. Only a few purchases at that store are necessary to make one a regular customer. Purchases at the other stores in town do not have the same effect and these other stores are not growing at the same rate.

There is a home owner who, when he wants to buy any paint always goes to the same store. He not only does this but he advises all his friends to do the same.

People Buy Where They Have Confidence

This man doesn't consider the paint he buys at that store any better than paint that he can buy much nearer home, but he does value the information he gets there. The first time he made a purchase there the clerk who served him gave him a little talk on paint. He told him just what paint to use for different purposes and how to use it. When that man went away with his purchase, he knew exactly how to use it to get the most for his money.

Now when he goes there to buy paint, he tells the clerk what he wants to use the paint for and accepts without question what is offered to him. Incidentally the information he has received about paint has caused him to buy about three times as much as he would have bought if he had not been given this information. He has now learned so much about paint that he takes a real pride in using it, and one never sees anything about his house that is in need of a coat of paint or varnish. He calls in at that store too often for that.

There is probably no line of business in which giving information to customers pays greater dividends than it does in the hardware business. There are thousands of people who buy goods at the hardware store who really know very little about what they are buying and there is a constantly growing army of good potential customers who are going to spend thousands, perhaps even millions, of dollars at hardware stores if they can find stores where the clerks know enough about the business and are interested enough in the business so that they will take real pleasure in giving information to the customers who come to buy.

This information can be given in such a manner as not to give offense to anyone. It can be given by showing the goods and telling about them.

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High Water Mark in Hardware Display

Artistic Excellence Combined With Practical Ideas Give a Wonderful Trade Bringing Value to Sales Windows

(By T. M. SHEARMAN)

IT is not the least exaggeration to say it has remained for a far western hardware merchant to set a high water mark in the excellence of their sales windows. For artistic excellence, as well as trade bringing power (which is the real test of all windows), we doubt if they have ever been equaled, certainly they have never been surpassed. We say this with a full knowledge, after having examined sales windows from the Atlantic to the Pacific, and from Canada to Mexico.

A broad statement, do you say? If you have seen the windows of the Ernst Hardware Co. you would not question it. If you have not seen them, there is yet something for you to learn.

Photographs cannot do justice to the harmonious setting and artistic arrangement of articles of every day use and need, but it is to tell something of the creator of such windows, to suggest to other merchants not to overlook giving to their "temperamental" friends an opportunity of showing what they can do, if by chance (and perhaps not unlikely) they are to be found in your community; one who can arrange sales windows that are different from the ordinary kind, and will easily make for such a merchant a reputation that brings friends and customers to see what you are "showing this week."

David Stapp was, and is, a landscape artist—he loves it with all the ardor of the true poet and artist who can see the harmony and beauty in the wonderful settings provided by nature, but some "coin of the realm" has always been necessary to provide for every artist, no matter how gifted, with canvas and brushes and paints; to transfer his genius that it may be envisioned, admired, and perhaps purchased, by those mortals made of another mold. And hence it became necessary for him to undertake some other work to furnish the necessary wherewithal.



DAVID STAPP

An artistic sales window trimmer, who has proven that true art, linked with merchandise, has a splendid trade bringing power.

His sales windows for the Ernst Hardware Co. have attracted marked attention, but he is continually learning and striving to improve them. He is not content to rest upon his achievements or likely to be spoiled by the praise bestowed upon them.

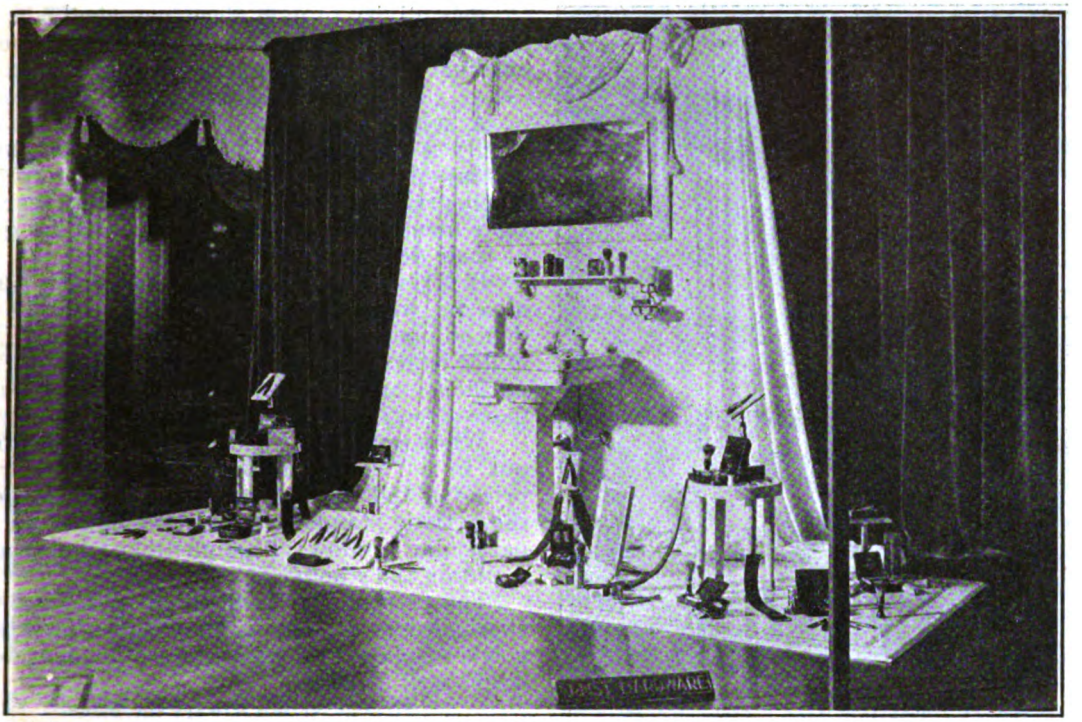
A local department store, featuring ladies' wearing apparel, was an opportunity, and soon it was noticed passersby lingered longer in front of this store. "Something" in those windows caused them to be noticed the more, drew larger crowds, even among the men folks whose only interest heretofore had been to sign the checks for the monthly bills.

Someone was dressing these windows who combined artistic temperament with an intuitive knowledge of business, usually lacking in artists.

The Ernst Hardware Co. would soon be ready to occupy their splendidly equipped and modern establishment. Mr. Ernst had traveled far and near to obtain ideas and suggestions that he could incorporate into a store that would not only maintain, but add to the prestige of the Seattle spirit.

Was there any reason why the saleswindow of a hardware store—an establishment that carried such a large and varied assortment of merchandise so essential to every day need and comfort, that appealed equally to women as well as to men—should not have windows that would attract as large crowds as any department store? He could think of no logical reason. But to find the man. Surely at least one

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Even you, a hardware merchant, accustomed to hardware displays, making use of a razor every day, would stop to give more than a passing glance at this razor window. Don't you think it would appeal even much more to your customers, to find arranged in such an artistic manner your shaving equipment?

There is nothing like showing the ease and convenience with which razors can be used, and such a window would not only serve to increase your sales on razors, but it would undoubtedly cause the women folks of the household to want to have such an attractive lavatory and arrangement in their own household.

As a large percentage of our subscribers handle plumbing goods, bathroom fixtures, etc., such a window would be sure to increase the sales on all these lines. You will admit there is "something" in such windows that compels sales, and yet when you come to think of it, it is simple in detail, artistic in appearance, and is such a window as any merchant might have with but little trouble.

such artistic soul must be found in a city whose artistic setting and splendor is nowhere surpassed.

David Stapp, a young man of about 25 years of age, was interviewed. He was an artist, a decorator and musician from choice, a window trimmer by desire. He was unmarried. He had served with the Rainbow Division in France, with the signal corps, Company C, taking part in eight battles. When not engaged in actual fighting, he was doing map and other art work for the allies.

After the armistice he visited some of the large cities, studied French art and their methods of display. He served an apprenticeship in window trimming. He could see the utilitarian point of view and contact, as well as the artistic.

But had he "ever dressed any hardware windows?" asked Mr. Ernst. He frankly said he had not. "Did he know anything about hardware?" Again he confessed his entire ignorance. "Then," said Mr. Ernst, "you are the man I want."

Unusual? True, it is different from the usual way in which men are taken into an institution, but with that perception and intuition characteristic of the Ernst Hardware Co., they did not feel they were making a mistake for he impressed them as clean minded, straightforward, honest and industrious.

Their good judgment and confidence have been amply demonstrated, for their windows are now more talked about than those of any other in Seattle, and there are some wonderfully fine sales windows in other institutions too.

"I Wonder What Is in the Ernst Windows?"

Window shoppers who are looking for something beautiful and ornamental as well as useful always include the Ernst Hardware Co. in their rounds, for even though ladies start out with the sole intention of only going to the department stores, the "Ernst windows are always so attractive" they want to glance in them to see what is being shown today; and the easy stages from glance to desire, and thence to possession, are well known to those who have studied the psychology of salesmanship and the "makeup" of the mind, both masculine and feminine.

If but more merchants had a little of this knowledge of "human nature" and put it in their windows and advertising, there would be no hard times. Every business man will admit

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Here is another display that is "different" and yet when you come to think of it, is there anything more practical in a paint display than to show the colors and the harmony that results from using the paint sold by the Ernst Hardware Co.?

Will not this make a much more lasting impression than simply to pile in cans of paint and brushes indiscriminately? These strips of beaver board, or some such similar material, seven or eight inches wide and seven feet long, each painted with a different color or tint, would give ideas not only to men, but to women and remind them of things they know need to be done.

No wonder the Ernst Hardware Co. are also known as Seattle's finest and most complete paint store, just as they have attained a similar reputation in other lines.

sales are largely influenced by the way in which goods are shown.

Your sales windows are the front page of your store. They welcome or repel your prospects. You pay a much higher rent for store locations with large windows, and where crowds usually pass. Your windows should be an index to the character of your store. Don't, don't neglect them.

Caused New Lines to Be Added

Mr. Stapp's displays attracted people of artistic temperament, and artists and would-be artists visited them. They wanted to buy something, even though they could not find it in the window. Surely "a store with artistic windows should sell artists' material." They wanted to purchase in such surroundings, and so a full line of artists' material was at once stocked, and has proven a big success.

Think of that, you merchants, who often tell your customers "We do not carry that," when you are asked for some article that belongs in your stock, and then dismiss it from your thought, and send your customer some place where if they don't have it, "We can get it for you."

Receptivity to new ideas, new methods, new lines of merchandise, should be one of the ten cardinal principles of every retail merchant.

Cooperation of All

A splendid feature of the Ernst Hardware family is the splendid cooperation given to the display department, each employe taking as much pride in the windows as if they were all their own, and always eager to have the goods of their department displayed.

If Mr. Heinmiller, the store manager, has an idea he wants carried out, he knows he can depend upon Mr. Stapp to do it. And Mr. Heinmiller is most resourceful in his ideas, too. The harmony and cooperation that exists makes more effective their windows.

When small stock must move, Mr. Stapp can put in a "merchandise" window, letting the price-tag tell its story, and for the time being, the artistic standard is allowed to rest in that particular window, although other windows will maintain the standard.

They study the effect upon passersby, they overhear the comments, they note the sales of goods displayed—a suggestion other merchants might well consider.

Human Nature Always the Same

While Mr. Stapp has been afforded unusual opportunity by reason of the number of windows, the large and varied stock carried, yet it must be remembered that "human nature" is the same in a small town as in a large city. Sales are everywhere influenced by methods of display and advertising in rural communities just as much as in large cities. In fact, competition in cities compels merchants to go to much greater expense to induce sales than the small town merchant has.

Ninety-nine windows of a hundred endeavor to show too much. A window shopper is in a maze attempting to see what is shown. Nothing makes a distinct impression.

Don't attempt to make your windows show the amount of stock carried, or all you carry. Far better, fewer items, changed frequently.

You can easily get people in the habit of stopping before your windows if you will give their charge over to some one person, making him or her responsible, watching the effect of certain methods you can try, and giving just a little cooperation. Increased sales are sure to result from a little more intelligent interest shown by the average merchant and salesman.

Pat a puppy's head or a man's personal opinion, and you have 'em both going.

There's no such animal as a good, sound investment which pays fabulous returns.

It's far better to be kicked out of one place and into success than to be advanced without fitness for the job or raised without deserving the increase.

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Retail Merchant the Shock Absorber

THE daily and sensational press has been accustomed to hold up the retail merchant as the real reason why prices have not been reduced to the consumer, and it has been pointed out that in most instances the manufacturers have reduced their prices, and these reductions have not been passed on.

While undoubtedly there are instances of this kind, yet we believe it to be a fact that would be fully borne out by investigation, that merchants in hardware, sporting goods, housefurnishings and auto accessory lines have followed closely the downward trend in prices just as fast as it was possible to do so.

By reason of not being organized to counteract such misrepresentations, which are constantly reiterated in the daily newspapers, the public has come to believe it, and the retail merchant has been feeling the effect of it because he is the last man to hand the package to the consumer.

The consumer thinks because the retail merchant is taking his money that he is to blame, and politicians and socialistic speakers with an ax to grind are reiterating such untrue statements without taking the slightest trouble to investigate them.

It is well known that prices in the lines sold by the hardware merchant did not advance in anything like the same proportion as food products, drygoods, clothing, boots and shoes, and simply because such stores are putting out sensational reduction sales in these lines and the hardware merchant isn't, the public is led to believe that the hardware merchant is a profiteer and a highway robber.

The retail merchant has been and is cooperating in every possible way to offer to the consumer his products at as low a price as he can possibly do so and still keep his business open.

Undoubtedly there is no way to stop such irresponsible talk, but each merchant should make it his business to see that his local papers are not misrepresenting him.

AS IN 1869 TRUE IN 1921

Here is what Charles Francis Adams of Massachusetts, himself a veteran of the Civil War, said in an address delivered in 1869:

"This lesson let us try to remember: We cannot give to party all that we once offered to country, but our duty is not yet done. We are no longer, what we have been, the young guard of the republic; we have earned an exemption from the dangers of the field and camp, and the old musket or the crossed sabres hang harmless over our winter fires, nevermore to be grasped in these hands henceforth devoted to more peaceful labors; but the duties of the citizen, and of the citizen who has received his baptism of fire, are still incumbent upon us. Though young in years, we should remember, that henceforth, and as long as we live in the land, we are the ancients, the veterans of the republic. As such, it is for us to protect in peace what we preserved in war; it is for us to look at all things with a view to the common country and not to the exigencies of party politics; it is for us to bear in mind the higher allegiance we have sworn, and to remember that he who has once been a soldier of the motherland degrades himself forever when he becomes the slave of faction."

The words can still be taken to heart —fifty-two years after.

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American Valuation of Foreign Goods Necessary

American Manufacturers Are Aroused by the Urgent Necessity of a Change in the Base for Estimating Tariff Duties

EXISTING business depression is charged by many to the present tariff more than to any other cause and particularly to the foreign value basis upon which duties are now computed and collected. It is maintained that tariff schedules, no matter how adjusted, will prove ineffective for the proper protection of American industries unless American valuation is substituted for foreign valuation in estimating ad valorem duties.

Experts both in government service and in commercial houses have figured that the change to American valuation will increase revenue adequately and comprehensively provide for the assessment of duties on all kinds of merchandise on a basis which can be verified in this country; eliminate foreign exchange difficulties due to depreciation, end duty discriminations; prevent under-valuation on imports; protect the American manufacturer and nullify the trade combinations formed in foreign countries for the purpose of fixing low export invoice values to minimize American duties.

"American Valuation" as used in the discussion of tariff rates means the fixing of the value of imported goods, for the purpose of estimating duties, upon the selling price in the United States of comparable and competitive American products and may be either manufacturers' price or wholesale price.

It is not a plan to exact higher duties on imported goods. Its object is to collect the amount due the United States from all importations on a basis which can be accurately checked up in this country.

America the Dumping Ground

Under the present tariff system this country is at the mercy of foreign manufacturers and exporters. The present customs administrative laws presume the importer knows the foreign market value of his goods and that the appraising officers can ascertain it. As a matter of fact in many cases neither the importer nor the appraiser has the requisite knowledge and often cannot obtain it. Rates of duty mean little unless the basis for computation is accurately determined and can be verified.

The importer can say he does not know the foreign value and no one can dispute the statement so the value cannot be obtained from the importer. Correct foreign valuation can be obtained only with great difficulty when obtainable at all. In some cases there is no market value (in the country of exportation) as where goods are manufactured solely for export.

The foreign manufacturer and exporter does not wish to give accurate information in regard to foreign manufacturing costs and selling values because it is distinctly to his advantage and to the interest of his country to keep the United States in ignorance. Both the foreign manufacturer and the foreign exporter would prefer to sell in this country without any duty. It is to their interest to make the foreign valuation as low as possible.

The United States government has no jurisdiction over the foreign producer or exporter. It cannot compel them nor anyone else in a foreign country to tell the truth about foreign valuation nor to give any information which they do not care to give. Recourse to appraisement on the basis of cost of production abroad has not proved effective, as such costs are difficult or impossible to obtain.

Germany, after much tariff legislation, found it so difficult to get reliable information on foreign valuations that the German ad valorem duties have virtually given way to specific duties which are duties charged per pound or other unit of production instead of a percentage of the value. Specific duties are therefore, not affected by the foreign valuation.

The majority of American manufacturers believe that nothing short of complete abandonment of foreign sources of valuation will obviate the difficulties incident to obtaining foreign values and at the same time all inequalities due to instability of exchange and differences in costs of production in foreign countries will be eliminated. Quoted exchange does not represent equivalent purchasing values in services, food, transportation and the like. There is a great difficulty in meeting the economic effect of the tremendous currency depreciation and fiscal unstable currency and exchange situation in Europe at present.

Tariff legislation is founded on the idea that the United States will not only secure a just revenue, but will also protect domestic industries. There never was a time when it was more desirable to get more revenue (by getting all that is actually due) without additional cost to the consumer.

This can be accomplished under American valuation because with duties based upon foreign valuation the lower the valuation the lower the amount collected. Now the foreign countries which through low priced labor produce the lowest priced goods naturally pay the lowest duties.

If these low price countries paid more duty because of American valuation, it would not

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raise the price to the consumer in this country because prices are always marked up to the level of goods from the countries of highest production costs.

The high cost countries, if they sell in the United States at all, establish the re-sale price here and the low cost countries can sell at the same price or slightly less because the general price is established. So when the amount of duty in dollars and cents upon goods from a low cost country is increased to the amount rightfully due to the United States government upon a fair basis of the American value of the goods, the price to the consumer will not be raised but the United States will get more revenue and the producer here will be better and more fairly protected.

Two Sets of Prices

Investigators who went to Germany in the interests of American manufacturers reported that the German manufacturers had two sets of prices—one for export and one for German customers in Germany. This is a further indication of the impossibility of depending upon stated foreign valuations.

The American toy industry which grew from a production of approximately $14,000,000 in 1914 to close to $80,000,000 in 1920, is very seriously threatened by the influx of dolls, toys and other playthings from Germany and Japan, which sell in this country at prices, duty paid, that are actually below the cost of American production.

As production in neither foreign country is in any way hampered by sanitary regulations, factory and child labor laws and as the wage scales there are so exceedingly low the American toy manufacturers are placed in the position of facing a foreign toy invasion that cannot be met competitively under existing tariff regulations. Foreign toys of all kinds of German and Japanese design and copied American design are offered in our own domestic market at prices with which American producers cannot compete at all.

According to an agreement between German employers and workmen—as published recently in a German trade publication—a German worker receives three marks an hour or four and a half cents. Experienced mechanics receive only $9.00 a week. German wages in their toy industry while similarly low in the factories have an even greater significance as a majority of the toy making is done in the homes of the workers and the whole families receive less for their services than does one of the least important of American toy factory employes.

German Manufacturers Subsidized

German manufacturers, according to the United States Department of Commerce, are being relieved of a large percentage of their normal production costs through indirect government subsidies which aggregate approximately 60,000,000 marks out of the government's total budget of 80,000,000 marks or 75 per cent of it. This adds to the difficulties of the present almost impossible task of determining correct foreign production costs and values as a base for the levy of import duty by the United States under our existing tariff law.

The German government buys immense quantities of food stuffs which it sells to the German people at a loss of about 50 per cent. This enables the German workman to live on a wage which would otherwise be too low to cover even absolute necessities. This is only one of the many helps given to industry by the German government. The lower wage scale which it makes possible, reduces the manufacturer's cost of production and permits him to manufacture a very wide variety of commodities cheaply and sell them in the United States at prices that absolutely preclude the possibility of American competition in the American market.

The subsidizing of German industries results naturally in increased production at a minimum expense in Germany and very seriously threatens the American manufacturers so that proper protection to American industries is very highly essential at this period in order to enable our people to weather this strain and hold their own afterwards. The adoption of the proposed American valuation plan as the basis for the proper computation of duties due the United States government on importations seems best to those both in government and general business circles who have carefully studied the subject for many months.

QUIT YOUR KICKING.

Quit your kicking, Old Man, it's not any use
To fight Mr. Trouble with jaw-bone abuse.
If you want to succeed, it's not any way
To go around kicking and wasting your day.
If you can't make the hill running on high,
Just throw her in low and never say die.

The first in the start may finish the last,
So keep on plugging; don't hurry too fast.
Keep smiling, don't worry, you'll make it all right
If you just keep trying with all of your might.
Don't waste time kicking, but throw off your coat,
And dig in and root like an Arkansas shoat

If you think with old fortune, you have a rare pull,
You're kidding yourself with a poor line of "bull."
If you want to make good you have got to go through
A stiff course of training before you will do
So cut out the kickin' and turn off the bile,
If you want to be selling a line that's worth while.

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Selling Enameled Ware Successfully

(By Mabel Shinners, Housefurnishing Dept., Schlafer Hardware Co., Appleton, Wis.)

I THINK to successfully sell enameled ware, one should carry two grades — the single coated and one better grade. Keep them separate and have the different colors on different tables. Don't mix odd colors or odds and ends, as it distracts from the display and makes your customer undecided.

The show windows should be used to show this line of merchandise very extensively, and a good assortment of pieces should be displayed, as the customer is more apt to buy when she sees the article which strikes her as useful.

Satisfaction in Being Able to Tell Reason Why

To successfully sell enameled ware, one should know about the manufacturing process in order to know why it is superior to other wares. The buying public may not be so much interested in knowing how the goods are made of steel plates, stamped and spun, etc., but customers should be told about the different grades and why one grade is more valuable than another.

Enameled ware should be prominently displayed on tables where it shows to best advantage and is easy to get at by the buying public. For this reason it should be placed as near the front of the store as possible.

Stocks should be kept complete and well arranged, not piled or crowded so that it is inconvenient to find any particular size. All goods should be marked in plain figures so that the price is always in sight. All surplus stock should be kept in the stock room if possible, so as not to crowd the table.

Tell How to Use What You Sell

I think people should be cautioned when purchasing enameled ware, and any ware, for that matter, as how to use it. I always tell customers to treat enameled ware decently and it will serve them faithfully.

The man who does the buying of enameled ware for our store tells me that the manufacturers make a very severe test of their goods, especially the better grades. A kettle is put over a very hot fire and cold water thrown into it and if it stands this test, the piece is considered good enough to ship.



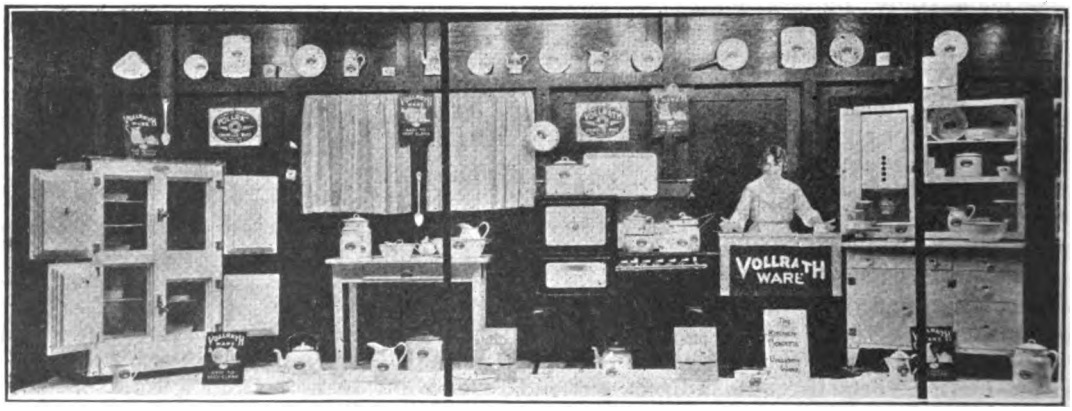
Miss Mabel Shinners

Winner of one of the prizes offered by the enamel ware manufacturers, gives in a few words practical suggestions borne out by experience as to how merchants can increase the sale of enamelware.

In regard to selling, there is no limit to the sales. I consider every customer a prospect. I mean one can sell more if one will take the time to show the goods. Help your customers to make a selection and suggest different articles which if not needed at the time, will be remembered when needed.

One should only mention the superior points about enameled ware and avoid any argument as far as possible with customers.

You will find in a line of enameled ware lines of seasonable goods. For instance, during canning time, preserving kettles, fruit funnels, colanders, spoons and ladles, should be featured. There is also a line of sick room and hospital goods, also trays and pans used in meat markets which can be displayed very effectively.



Neat kitchen display of enamel ware that is sure to make sales.

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ARE GOODS THAT MERELY BRING CUSTOMERS WITHOUT PROFIT SUFFICIENT?

Retailers are ready to co-operate fully with national advertisers when the advertiser will make a sincere effort to understand their problems as they relate to the product of the advertiser, and co-operate with them toward more rapid turnover and better service and profits, says Paul Findlay, a retailer and student of the methods of national advertisers in dealer co-operation.

How Many National Advertisers Reason

Let me take you behind my own counter so you may watch the approach of the salesman who sells an advertised specialty. You can have in mind any item you choose and you will note that the burden of his talk runs about this way:

"This article, as you know, Mr. Johnson (or don't know, as the case may be), is, or will be, advertised so widely that it is, or will be, known to every housewife, and therefore is, or will be, so standardized, so institutionalized—you know the patter—that it is, or will be, sold for you. All you have to do is stock it—'we do the rest.' Thus the price we advertise, which pays you 20 per cent profit, is equitable because of the light selling expense to you—practically no sales expense being involved—and our work brings people into your store who buy other profitable goods, etc., etc., etc."

If you stay with me for a week and watch every salesman, you will note that, with rare exceptions, such is the line of talk. Then you will find that if I interrupt the smooth flow of a carefully committed speech to ask how the so-called profit is figured—the boy is thrown clear off his track, flounders about a while trying to get onto what, to him, is the main line, is plainly nonplussed and cannot give an intelligent answer; or else he stoutly insists that his method of figuring, which is always on the cost of the merchandise, is correct.

National Advertisers Much to Learn

After a week of that sort of experience, you may be ready to conclude, with me, that I cannot be much interested in any of those goods, because I have been asked to handle merchandise all of which is designed not to pay its own way but to bring people into my store. You may see my point: That with the entire circle closed against direct earnings on any item, I don't care to have people come in to buy stuff all of which is unprofitable.

Standing, as you have, behind my counter, you may have reached the conclusion before the week has ended, that I am a thinking merchant. As such, I can take fairly good care of myself. But do you know conditions which prevail in the hardware business? And do you realize its immense importance?

Do you see, now, that this system of putting things over on the retailer in his innocence and ignorance, has had an effect similar to that related by Charles Dickens of the famous huckster's horse? You recall how that huckster planned to get the horse out of the bad habit of eating hay. He worked on the plan of graduated diminishment, and got down to two blades a day. He was all ready to congratulate himself, when the horse died!

In like manner have manufacturers contributed to the mortality of the retailer, all the while patting themselves on the back. He does not know more than to work for nothing, so let the blank fool work his head off!

Thinking merchants know that there are some lines of staple goods where volume is large, stock small, turnover rapid that may be handled on a small margin. But beware of too many of such small-discount lines. You may find yourself with a store full of customers, books full of sales, but the safe empty of profits.

Never tell evil of a man, if you do not know it for certainty, and if you do know it for a certainty, then ask yourself, "Why should I tell it?"

PRAYER OF A SPORTSMAN

Dear Lord, in the battle that goes on through life
I ask but a field that is fair,
A chance that is equal with all in the strife
A courage to strive and to dare;
And if I should win, let it be by the code
With my faith and by honor held high;
And if I should lose, let me stand by the road
And cheer as the winners go by!

And Lord, may my shouts be ungrudging and clear,
A tribute that comes from the heart,
And let me not cherish a snarl or a sneer
Or play any sniveling part;
Let me say, "There they ride on whom laurel's bestowed
Since they played the game better than I,"
Let me stand with a smile by the side of the road
And cheer as the winners go by!

So grant me to conquer, if conquer I can
By proving my worth in the fray;
But teach me to lose like a Regular Man
And not like a craven, I pray.
Let me take off my hat to the warriors who strode
To victory splendid and high,
Yea, teach me to stand by the side of the road
And cheer as the winners go by!

--Berton Braley.

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A Love Nest Sells Phonographs

This New Mexico Hardware Store Finds "Atmosphere" Boosts Phonograph Sales

THE Ideal Hardware Co., Las Vegas, N. M., has built up a remarkable phonograph business by using intensive sales methods, with particular care in regard to small and important details.

The "music" department of this hardware store is now one of the most successful as well as profitable sections; and it has proved helpful in increasing sales in other lines of merchandise as well.

Many methods are employed to increase business and it has been found that each well developed plan brings its own measure of success. But the "Love Nest" has outstripped every plan so far and it promises to maintain the lead indefinitely.

A small room has been partitioned off in this department, with care to make it appear as a part of the whole general arrangement. The exterior walls are made of beaver board, painted and hung with pictures like the walls of a room. So in passing into the Nest one seems to be entering another room in a house.

Making the Proper Environment

Inside special effort has been made to create a restful feeling of comfort and luxury. The room is fully equipped with furniture de luxe—several chairs, a library table, etc. Pictures, antique candelabra and other bric-a-brac add to the surroundings and make this room an enticing spot. In one corner a full cabinet phonograph is placed for demonstrating and for playing records when prospective buyers wish to hear their selections.



CAN VICTROLAS BE SOLD IN A HARDWARE STORE?

The Ideal Hardware Company answers "yes." They find that talking machines are literally and continually talking for other lines of merchandise.

Customers' eyes unconsciously wander to the lines of aluminum ware and other products about the store.

Then, too, when one is in such a harmonious state of mind, listening to music amid such pleasant surroundings, they are more favorably inclined to consider other lines of needed merchandise that literally talk to them on their way back and forth from the Love Nest.

The Love Nest has increased machine and record sales wonderfully, and while considerable expense was entailed for its construction, the firm has never regretted the cost.

The phonograph department of this store consists of two integral parts the whole of which has the appearance of some home interior. Fibrecraft furniture is tastefully placed in a homelike manner, with a telephone on the table, flowers in vases, etc., everything is arranged to convey the idea of home. But this is merely atmospheric setting for the Love Nest. The homey atmosphere prepares the visitor for what he finds within the cozy little room or Nest.

But the entrancing atmosphere and realistic setting carry a powerful psychological punch when the potential buyer sinks into a comfortable chair to hear his favorite record. Under these conditions the interested customer is transported into a pleasant state of anticipation; his entire attention is turned upon the instrument, with luxury and comfort as powerful allies to insure a peaceful state of mind. In this way the buying spirit is tempted, and results show that this plan has been very effective.

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AN "IDEAL" CUPID

In the absence of knowing the name of the attractive young lady who won the first prize at a fancy dress ball, in which the Ideal Hardware & Furniture Co. were featuring their phonograph department, we know that our readers will agree that this name is particularly appropriate, especially as she presides over the Love Nest, otherwise known as the phonograph department of the same institution.

The head dress of peacock featners bedecked with a large band of black and gold with a small record at each end, combined with a gown made of olive green window plush, with the necessary ornaments, made the costume one of the richest at the ball.

The Ideal Hardware & Furniture Co. tell, us that people who had never before noticed that they sold phonographs came in and purchased Victrola records during the following days.

Taking Advantage of Local Conditions

At a recent costume ball the Ideal Store was represented on the floor by a beautiful young lady. She was costumed like a prima donna, with all the attendant finery. A unique crown adorned with gaudy peacock feathers and trimmed on the sides with tiny phonograph records made up the headgear on which was gilded the firm's name.

For some time before the event the store advertised that it would enter a contestant for the costume prize. The public wondered why a hardware store should take to ballroom dresses and have a representative on the ballroom floor. But a glimpse of the Victor Girl explained the mystery and also put the idea across in a big way. The advertising value of this stunt was beyond estimation; public interest had been aroused, and the newspaper gave the store more valuable publicity later on.

Inexpensive But Valuable Publicity

A successful "rubber stamp campaign" is conducted by this store. All statements, advertising matter, literature, etc., are stamped with a series of rubber stamps, each containing a brief and piquant announcement. "Plan to visit our Victrola department," "Come in and hear the latest records"—these and other notices serve to make a series that keep up interest and bring splendid results.

An extensive mailing list plays an important part both in creating prospects and in closing a sale. Each visitor is placed upon the list and prospects are "followed up" until a sale is made or until it is known definitely that none can be made.

Any plan that will bring results is readily adopted by this enterprising firm. And such tactics have increased the phonograph and record sales from twenty to thirty per cent. A young lady is employed to manage the Love Nest, thus adding to its attractiveness. She plays the records for customers and makes selections for those who desire the service. So, with an enchanted Love Nest and a charming salesgirl in charge, it is plain why customers prefer to visit this store. And it is also quite evident why the Ideal Co. finds phonographs a highly desirable line to carry in stock.

PRACTICING THE GOLDEN RULE

The Erb Hardware Company, in Lewiston, are doing excellent work in their community in obtaining the confidence of its citizens.

They tell us they start with their clerks at the store meetings and get the confidence of their associates and co-workers. They endeavor to inform them with reference to business and trade conditions, realizing that each one of them has a certain amount of influence with some customer, and should make it his duty to talk while serving that customer along optimistic lines and give plain, straightforward facts, having in mind to banish from the customer any feeling of suspicion about uncertain conditions, and try to show him the reason for the present situation and the unbalanced market.

They are simply using plain common sense, realizing that when anyone does business to any extent they must have the confidence of their customer and not betray that confidence in any way.

The Erb Hardware Company say that they do not claim to be good judges of big business, but they do claim to be good enough judges of human nature to know that people like to be treated as human beings. When a merchant or salesman can meet his customers with an open and clear conscience and discuss matters of common interest with them, to inspire and gain confidence and not betray it, they believe the merchant will prosper in proportion to the community.

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WHAT TO DO WHEN YOUR COMPETITOR DEFAMES YOU

(Copyright, May, 1921, by Elton J. Buckley)

I have received two letters during the week on the same subject:

No. 1

Milwaukee, Wis.

Please let us have your opinion on this, either direct or through the paper. We have a very bitter competitor up here who has some personal feeling against one of the members of our firm, and he loses no opportunity to say ugly things about us and about our goods. We also believe that he has instructed his clerks and salesmen to do the same thing with customers of his house. The latest story came up as follows: We recently purchased a large lot of ———— from a jobber who was going out of business, and got them at a very low price. It was a big deal for us and we have been pushing the goods hard throughout the territory. The competitor mentioned sells the same brand and other similar brands, and we have several instances in which he had his salesmen tell the trade that our goods were seconds and a fraud. We have lost several sales that way, and are likely to lose more, as he is doing this everywhere. He has also told the same story to customers personally when they have gone in his place. We have reached a point where we think we ought to do something and would like your advice.

Y. & R.

No. 2

Troy, N. Y.

For about 10 months we have done a thing which has proven profitable, viz., we have advertised Friday bargains, using one article on that day at a very low price. It has resulted in big business and has hurt another competitor about three doors away. Our place is busy most of the day on Friday, while he seems to be doing but little. He has now begun to attack in print and by word of mouth. In his last advertisement it read, "Do not be deceived by fake one-day-only bargains, which are only baits to get you to buy something else on which you will be cheated by inflated prices." We are the only concern here using one-day bargains, so he must have meant us. Customers have also come to us and told us that he told them the same thing by word of mouth. Have we got to stand such innuendos? It sems too bad that an honest merchant has to stand such treatment.

E. R. & Bro.

These letters may not be so important in themselves, but they are important as revealing one phase of the peculiar conditions through which business is now passing. When there was enough business for everybody, competitors didn't have time to blackguard each other. They could get business without it. But now that there isn't enough to go around, the meanness which is inherent in a certain type of traders—the tendency to strike below the belt—is coming to the surface and will probably be somewhat noticeable for a while.

The offense which has been committed against both these correspondents is trade libel, which means words directly tending to the prejudice or injury of any one in his profession, trade or business. The actionable character is the fact that it injures the subject of it in his business, more, perhaps, than personally. This from a well-known authority on the subject:

Language which imputes to one fraud or want of integrity in his business is actionable per se (that is, you can sue even if the victim has not sustained any actual damages.—E. J. B.), or, as the rule has otherwise expressed, any charge of dishonesty against an individual, in connection with his business, whereby his character in such business may be injuriously affected, is actionable. So a charge of adulteration of goods, or selling a substituted damaged shoes as shoes of first quality, or selling counterfeit Harlem oil, or using false weights or measures, or to say that one is a rogue, swindler, cheat, villain, rascal or scoundrel is actionable.

As a matter of fact, there are cases which hold that words imputing to a business man a lack of knowledge or skill in connection with his business is libelous, and damages can be obtained for their use, showing how tenderly the law protects a man's business reputation. Much more tenderly, in fact, than some business men in question seem to want it protected.

I have long been convinced that business men were in the habit of speaking much too loosely of each other and their goods and methods. Only in my office the other day a contracting painter said to a real estate man, speaking of a competitive painter: "Take it from me, his work is no good. He'll skin every job he takes." When the real estate man had gone, I said to the painter: "That was a pretty raw thing you said about your competitor. Do you really know that to be a fact?" "Everybody says so," he replied. "But could you prove it if you had to?" I asked. "Why, his prices tell what kind of work he does," was the answer. "And is that all the evidence you have?" I persisted. He admitted it was. Of course, it was no evidence at all.

Now, suppose that real estate man had gone straight to that slandered painter and told him what had been said. A suit might have resulted—if the slandered painter was honest—to which the defendant would have had no defense whatever. But would the slandered painter have brought the suit, even if he had been honest? I am not sure. Business men don't seem to be so anxious to protect their reputations against these loose assaults as it would seem to me they ought to be.

PERSONALITY IS BIG ASSET

Personality is the most important of all human assets. Our success, our popularity, our power for good or evil, everything depends upon it. Money is not the only riches. There is a possible wealth of personality, which would make money look ridiculous in comparison. No matter how poor a person may be he can cultivate a personality that will make him welcome where the mere money millionaire cannot enter.

The qualities which go to make up a charming personality are kindness, magnanimity, cordiality, tolerance, sympathy, unselfishness, self-confidence and cheerfulness. These are the qualities that attract, that win our admiration and love. Anyone who wills may develop them.

Memory is a fine possession, but the softest lead-penciled note is usually more lasting.

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Your Attitude Determines Actions of Others

NOW is the time when every merchant, manufacturer and jobber should take stock of himself and see how his own activity, or lack of it, influences his community and the purchasing public.

Merchants are unconsciously looked to as a guide of the trend of the times.

If they are aggressive, enterprising in their methods, if their advertising reflects the confidence which they should have in their community and in conditions generally, it doesn't take long for such a feeling to permeate the community, and the merchant is benefited by such a condition.

On the other hand, merchants look to jobbers and manufacturers to set them an example as to what their policy should be.

If a manufacturer hesitates to express his confidence through his methods or his advertising, such a condition is quickly communicated to the buyer, both wholesale and retail.

As some of our correspondents in the letters published in this issue have indicated, we must remember that this is the United States, that there is nothing wrong fundamentally with our government, its people, or its methods of meeting conditions.

There is every reason why the most optimistic feeling should prevail.

There is no reason why normal buying in order to supply the usual requirements of your trade should not be continued.

Manufacturers naturally gauge their activities by the orders on their books. It is well known that the overhead expense or the cost of production is either increased or lowered by the volume of business which passes through the factory, and where a manufacturer is able to keep his plant running full time, without any undue loss, prices can be reduced.

These various points are emphasized in letters that we know will be read by the HARDWARE WORLD readers the country over. They are printed just as received. Nothing has been omitted. No "editing" of them has been necessary. They are a frank, honest expression of business and trade conditions.

MANY LIKE STEAMBOAT'S WHISTLE

Do you remember Lincoln's story about the little steamer with the big whistle? Every time they tooted, the whistle blew off so much steam that the boat stopped running. That's the way with lots of people today. If they would only use their energy to drive the paddle wheel of opportunity instead of eternally blowing the whistle of discontent they would find themselves going up the stream of success so danged fast that the barnacles of failure wouldn't have a chance in the world to hook onto their little craft.

To work, to help, and to be helped, to learn sympathy through suffering, to learn faith by perplexity, to reach truth through wonder; behold! this is what it is to prosper; this is what it is to live.

—Phillips Brooks.

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What Policy Should Merchants Pursue

THERE is no question that concerns the buyer, whether jobber or retail merchant, than what should be his policy for at least the balance of the year.

In line with our custom of publishing the views of manufacturers and jobbers who make a close study of trade and business conditions, our fall issues have come to be looked upon by some ten thousand or more buyers as offering information that enables them to more definitely determine their own policies.

There is no denying the fact that stocks of most jobbers and retailers are very low, probably the lowest that has been reached in this country in years.

There is no denying that manufacturers' stocks on hand are low. Naturally a manufacturer gauges his operations by the orders on his books. Now that the crops are sufficiently advanced to enable the retail merchant to figure with a degree of certainty, in his respective locality, he should be able to anticipate his requirements sufficiently in advance to place his orders.

Farmers have withheld their buying so long they will be compelled to purchase new tools and equipment, and to make needed improvements. There is bound to be increased activity in purchasing the necessities.

READY TO DO BUSINESS RATHER THAN EXPECTING TO RETIRE

Editor HARDWARE WORLD:

What would we do if we were a jobber or a retail merchant, in the way of a buying policy for the next six months? "Being neither a prophet nor the son of a prophet," we do not know. It would depend on how we were fixed financially, on the size of our stock on hand.

With a full belief in the fact that times were going to be easier before very long, we would keep a fair amount of stock on hand, and place some orders for spring delivery with merchants and factories who would guarantee their prices against their own decline. In other words, we would be ready to do business if it comes in a moderate volume, and advertise the fact that we were looking for business and not expecting to retire.

This country has been through a number of seasons of depression, and it always came back, so we can't help feeling that we are on the way now to a long stretch of fairly properous times.

Yours very truly,

PENNSYLVANIA LAWN MOWER WKS.,

Philadelphia. J. S. Bonbright, Sales Mgr

ALL MUST GET DOWN TO RIGHT BASIS

Editor HARDWARE WORLD:

It is our opinion that a jobber or a retail merchant should pursue a cautious buying policy for the next six months. Liquidation of iron and steel products has proceeded to great lengths, and cannot carry on very much further without reductions in freight rates. Transportation is now one of the greatest cost factors.

The jobber and the retail merchant have handled the difficult situation prevalent since last fall in a very intelligent, broad-minded manner, but we venture to suggest that they should continue to keep a careful watch on their retail prices so that the consumer may just as rapidly as possible receive the benefit of the lower values which the manufacturers are taking for their goods. Manufacturers have liquidated their old materials and are now selling on the basis of new costs. The jobber and the retail merchant must do the same if it is desired that business shall resume with as little delay as possible.

Yours very truly.

PITTSBURGH STEEL CO.,

Pittsburgh. J. G. Deericks, Gen. Mgr. of Sales.

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It is generally considered that manufacturers have reduced their prices, in many instances, much lower than the same goods can now be replaced for, but they have realized that it was necessary that they accept their losses on goods on hand that had been manufactured at a higher cost.

Is has been a wise policy for buyers to keep their stocks down to minimum when the tendency was wholly downward, but it will undoubtedly be true that when buyers begin placing their orders prices will be increased in many lines.

Prices are regulated by the law of supply and demand, and there is no way by which this can be avoided. The wise merchant is giving thought and consideration to his business, getting rid of his old stock, taking his losses, but he is not overlooking the fact that in order to do business he must keep his assortment complete and furnish goods when they are needed.

A merchant is neglectful of his duty to his community if he cannot be a source of supply for every reasonable requirement.

There is no undue or unjustified optimism in the letters which we are publishing. They reflect good, sound American common sense. Profits are made only from sales, and sales only from stock. In many lines prices are guaranteed, so that the merchant is assuming no risk in placing his orders for his normal requirements.

These letters are worthy a careful study.

EXPECT NORMAL FALL AND WINTER BUSINESS

Editor HARDWARE WORLD:

Our business has been better thus far this year than ever before. This, in the face of practically no foreign trade and the disposition of both jobbers and dealers to order only small quantities, then chase the orders. We have made prompt shipments, nevertheless, many order-chasers reach us a few days after the order is written, indicating of course a very unstable condition of mind of the buyers. It is our prediction and expectation that from this on the practice will be changed to a more normal procedure and which is warranted by the present stabilization of costs, both material and labor. So we can see no reason why, with abundant harvests, plenty of money, notwithstanding some stated unemployment, and the disposition of the public to buy when prices are fair, there should not be a normal fall and early winter business of large proportions. Warehouses and shelves are said to be more free of stock than in a great many years.

Yours truly,

UNITED ROYALTIES CORP.,

New York. L. Bordwell, Pres.

LITTLE PROSPECT OF CHANGE IN PRICE

Editor HARDWARE WORLD:

Were we either jobber or retail merchant our purchases would be very discreet, unless we had assurance that there was small prospect of any material change in prices of such commodities as we would be asked to carry.

We would, however, continue to buy as generously as our capital and vision dictated, of such products as we were certain we could sell.

So far as our own products are concerned, we know there will be little, if any, change in their cost to produce during the next six months, and we believe this is true of a great many other hardware products which the jobber and retail merchant carry.

Very truly yours,

WILL B. LANE UNIQUE TOOL CO.,

Chicago. F. V. King.

ENOUGH TO KEEP ASSORTMENT

Editor HARDWARE WORLD:

Buy little but often—enough to keep up an assortment and to supply demand.

Very truly yours,

TRIMONT MFG. COMPANY,

Roxbury, Mass. Charles C. Ely, Treas.

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MANY LINES CAN NOW BE BOUGHT BELOW COST OF MANUFACTURE

Editor HARDWARE WORLD:

What would be our buying policy for the next six months, if we were a jobber or retail merchant? We are very glad to answer this question in our own way, based on business and trade conditions as we see them at present.

If we were jobbers or retailers we would buy good round quantities of the standard selling hardware and tool items which are being offered to both the jobber and retailer by manufacturers at prices which are way below their cost of manufacture.

Every manufacturer in the country has in a varying degree heavy overstocks of various kinds of material which cost high prices. In a majority of instances the average amount of business coming to the manufacturer is from 30 to 50 per cent of normal. He has his regular overhead to take care of and it costs him just as much as if he were running 100 per cent, therefore, a large number of manufacturers are making up their excess high priced materials into goods which may or may not be stamped with their name or trade mark and are offering these goods to jobbers or dealers at prices which represent the mere cost of raw material and the direct labor and possibly a small part of the overhead.

Every jobber in the country can by careful buying take advantage of these bargains from the various manufacturers and put himself into a position to continue doing business in a fairly good volume. Meanwhile let him keep up a reasonable stock of all goods which he regularly has a sale for. Then, last but not least, in fact, the mighty important part of it is for every jobber and dealer to spread optimism. There is lots of money available to buy goods. Once the buying public is started on the right track and the readjustments necessary are made, there is no doubt but what business will get back to normal very quickly.

Prices are coming down and they are beginning to feel the result of this and the public are beginning to buy. We believe that the corner has been turned and that things are going to be better for the balance of the year, but the recovery will undoubtedly be slow, but if it is persistently in the right direction we should all be satisfied and every man of us can help a lot by spreading optimism rather than to go to the other extreme.

We believe that the outlook for business with us for the fall and winter is much better than it was two months ago and we expect to keep our plant reasonably busy during the winter and we really expect to see normal conditions return about April or May of next year.

Yours very truly,
THE BRIDGEPORT HDWE. MFG. CORP.,
Bridgeport. Harry B. Curtis, Treas.

EXPECT PRONOUNCED REVIVAL OF BUSINESS

Editor HARDWARE WORLD:

If we were a jobber or retail merchant and engaged in merchandising, we would make it a point to carry a necessary stock to take care of the prevailing trade according to the conditions in the territory in which we happened to be located.

This year we suppose a great deal will depend upon the outcome of the crops in each section, and how much of it the farmers turn into money, and then how much of the money they decide to spend for improvements, etc. Our survey of the entire country causes us to believe that there will be a very pronounced revival of business in all lines in most, if not all, sections of the country.

E. C. ATKINS & COMPANY, INC.,
New York. N. A. Gladding, Vice Pres.

KEEP STOCK ON HAND SUFFICIENT TO FILL ORDERS

Editor HARDWARE WORLD:

If we were a jobber or retail merchant our policy would not be any different than is our manufacturing policy at the present time, which is to keep a stock of materials such as we sell sufficient to promptly take care of the requirements of our trade. It is needless to say that these requirements are comparatively light at the present time. We, however, look to see a slight improvment in this condition when harvest is completed and do not look for any great improvement before next spring.

We are accordingly reducing our production and our stores or inventory as far as possible to accord with a lessened demand, but we are at all times keeping our stock sufficiently well in hand to take care of orders from our customers promptly.

It is our observation that hardware and implement dealers are making a mistake by not keeping their merchandise stocks up to the point where they can take care of reasonable requirements of their trade and through this mistaken policy are losing business which otherwise they would have. The jobber, we believe, is keeping his stocks up better than the retail dealer. The latter should keep his stocks in shape and make every effort possible to get business. The dealer who simply sits in the store and waits for trade to come in is going to get very little business for some time to come, in our opinion.

We heartily endorse Judge Garry's recent statement in which he said that "there is business to be had for those who seek after it."

Trusting the above satisfactorily answers your question, we are,

Yours very truly,
HUNT-HELM-FERRIS & CO.,
Harvard, Ill. B. B. Bell, Sec.-Treas.

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CONSERVATIVE BUYING LIKELY TO PRODUCE SHORTAGE OF TOOLS

Editor HARDWARE WORLD:

We do not want to make any prophecy, but we are glad to give you our opinion based upon conditions as we see them.

We would also like to speak from the standpoint of a tool manufacturer rather than in any general way.

Buying has been at low ebb in tools for fully a year, during that period both jobber and dealer has been able to liquidate all surplus stocks so that today the average tool stock is in fairly good shape and we believe that the average dealer's tool stock is from 25 per cent to 50 per cent below normal. This would indicate that the manufacturer will receive from now on replacement business based on actual sales over the counter in the retail store.

During the past year the manufacturer has been securing only a small percentage of this replacement business. This point alone should be enough to give the average manufacturer a fairly good volume of business. If in the opinion of jobbers and dealers it is desirable to build up stocks the manufacturer is very apt to secure all the business that he can take care of.

If there is conservative buying during the fall months we would not be surprised if there would be an actual shortage of tools during the spring months when building opens up. It is not as easy to build up an organization to make a hammer or a saw as it is to make tooth paste or toilet water, which is practically all manufactured by machinery. Manufacturers can't afford to tie up their money in finished goods for which there is no demand and it would not take very much of a buying movement to assimilate all of the surplus stocks of tools on a manufacturer's shelves.

Our opinion is based on conditions as we see them, taking the whole country into consideration. Of course, local conditions have a direct bearing as far as the individual dealer is concerned.

Yours very truly,

VAUGHAN & BUSHNELL MFG. CO.,

Chicago. Irving S. Kemp.

BUY HEAVILY DURING DEPRESSIONS

Editor HARDWARE WORLD:

We shall buy very heavily of all we need and pick up all the bargains of raw material that are in sight for the next six months.

It is our policy to buy heavily during depressions, as our experience has been that all raw materials go higher after a depression.

We look for business to come back in a gradual state and be permanent.

Yours truly,

THE W. W. BABCOCK CO.,

Bath, N. Y. W. W. Babcock, Pres.

STOCK OF CUTLERY SMALLEST EVER KNOWN

Editor HARDWARE WORLD:

The stock of cutlery in the hands of retailers and wholesalers is the smallest it has been for years. The trade has been determined to reduce stocks and for some months orders have been made only to meet immediate requirements, and often not to the full extent of requirements. Both retailers and wholesalers will be demanding rush shipments during the fall months, and will have difficulty in obtaining cutlery in time to meet the season's requirements. They will expect the manufacturer to make and ship goods over-night.

It is quite impossible to forecast, with any reasonable degrees of accuracy, the conditions of the cutlery trade during 1922. The most prominent thing that stands in the way of continued improvement is the retarding influence of union labor. As soon as labor accepts compensation in proportion to the decreased cost of living expenses, steady improvement may be expected, providing also that the tariff bill now under discussion is passed in a form that will fully protect American manufacturers against the influx of foreign goods made by cheaper labor. These two problems overshadow all others and will be the determining factors in next year's business. We believe they will be met in a way that will insure better business conditions for possibly two or three years.

Yours truly,

ONTARIO KNIFE COMPANY,

Franklinville, N. Y. J. L. Burritt, Sec.

PRESENT PRICES AND CONDITIONS WARRANT BUYING WITHOUT HESITATION

Editor HARDWARE WORLD:

Your question is: "If you were a jobber or a retail merchant, what would be your buying policy for the next six months—knowing business and trade conditions as you do."

My answer is I would buy reasonably and with confidence all necessary merchandise to meet my usual requirements based on past experience—the experience gained in ordinary, natural times and not those few hectic war years and post-war years when we all lost our heads to some extent.

Prices have been adjusted all along the line, crops are good in most sections of the country, the general financial and industrial situation is on a sounder basis than it was a year ago or even at the beginning of 1921.

Retailers and jobbers must have merchandise in order to carry on business and present prices and conditions warrant them in buying for their ordinary needs without doubt or hesitation. In some instances goods bought at current prices will advance before they are sold.

Yours very truly,

MONTAUK PAINT MFG. CO.,

Brooklyn. F. E. Cornell, Sec. & Treas.

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PROFITS ARE MADE FROM SALES

SCREEN WIRE CLOTH BUSINESS BETTER THAN EXPECTED

Editor HARDWARE WORLD:

We might first state that our business for the past fiscal year is now coming to a close, and on August 1 we will begin operations on next season's business. The past year's business on screen wire cloth turned out to be better than anyone anticipated, and it ended by leaving no overstock with the manufacturer or distributor. From all indications, the coming season will be equally as good, if not better. We account for this as follows:

First: Because there is so much remodeling of homes and building of cottages, all of which takes fire cloth for windows, doors and porches. It is an exceedingly poor shack nowadays that does not have wire cloth on it.

Second: We are able to reduce the price on wire cloth, which is the first reduction in four years.

In consolidating our Niles, Mich., and Clinton, Iowa, plants in our new Chicago plant, this interferred somewhat with our production the last season. We are now well equipped and organized, and are building a Galvanoid department and warehouse at our western plant. This will give us ample facilities for taking care of business for the coming year.

We believe prices will be sufficiently low on screen wire cloth when the season opens to warrant dealers putting in a stock for the next six months or even more.

Yours very truly,
AMERICAN WIRE FABRICS CO.,
Chicago. C. K. Anderson, Pres.

KEEP SUFFICIENT STOCK TO FILL ALL ORDERS

Editor HARDWARE WORLD:

We would advise both the jobber and the retail merchant to buy only for present needs, as we believe that there will be further declines in prices during the latter part of this year. We would suggest, however, that all jobbers and retailers be sure that they have a sufficient amount of stock on hand and not to allow their stock to run way down as they have in the past, as they should be in a position to take care of any trade that comes to them and not lose trade as many dealers have in the past few months, for not having a sufficient amount of stock on hand. This is even worse than having too much stock on hand, in our estimation.

Hoping that this will give you the information desired, we remain,

Very truly yours,
VOSS BROS. MFG. CO.,
Davenport, Iowa. E. Voss, Sales Mgr.

MAN WHO HAS THE STOCK ALSO HAS BEST CHANCE TO MAKE SALES

Editor HARDWARE WORLD:

We would recommend a policy of carrying stock for one to three months ahead, as we believe the large declines in price have now been made and that there will be very few additional declines of any consequenc to affect the hardware and tool business for months to come. The buyer who waits until his stock is entirely depleted loses money because his customer is dissatisfied when he is unable to obtain the service that he pays for and expects.

No one wants to wait long for delivery now and the man who has the stock is the man who has the best chance to make the sale.

Very truly yours,
THE CINCINNATI TOOL CO.,
Cincinnati. J. W. Hargrave, Pres.

KEEP UP STOCK, PUT NEW LIFE IN SALES PLANS

Editor HARDWARE WORLD:

Disregarding that we are manufacturers, and most naturally look to the jobber and retailer to push our line, in placing ourselves in their position we would feel that conditions would not warrant stocking up heavily on any item; at least until such a time that conditions and prices become more stabilized.

There is one thing in our judgment that should be guarded against, and that is in being too cautious about ordering until the last minute; jobbers and retailers have been liquidating stocks for some time, and this has reacted very materially on the manufacturer, forcing him to operate at minimum capacity, keeping his manufactured stocks down to low ebb. The result will be that when business does open up, it is going to find these manufacturers short on a number of items, meaning delay in deliveries, and this is not a healthy condition, either.

It would be our recommendation to keep up stocks in fairly good shape, more especially on the seasonable lines, get real life and new ideas in the sales promotion, and this will produce results.

Yours truly,
AMERICAN SCALE COMPANY,
Kansas City. J. E. Rieth.

SAID IN LESS THAN A DOZEN WORDS

Editor HARDWARE WORLD:

Buy only for present, not for future, unless factory guarantees prices.

MICHIGAN WIRE GOODS CO.

Back up your plans with execution, then you're bound to win.

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SALES ARE MADE FROM GOODS IN STOCK

WITH FULL KNOWLEDGE OF CONDITIONS, "BUY NOW"

Editor HARDWARE WORLD:

If we were a jobber or a retailer, and knew the underlying conditions in our industry, as we as manufacturers know them, we certainly would not hesitate to buy.

Enameled ware today is being sold by the manufacturer 25 per cent below cost, even at replacement values of materials, and have reached rock bottom, and are selling as low now as in 1916. There, no doubt, will be some little cutting by different factories, but the variation would hardly exceed 5 or 10 per cent, and as a jobber or merchant would feel that it would be very much safer for us, and more profitable to keep our stock filled up in order not to miss sales, rather than allow our stock to be depleted on the theory that by waiting we can buy 5 to 10 per cent cheaper.

Also we would take the stock we had on hand and would turn it over at a low profit.

We find from a check-up of retail stores that one reason why enameled ware is not moving faster in the store is that many retailers or merchants are still adding 50 to 100 per cent profit to their cost. We definitely know this, for the reason that we go through the retail stores and inquire the retail price on enameled ware.

This information is given with the understanding that our name will not be used in your publication, but can be used as typical of the industry.

Yours very truly,
ENAMEL WARE MANUFACTURER.

PRESENT MARKET ON TIN AND LEAD VERY LOW

Editor HARDWARE WORLD:

In our particular line of manufacture, the prime costs—metals—tin and lead—are subject to daily market fluctuations. While the price of both these metals are unusually low at this time, that of tin being the lowest in the past twenty years, we would consider it good business for a jobber or retail merchant to stock this line in good proportions at this time. However, it has never been our policy to load up the jobbing distributors, as we believe that a stock that would turn itself at least every thirty days was far more attractive and naturally more profitable to the jobber than goods possibly carried at a somewhat lower cost through a period of months.

Thanking you for considering us in this matter, we beg to remain,

Yours very truly,
CHICAGO SOLDER COMPANY,
Chicago. James C. Shaw.

NOW IS THE TIME TO REPLENISH STOCK

Editor HARDWARE WORLD:

If we were jobbers or a retail dealer we would immediately replenish our stock and from this time forward would gradually increase it and have in possession at least a normal stock at all times.

In many lines there has been little if any buying in a general way and it will undoubtedly come to pass that retail and jobbing stocks will be exhausted at about the same time and the manuafcturers who have been running far below normal will find it impossible to manufacture and ship promptly to meet all the demands and this will mean another shortage and advancing prices.

If all dealers could show the public that they are meeting market conditions and selling their wares on a basis of replacement cost the public would soon regain confidence and business would soon be back to normal.

Dealers and jobbers in sporting goods have evidently gained the confidence of the buying public, for in spite of the present business depression the sale of Marble goods for the first six months of this year shows a considerable increase over the same period of last year. We see little reason why all lines should not increase in sales from this period on and believe the dealer and jobbers could anticipate this by making reasonable purchases immediately and continually.

Yours very truly,
MARBLE ARMS & MFG. CO.,
Gladstone, Mich. Jas. T. Jones, Mgr.

A VITAL CONDITION TO BE CONSIDERED

Editor HARDWARE WORLD:

Generally speaking, retail stocks are nearer a minimum than most jobbing stocks, but the vital condition to be considered, answering your question of the 25th, is factory stocks and the ability of the factory to deliver on short notice from either jobber or retailer.

Orders for fall delivery from jobbers indicate that, as factories have little stocks on hand, the jobber who anticipates will reap real profits.

From a jobbing standpoint, therefore, orders for fall delivery should be placed at the earliest possible moment and on a basis of nearly normal distribution. Retail records of trading will justify this.

Yours very truly,
GENEVA CUTLERY CORPORATION,
Geneva, N. Y. H. L. Henry, Mgr.

Never apologize for calling by saying, "I was just passing and thought I would drop in." Better, you tell the prospect you have come just a bit out of your way to see him.

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READY TO FILL ORDERS PROMPLTY

Editor HARDWARE WORLD:

If we were a jobber or a retail merchant we would buy goods in such quantities as would keep our stock in condition to execute promptly whatever orders we might receive, and if possible, we would carry no surplus stock. This, we believe, is the manner in which all good merchants are buying goods at the present time.

Yours very truly,

THE AMERICAN FORK & HOE CO.,

Cleveland. Cyrus Reimer, Mgr. of Sales.

BUY NOW FOR BALANCE OF YEAR

Editor HARDWARE WORLD:

As a manufacturer of stoves we know the present wage-scale will remain in effect until December 31. We also know we have bought practically all of our supplies with the exceptions of iron and coke and we look for no very material reduction on these two items until freight rates are reduced very materially, but we do not think the railroads are in position to make reduced rates in time to make any material difference during the remaining portion of the present year.

We do, however, look for reduced rates that will affect prices by next spring. We also expect a reduction in the wage scale for next year that will have a material effect in deflating present prices. Holding these views, yet realizing we must carry a sufficient stock of goods to secure our full share of the business to be had, we would carefully canvass our stock and see just what goods would be needed on a conservative basis to run us until December 31.

Would then for two reasons place our order and specify an early date for shipment. The first reason is we would then be sure of the goods being on hand when needed. The second reason is we would be doing our part toward giving business a start and our action might influence someone else to buy and when we all get to buying our present business depression will gradually disappear.

We think it wise to place orders early because manufacturers look for reduced freight rates, a lower wage scale and cheaper materials next year. For that reason they will carry much smaller stock and the late buyers may in some cases fail to secure goods in time to meet the demand always caused by the approach of cold weather.

In conclusion we repeat we would at once buy what we estimate we could dispose of by January 1, and then get busy on the selling end and invoice as small a stock as possible so we would be in position to avail ourselves of the lower prices we confidently expect early next year.

Yours very truly,

Ironton, Ohio. THE FOSTER STOVE CO.

INCREASED VOLUME LOWERS PRICES

Editor HARDWARE WORLD:

We would advise the jobber and retailer to carry a reasonable amount of goods on hand, sufficient to supply their trade.

At present, our goods cost us two to three times as much to manufacture as they did before the war and do not show us the same percentage of profit as they formerly did.

We believe that manufacturing costs will slowly decline over a period of years, but that they will never reach pre-war prices again, as the workman will never take as low wages or work as many hours a day as before.

The dealer may rest assured that in our case, and we believe that it is true of every manufacturer, our prices will be based on manufacturing costs plus a reasonable profit, and that prices will be reduced whenever the manufacturing costs warrant.

In this connection, it must be remembered that overhead or cost of doing business if twice as many units are sold is cut in half, so that a necessary aid to lower prices is increased volume of business. This not only applies to the manufacturer but to the wholesaler and retailer also.

So let's all get together and do business.

Yours very truly,

CHAS. MORRILL.

New York. Per William Morrill.

RAW MATERIALS ARE LOW, LABOR CANNOT BE REDUCED

Editor HARDWARE WORLD:

We feel that the jobbers and dealers should lay in an adequate stock to supply normal demand at all times. Our reasons for buying now are that we firmly believe that most commodities sold in this field did not raise prices when costs went up like in other lines, therefore they cannot be expected to take the drop that other lines have. Our prices are now very nearly back to pre-war conditions, we being able to do this due to the prices of most of our raw materials dropping. We are unable to bring the price down further as labor enters into our goods and it is impossible to bring it down further while rents remain as they are.

Summing the whole matter up we find that raw materials are down as far as they can go, labor cannot be reduced any more for some time to come, therefore prices are at a standstill. Many jobbers are laying in good stocks and are conducting large sales campaigns and with additional energy are getting very favorable results. The jobbers and dealers who keep well stocked shelves and sustain their selling energy day in and day out are the ones who will find themselves ahead this year.

Yours very truly,

PETER BOLLER MACHINE WORKS,

Chicago. A. P. Boller, Sec.

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AMPLE REASONS FOR OPTIMISM

Editor HARDWARE WORLD:

We do not expect any very large increase in business for the next few months, but we do feel very optimistic that conditions are going to right themselves in fine shape.

We have today, in our President Harding and in his able cabinet, a set of men that are alive to the present deplorable conditions of our great railroad industry and with the remedial measures that are being advocated, should go a long way to brighten things up. Then, again, we have been going down hill since September, 1919, and that is about as long as you can rub the noses of our extremely virile nation of energetic business men, in the ground and get away with it (so to speak). Have always noticed that when things got so darned bad that you could see no bottom to the hole, pretty soon you could see a head sticking up here and there. They wouldn't stay down.

Today our Federal Reserve Banks of the U. S. are reporting the enormous reserves of over 62 per cent. The newspapers of this city report between three and four hundred millions of gold have been imported into this country from abroad, since January 1, 1921, and as our understanding is that every dollar of gold held in the Treasury means an average of $18.00 of credit, in commercial life, we still have all we got during the war, and the U. S. Treasury reports having on hand more gold than has ever been held by any country on the face of the globe at one time. With steel being deflated rapidly and with cotton deflated and copper likewise, we need just three things and that is a deflation of the freight rates, coal and a little increase in courage and we will go ahead again in wonderful shape. We have got to. Every man in the country wants a "twinsicpierce-arror" or "supersix" motor car and all the luxuries that go with it, and they are all going to try to get 'em. This country is too big—too wonderful—too virile to stay down.

This year play careful and work hard—1922 should be very good, as things are being used up so rapidly that the shelves of the stores are going to be cleaned bare and the absolute urgent needs of our country are so enormous. We used to talk as if a million was something tremendous. Today we talk in billions as if they were cents, consequently you are going to find our business men fighting hard to get more business. What was a good business (in figures) a few years ago, when compared with a billion today, that our men are going to fight hard to increase theirs, and when you get us all fightin' the business figures are so big you don't know what they mean.

1922 should see us very much on the road to very much better conditions.

Yours very truly,
HYFIELD MFG. CO.,
C. E. Strong, Pres.

MANUFACTURER, JOBBER AND DEALERS SHOULD EACH PERFORM THEIR PROPER FUNCTIONS TO SUPPLY THE PUBLIC

Editor HARDWARE WORLD:

The origin of commerce can be traced back to when man first found that he could be served by others better than he could serve himself. Manufacturers sprung into existence because they were able to produce the needed commodity to better advantage than the individual could produce it himself. The merchant came into existence because it was not always convenient for the individual to procure his requirements from the maker direct and the merchant was able to offer a service to the consuming public which justified his existence, and the measure of his success generally depended upon the character of service that he rendered.

As commercialism became more complex, and as the want of the public increased and multiplied, wholesale houses sprung into existence, because they were able to offer the retail merchant a service which it was sometimes difficult and expensive for him to procure for himself. It is, therefore, incumbent upon all manufacturers, wholesalers and retail merchants to study carefully the needs of their customers and how best they can serve them; and the manufacturer's making policy, and the wholesaler's and retailer's buying policy must be formulated with this end in view.

Both the wholesaler and the retailer should have on hand a sufficient quantity of needed commodities to care for the reasonable requirements of his trade. With information at his command, he should be able to differentiate between those lines that were unreasonably advanced during the war period and upon which fair reductions have not been made, and those lines that were not advanced in an unreasonable manner, bearing in mind that a large number of factories that operated before the war on a 10 hour a day basis are now operating—and must expect to continue to operate—with 8 hours a day as the standard working time, and that it is not so much the question of the price itself, but rather one of the value that the price represents.

We believe in a just and reasonable wage for our employes and our costs are based on such a wage. During the war period we only made advances where increased cost forced us to do so. During the period of readjustment we shall only make reductions as reduced costs permit of our doing so, and as we see little prospect of any chance of reductions during the coming fall, we have decided to guarantee all our prices until January 1, 1922. This certainly protects the merchant and enables him to procure his fall requirements without danger of loss.

Yours very truly,
GOODELL-PRATT COMPANY,
W. M. Pratt, Pres.

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MOST MANUFACTURERS PROTECT AGAINST PRICE DECLINE

CONDITIONS JUSTIFY MORE LIBERAL BUYING POLICY

Editor HARDWARE WORLD:

We believe that conditions are slowly but surely becoming stabilized and it is our opinion that most products are now being marketed very close to the cost of production; in some cases, in fact, for less than they can be produced at the present prices of material and labor.

If these conditions are true, we believe it should be the policy of the jobbers and dealers of this country to purchase in a somewhat more liberal manner for the next six months than they have in the past. We do not believe that there should be any speculation, but we do think that the jobbers should replenish their stocks and carry a full assortment of goods, in order to be able to fill retailers' orders promptly and completely.

The distributors of manufactured goods in this country should realize that they ought to carry as large and complete stocks as possible and replenish their stocks at frequent intervals, in order to allow the manufacturer to run his plant on a fairly economical basis and to thus furnish our industrial classes with the buying capacity which is necessary to the success of the distributor, whether jobber or retailer.

In other words, it should be continually borne in mind by the distributor that his interest is a mutual interest together with the manufacturer and the consumer. We are all tied up together and a general policy of buying which curtails the ability of the manufacturer to produce goods at a reasonable price and in sufficient volume for the consumers' needs, reacts upon the entire community.

We have had to date this year a very severe liquidation and it seems to us reasonable to assume that a fairly liberal buying policy on the part of the distributor is essential to the needs of our business life.

Yours very truly,
THE STANLEY WORKS,
C. F. Bennett, Vice Pres.

DON'T SPECULATE, BUT KEEP UP STOCK

Editor HARDWARE WORLD:

We think the policy for retail merchants in placing their orders and specifications for the coming season should be on conservative basis. Nearly everything is on the decline, but we should not lose business on account of not having goods to sell. Buy what we think we will require and not speculate. This should be a year of frequent turnovers.

Yours truly,
WOLGAST HARDWARE CO.,
By L. A. Wolgast.

ADVISABLE TO KEEP STOCK STAPLE ARTICLES COMPLETE

Editor HARDWARE WORLD:

Inasmuch as we are manufacturers, it is difficult for us to get either the jobber's or retailer's point of view, so please bear in mind that any opinion that we may have to offer is more or less biased, due to our point of view.

From the writer's conversations with hardware merchants and jobbers, he has come to the conclusion that the jobber or dealer who has a reasonable amount of working capital will do well to keep his stock of staple articles as complete as possible, and well balanced. To do this, it will not be necessary to order ahead in large quantities, for the reason that many manufacturers are now in position to make prompt shipment of staple goods, and by ordering more frequently in small quantities, it will be possible to keep your stocks in good shape.

It is quite certain, in our opinion, that the dealer or jobber who has a fairly well balanced stock during these times is going to have considerable advantages over any of his competitors who are short in many of their lines. Then again when business picks up, the man with the good stock is immediately able to take advantage of the conditions and get his full share of business.

Very truly yours,
SIMONDS MFG. CO.,
R. E. Greenwood, Asst. Gen. Sales Mgr.

NORMAL DEMAND BECOMING APPARENT

Editor Hardware World:

In our judgment the jobber or retailer is now justified in placing specifications for his normal needs.

Practically all manufacturers have made heavy reductions in their selling prices based on latest data relative to raw material and labor costs, and there is beginning to be evidenced a renewed demand by the consumer public which has observed the publicity given to price reductions made from time to time.

We should, therefore, counsel the jobber or retailer to purchase normal requirements, so as to be prepared to take care of the consumer demand, which, as above stated, is becoming more apparent daily.

With kind regards, we are,
Yours truly,
J. E. PORTER CORPORATION,
W. L. Weintz, Pres.

SUGGESTION FOR A WINDOW SIGN

Stop; look; and read ere you go
To other stores that make a show.
Mark well the goods before you pass
Displayed behind this pane of glass.
—Reegtherhymer.

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KEEP STOCK COMPLETE, EVEN THOUGH LOW IN QUANTITY

UNUSUAL OPPORTUNITY FOR FAIR RUN OF BUSINESS

Editor HARDWARE WORLD:

It seems to us that there will be an unusual opportunity for a fair run of business this fall, especially in seasonable lines, and the jobbers and retailers would do well to see that they are reasonably supplied to meet the demand.

Prices appear to have been reduced to the purchasing limit without special regard to cost of production, and this condition should provoke purchases by the consumer.

Retailers, we believe, should and will purchase in reasonable quantities in advance of the consumer demand, in order to be assured of the quick turnovers which appear to be so desirable.

If purchasing is deferred too long, there is a likelihood of some shortage, which will mean delay and inability to render service to the public, which is one of the first essentials.

We do not mean to convey the idea that a speculative market will prevail, and we certainly hope that there will be no movement toward advances in prices.

We figure that the distributors can make no mistake in purchasing a little more than their business actually requires, because profits on sales will, we think, more than offset the possibility of any further reductions in prices.

Yours very truly,
THE ENTERPRISE MFG. CO. OF PA.,
C. W. Asbury, Vice. Pres.

SHOULD ANTICIPATE NORMAL BUSINESS AND BUY ACCORDINGLY

Editor HARDWARE WORLD:

If we were a jobber or retail merchant, we believe we would anticipate practically a normal business and buy accordingly.

Judging from the number and the quantity of the orders placed by the buyers at the recent furniture exhibition at Grand Rapids, it would seem as if this was a general viewpoint.

We believe the prices are now on such a basis as to permit buying without the risk of loss, and if there is any reaction at all it looks to us as if it might be in the nature of an advance rather than a decline.

There is always a certain amount of business to be had and it is our experience that the amount obtained by any firm depends largely upon the enterprise and hustle which they put back of their effort.

Undoubtedly the dealer who lays his plans on a sane, progressive and aggressive policy will find business satisfactory.

Yours very truly,
GRAND RAPIDS REFRIGERATOR CO.

NO REDUCTION IN REMINGTON PRICES THIS YEAR

Editor HARDWARE WORLD:

We wish to make it clear that there is no possibility of a decline in prices of our product during the remainder of this year. Retailers may, therefore, safely buy for their conservative requirements for this season without fear. This applies to Remington arms, shells, ammunition and cutlery.

During the period of intense conservatism prevailing among retailers it is our opinion that many of them, if not the majority, have underbought on shells and ammunition; that the usual demand for these goods will exist during the coming fall and winter; that the jobbers perhaps have been influenced by the attitude of retailers and will be found at that time with short stocks and difficulty may be experienced on "fill-in-orders."

There has never been a period during times of prosperity or depression when the shooter has not indulged himself in his favorite recreation. No individual shooter buys large quantities of shells or ammunition, but the total consumed by the millions of sportsmen throughout the country is enormous.

The retailer will do well to watch his stock carefully and to have an assortment of saleable loads and calibers of shells and cartridges on hand at the opening of the hunting season in the various sections of the country and to place his "fill-in-orders" far enough ahead in advance of actual requirements to enable him to take care of his trade when the demand comes.

Trusting that this information will be of assistance to you, we are,

Very truly yours,
REMINGTON ARMS CO., INC.,
John S. Barlow, Adv. Mgr.

DON'T EXPECT LOWER PRICES ON REFRIGERATORS

Editor HARDWARE WORLD:

We believe that prices on furniture and refrigerators have reached their low level for several months to come.

We find that in the main stocks are very low in the hands of jobbers and retailers and consumers frequently complain that they find no selection when they go to buy. We would accordingly recommend that both jobbers and retailers stock up in these lines to a reasonable degree, as we do not believe there will be a further recession in prices for many months to come.

Yours very truly,
GURNEY REFRIGERATOR CO.,
Fond du Lac. E. G. Vail, Pres.

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CROPS NOW SUFFICIENTLY ADVANCED TO KNOW NORMAL REQUIREMENTS

PLANNING FOR HEAVIER DEMAND THAN MANY OVER-CAUTIOUS EXPECT

Editor HARDWARE WORLD:

From all we can understand, it seems to be the policy of both the jobber and retailer to buy from hand to mouth at present, which is a very wise thing for them to do under present conditions; but being optimistic as to the future, we are laying foundation, and trying to put our stock in such a position that we can meet a much heavier demand during the fall months than many people anticipate we will have, and we are inclined to believe that merchants who are over-cautious will be agreeably disappointed at the business they will have during the coming season.

Very truly yours,
INTERNATIONAL SILVER CO.,
Geo. H. Wilcox, Pres.

ANTICIPATE SHORTAGE IN STOVES

Editor HARDWARE WORLD:

If we were a jobber or a retail merchant purchasing goods necessary for the conduct of our business, from our point of view we would deem it wise to anticipate our wants to some extent.

We are of the opinion that this fall is going to develop considerable business and owing to the slowness under which many producers of merchandise are operating, we in our opinion, think there is going to be a shortage and that some wants will not be promptly taken care of.

This may not be true in all lines, but believe it is true in the furnace and stove business. It is evident that many buyers are holding off placing their orders until the last minute and then they will be wanting goods promptly, and the manufacturer will not have them in stock to fill orders promptly.

We would not advocate anyone purchasing any more than he would have reason to believe he could likely use in his business. We feel that prices on some commodities should come down lower, and will do so. We would therefore not deem it wise for any merchant to be loaded with high priced goods on his shelves.

If you feel disposed to make use of our views on this subject we would prefer that you omit attaching our name to the same.

Yours very truly,
Ohio. STOVE MANUFACTURER.

Whether it is an individual or a business, there must be definite savings. Without savings or increased financial assets of some kind, progress and expansion are impossible. A hand-to-mouth policy never gets anyone anywhere.

INCREASING PRODUCTION AND EXPECT NORMAL BUSINESS

Editor HARDWARE WORLD:

During the last two months, June and July, which are the slowest months in the year in the commercial and industrial lighting industry, we have not curtailed the production, for the reason that we believe that the fall and winter season is going to be very near to a normal demand for incandescent lamps as used for commercial and industrial purchases.

With an extra effort in our sales department, we are almost assured from our regular distributors all over the country that we will dispose of the surplus stock that we have accumulated during this last two months of the slow lighting season.

If we were jobbers or retail merchants today, we would line up for the fall our sales and advertising departments with the spirit of the pre-war times and are sure that we could receive normal volume of business. We are doing it now as manufacturers, with all our regular distributors.

Due to our concentrating on sales and advertising we have been able for the last year to increase our production and have put on additional help instead of decreasing and laying off help, which has been the general rule in business. We simply forgot the wartime easy business getting and have gotten back to the 1914 conditions of the market, have faced that market, and been amply rewarded.

In conclusion, we firmly believe that the next six months will give us a steady, good, normal volume of business.

Yours very truly,
BRITE-LITE LAMP MFG. CO.,
By A. Ullman, Sales Mgr.

GIVE SERVICE AND KEEP COMPLETE STOCK

Editor HARDWARE WORLD:

There is no question in our mind that if we were a jobber or a retail merchant we would first see that we had a complete stock of ware at all times. We would, of course, keep this stock at a minimum, but we would make service the big thing in our business and we would let it be known to our trade, whether a dealer or an individual, that items which we advertised to handle were in our stock and could be shipped or delivered instantly.

Yours very truly,
CORNING GLASS WORKS,
Pyrex Sales Division.
W. T. Hedges, Mgr.

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SALES NECESSARY FOR PROFITS

Editor HARDWARE WORLD:

We believe that where a merchant, whether wholesale or retail, can safely do so without fear of loss, because prices have become stabalized and because of guarantee against decline in prices, that he should support the manufacturer by keeping a complete stock of goods on his shelves and order sufficiently in advance to enable a manufacturer to give service with as little abnormal expense as possible.

Merchants should not forget that profits are not made on goods which are out of stock. We also believe that the present business situation will be helped tremendously if merchants throughout the country will reflect in their own prices the reduced prices which have been so generally put into effect by the manufacturing interest and which they have adopted in many cases regardless of present costs and anticipating reduced costs which they hope to accomplish in the near future.

If the other factors in the chain of distribution would take their loss in a similar manner and immediately put into effect new prices as soon as they are published they will assist materially in improving the business situation. The consuming public will not buy at peak prices nor until they are satisfied that substantial reductions have been made therefrom, and until the consuming public is satisfied on this point there will not be much business for the dealer, for the jobber or for the manufacturer but instead increasing unemployment and privation. Very truly yours,

LANDERS, FRARY & CLARK,
A. G. Kimball, Pres.

EXPECT SLOW DELIVERIES IN A FEW MONTHS

Editor HARDWARE WORLD:

As near as we can find, neither the jobber or the retail merchant have a large stock of goods on hand.

If business picks up as we think it will do within a few months we are afraid they will be hindered with slow deliveries.

Very truly yours,

THE JAMES SWAN COMPANY,
Seymour, Conn. Wm. B. Swan.

BUY CONSERVATIVELY ENOUGH TO SECURE GOODS WHEN WANTED

Editor HARDWARE WORLD:

If we were in the hardware business our buying policy for the next six months would be a conservative one. We would order enough goods and as far enough ahead to insure deliveries when wanted, but would not stock any items heavily, as there is sure to be a plentiful supply. Yours very truly,

THE WITT CORNICE CO.,
Cincinnati. J. W. Witt.

NO RISK IN BUYING ON GUARANTEED PRICES

Editor HARDWARE WORLD:

It is our opinion that many articles have reached rock bottom for a period of six months at least. It so happens that we, and other manufacturers of electric heating and cooking devices are guaranteeing our prices until January 1. With this condition present, it is our advice to buyers to make up their minimum requirements for the next six months, and order them at once, because if the manufacturer cannot obtain any future orders to build on, he will not stock any enormous amount of finished products.

With this true, when the small fall buying flurry comes, and the pre-Xmas trade, everyone will be wanting merchandise. The manufacturer with a small stock will not be able to make prompt shipments, and the jobber and dealer will thereby lose the sales.

We do not encourage enormous buying, but we believe conservative buying for the near future is absolutely necessary to insure any kind of delivery. We do not wish our customers to have to carry any merchandise over their yearly inventory, but we are encouraging them to buy their minimum estimates at this time.

Our opinion condensed is that a buyer should place orders immediately for his next few months' requirements on goods which have guaranteed prices.

Hoping this information will be of service to you, we are,

Yours very truly,

RUTENBER ELECTRIC CO.,
Fred L. Mahaffey.

BUSINESS LOST THROUGH NOT HAVING STOCK

Editor HARDWARE WORLD:

We believe that the stock of both the retail merchant and the jobber is down to about the lowest possible point and we are satisfied that a lot of our own jobbers are losing business because they are not carrying a stock and the retailer is not prepared to wait for materials to come from the factory.

We believe this has reference not only to our line, but practically all manufacturing lines.

Very truly yours,

WALDEN-WORCESTER, INC.,
W. S. Bellows, Gen. Mgr.

GOOD JUDGES OF REAL VALUE

In enclosing renewal of our subscription to the HARDWARE WORLD, we want to tell you that it is certainly worth all you ask for it and a good deal more. We need it in our business and go through it from cover to cover.

I enjoy reading it, as do all the boys in our store.

BEATTIE HARDWARE CO.,
Newport, Ark. S. M. Beattie, Pres.

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IN A MULTITUDE OF COUNSEL THERE IS WISDOM

KEEP STOCK ON HAND FOR NORMAL REQUIREMENTS

Editor HARDWARE WORLD:

The writer has traveled around the country to a considerable extent in the last six months, and has ascertained that jobbers' stocks on well known and fast moving articles, are necessarily very much depleted.

It would seem to be to the advantage of the average jobber that he have at least sufficient stock on hand to supply normal requirements as they are today.

In view of the indisputable fact that nationally advertised and well known articles are being sold today in large quantities, it behooves the jobber to assure himself of a sufficient quantity of this material to supply the trade for at least three months to four months in advance. At the same time it should be up to the manufacturer to guarantee his price against decline covering all goods in stock on the jobbers' shelves for a period of 90 days.

We believe that the above suggestion applies only to such items as are actually moving, and we do not believe that the jobber or retailer should stock up at this time on items which are not inclined to move, at least to some extent.

Yours very truly,

BURGESS-NORTON MFG. CO.,

Geneva, Ill. C. M. Burgess, Sales Mgr.

CONDITIONS STEADILY IMPROVING

Editor HARDWARE WORLD:

Frankly speaking, we believe that conditions will stay pretty much the same as they are now for the balance of the year. We believe that quality will have to do very much with placing of orders, almost as much as price. Furniture industries have become more active since Grand Rapids and Chicago markets have picked up to a marked degree and we believe that the hardware field will pick up as did the furniture line.

From all that we can glean in our business, the man who was hit the first will be the first to recover. About a month or so ago, it appeared to us that conditions in the East were improved more so than any other section in the country. This, however, has proven to us that this was only a spurt, just as other sections are having.

We believe that "1921 will reward the fighter" and also 1922. We think that next year there will be much better business than at the present time. Conditions now are materially better than they were six months ago and we think six months hence will show a like increase if not a greater increase.

Yours very truly,

FAULTLES CASTER CO.,

Evansville. C. B. Noelting.

WESTERN JOBBER'S ADVICE

Editor HARDWARE WORLD:

If we were in the retail hardware business we would buy our requirements in small lots—buy often for the balance of this year.

Some commodities, however, have touched bottom. It would be absolutely safe to buy for future, rubber hose and many lines of brass and copper goods into which the cost of labor does not enter to any considerable extent. Outside of these, there is a chance of further decline, so that it would be advisable for the retailer to go slowly and carefully. The height of wisdom is to buy from his local jobber, place his order one day and receive same on his shelves within a day or two.

Jobbers everywhere have reduced their selling prices with market declines and are operating on a somewhat different basis than heretofore, insomuch that they are selling at a much smaller percentage of profit. They find it necessary to do this and retailers will be surprised to find that their local jobbers' prices are as low or lower than prices from other competitive points. No local jobber in whatever community he is can afford to be undersold, and from now on he won't be, so that were we in the retail business, we would take advantage of the conditions as we understand them, believing that one turnover would be just as large or larger with the same profits were we to buy locally often and receive immediate delivery.

We are,

Respectfully,

UNION HDWE. & METAL CO.,

Los Angeles. L. C. Scheller, Vice Pres.

KEEP COMPLETE STOCK

Taking into consideration the fact that in practically all lines of this industry, new and lower prices became effective July 1, it is our opinion that the present prices effective on the main portion of the lines manufactured and distributed by us, will remain as they are at present, during the rest of the months of this year.

If there should be any further decline, would not deem that it would be of a sufficient amount to work any hardship on dealers who might have on hand any goods purchased between now and the remainder of this year.

Our advice to the trade is purchase your requirements, keep up your complete stock of cutlery, but in smaller quantity than you have in the past, buy for your present and near immediate needs, rather than for your future requirements.

Very truly yours,

WESTERN STATES CUTLERY & MFG. CO.,

Boulder, Colo. H. P. Platts.

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LOST SALES MEAN LOST PROFITS

Editor HARDWARE WORLD:

During our recent sales convention, which was one of the most enthusiastic and profitable ones ever held by the Drake Hardware Company (program inclosed), the question was brought out, "How should dealers buy and sell during a period of declining prices?"

It was the opinion of the convention that stocks should be watched closely and kept well assorted, and not allowing over-stocks to accumulate. It was also the opinion that far too many dealers were losing sales due to the fact that they were holding off placing orders, waiting for declines in price. (Lost sales mean lost profits.)

It was brought out that dealers who had complete stocks were drawing business from towns and dealers who were allowing their stocks to run low. There is no excuse at this time for dealers being out of merchandise.

Jobbers are situated so that any dealer can order merchandise and have it within forty-eight hours. It is the jobber's service that counts during times of declining prices. It was our opinion that dealers should follow a declining market as rapidly as an advancing market and that business in general would improve if merchandise was sold at the prevailing market price.

Yours very truly,
DRAKE HARDWARE COMPANY,
Burlington, Iowa. N. G. Ballantyne, Sales Mgr.

A TEXAS JOBBER'S SUGGESTIONS

Editor HARDWARE WORLD:

Buying—We would buy from our nearest jobbers at the best prices possible, and only a month's supply. We would watch the stock closely, order often, but only in limited quantities.

Selling—We would sell practically for cash only, and if any credit were extended it would be only to the absolutely A-No.-1 pay customers; we would take no risks whatever, preferring to have our goods on hand in place of questionable accounts.

It's a mistaken idea to buy goods, if offered a little cheaper for quantities that are excessive for your requirements. The interest, tied up capital, etc., is always a great deal more than the little exra higher price that you would pay your near jobber; in fact, it's poor policy to buy anything, or a quantity, no matter how cheap, if you cannot make the turnover within a short time.

If the retail trade will study this matter and keep their stocks moving on the above selling plan, they will not only make their expenses this year, but also a nice neat profit besides.

Thanking you for your consideration, we remain,
A. DEUTZ & BROTHER,
Laredo, Tex. C. Deutz, Mgr.

FAITH IN THE FUTURE, OUR COUNTRY, AND OUR FELLOW MEN

Editor HARDWARE WORLD:

By all means we would confine our purchases to the local jobber and buy in small quantities and often. It is the only system by which the retail dealer can reduce his stock on a number of lines on which he is now heavily stocked and supply the demands that are made on him by his trade.

The quick turnover and the small investment the retail dealer can accomplish by buying from his local jobber, more than offsets any small gain that he may be under the impression that he can secure by buying in large quantities and farther away from home.

Conditions from a crop standpoint in Texas were never brighter. We also appreciate, however, that we are going through a period of readjustment, but we have faith in the future, in our country, and our fellow man.

NASH HARDWARE COMPANY,
Fort Worth. W. R. Duffey, Vice Pres.

JOBBER'S POLICY IS FREQUENT PURCHASES

Editor HARDWARE WORLD:

Under present conditions, we believe that the safest and best policy for merchants to pursue in their buying is to make frequent purchases and of small quantities, with a view of keeping as well assorted stock as possible and try to get a quick turnover, for any extra discount which might be made by a quantity purchase, we believe will be more than lost by reason of declining markets, which will be more or less prevalent in our line of business for the next year at least.

Yours truly,
THE FRANK COLLADAY HDWE. CO.,
Hutchinson, Kan. Chas. S. Colladay.

KENTUCKY JOBBER BELIEVES MORE LIBERAL BUYING POLICY ADVISABLE

Editor HARDWARE WORLD:

At the present time we think it would be well for retail merchants to buy a little more liberally than they have for the past several months. We do not advocate increasing stocks materially, but we do think that now is a good time for a merchant to fill his stock out, and not be out of any item. We might see somewhat lower prices, but we are firmly of the opinion that further declines will be very slight.

We believe that if the retail merchant is aggressive, will keep his store attractive and makes his window display work for him, he should have very nice sales.

Yours truly,
Louisville. STRATTON & TERSTEGGE CO.

Happiness is a wayside flower that grows along the highway of usefulness.

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BARE SHELVES SEND CUSTOMERS TO MAIL ORDER HOUSES

Editor HARDWARE WORLD:

We believe that retail hardware dealers will make a mistake if they enter the fall selling season without a reasonable quantity of goods on their shelves. We confidently believe there will be considerable buying this fall, and it will be done at those stores who have the goods on hand and ready to offer. It will be a mistake for a dealer to start the selling season with bare shelves.

We do not advocate large stocks, but a dealer should attempt to have a representative small stock and buy frequently. To our own knowledge many dealers are out of goods and will not re-purchase until the customer calls for them. This is a mistake and is going to give business to the mail order houses.

Dealers can secure guaranteed prices on future orders for fall, and consequently future orders on such lines as the price is guaranteed on should be placed at once.

We are of the opinion that the fall business will surprise us rather by its strength than its weakness.

Yours very truly,
HARPER & McINTYRE CO.,
Ottumwa, Iowa. C. S. Harper.

SENSIBLE ADVICE IN A FEW WORDS

Editor HARDWARE WORLD:

Retail merchants' fall buying policy can be summed up in a few words. Be conservative, but do not cut buying to a point where you dam up the sources of supply.

In selling use up-to-date methods, window displays, etc. Work in special lines that can be sold in your territory. Create a spirit of optimism all through your store, and above all, follow the market down, so that your customers will feel that they are getting a square deal.

Yours very truly,
THOMSON-DIGGS CO.,
Sacramento. C. S. Prentiss, Vice. Pres.

DON'T SPECULATE, BUT KEEP UP STOCK

Editor HARDWARE WORLD:

It seems to us that some lines of goods have reached rock bottom and look like a good buy at this time. We do not believe, however, that it is a time for speculation, but the retail merchant should keep a good stock at all times. We believe the merchant who pursues this policy will show a profit at the end of the year.

Business is gradually improving in this section, and we believe that before the end of the year it will look much better than it does at this time.

Yours very truly,
JELLICO HARDWARE CO.,
Jellico, Tenn. F. L. Smith.

ALABAMA JOBBER'S POLICY

Editor HARDWARE WORLD:

We wish you would ask us something easy. We would like to be able to solve this problem for ourselves and while we would not like for any of our retail friends to follow our suggestions, yet we will tell you what we are doing as far as our own business is concerned.

We are trying to keep up our stock on staple goods and by staple goods we mean the goods that have a quick turnover, but are carefully avoiding novelties and specialties of all kinds, particularly the ones for which the demand would have to be created.

Any merchant, big or little, cannot do business without having merchandise that the people want, but for the next six or twelve months the majority of people are only going to want the necessities and hence the above policy on our part.

Very truly,
TULLIS-GAMBLE HARDWARE CO.,
Montgomery, Ala. Clayton T. Tullis, Pres.

A PROGRESSIVE WESTERN RETAILER'S POLICY

Editor HARDWARE WORLD:

We are running along very nicely by buying today what we expect to sell tomorrow. True, our buyer is doing the work of three men, as his buying is in one quarter or less dozens in place of two or three dozen of an article. We have purchased a few indispensables, wire cloth and such commodities, but with a guarantee against decline.

On the other hand should business reach normal in the East, there is going to be a great shortage of goods, as you know manufacturers are not stacking up large stocks of goods, expecting the demand to improve. For example, U. S. Steel is today producing but one-fifth of usual output, so if business should take a jump there is going to be a shortage. This will have a tendency to keep the price of goods up until all manufactures get caught up. So what we have been hammering at is to keep our stock intact with the least possible quantities of each article.

Hardware business is better with us than at this time last year, as there are a great many medium to small houses in all the rural towns in the South and keeps us busy, as we find that twenty small houses at a price of 5000 to $12,000 each has twenty crews of men and has twenty demands, where one large building costing as much as the twenty smaller ones has only one crew, only one order for hardware.

Under such conditions we are busy and placing practically no future orders.

Very truly yours,
PASADENA HARDWARE CO.,
Joe Welsh, Pres.

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LESS CAPITAL REQUIRED WHEN BUYING OF JOBBERS

OUT OF AN ABUNDANT EXPERIENCE AND KNOWLEDGE OF BUSINESS AND TRADE CONDITIONS, A PIONEER WESTERN JOBBER GIVES EXCELLENT ADVICE

Editor HARDWARE WORLD:

In your letter of July 25 you put the following question: "Knowing the business and trade conditions as you do, if you were a retail merchant what would be your buying and sales policy?"

This query might have been a difficult one to answer a few years ago without hesitation, but now with the experience of the past six years before us we reply without any doubt on the subject, viz.:

In my buying policy I would rely upon and purchase from nearby wholesalers—unless for good and sufficient reasons it would be better to purchase elsewhere.

Why?

Because—

Depending upon the retailer for their business, the wholesaler must carry abundant stocks, sufficient to meet all demands, and

Assume the risk of declining prices, following promptly manufacturers' changes.

The retailer can get supplies within a few hours, ordering in small quantities as frequently as he pleases, even by telephone when necessary.

Thereby needing a comparatively small stock, always fresh and clean.

Requiring but limited capital, turning frequently with small risk of declining prices, and the least possible loss in interest on capital.

My sales policy would be, viz.:

To sell for cash, or short credit, when necessary to give any.

Long credits being speculative, subject to losses, tie up capital (frozen credits) thereby possibly preventing the discounting of purchases, a serious disadvantage, especially where my competitor discounts and I do not, for 2 per cent by anticipating payment 30 days is a profit in itself. It should not be the function of a retailer to finance farming or manufacturing enterprises, finance is a banking function, not one of merchandising.

Do not be induced by seemingly low prices into purchasing beyond near or 60 days requirements without considering the length of time it will take to get goods, and the loss in interest on an over-supply, nor lose sight of the fact that an excess stock becomes an eyesore, a temptation to cut prices to get rid of it, which may lead to retaliation and start a competitive fight difficult and expensive to settle.

The present market is a declining one and probably will be for a long time to come; the risk of decline in prices must be assumed by the wholesaler, but the retailer need take very little of such risk.

In purchasing from nearby wholesalers our capital circulates at home, thus aiding in the support of our schools, churches, hospitals, associations, roads and public improvements, which every loyal citizen must aid and take a pride in and which must be largely maintained by taxes, but distant houses from whom purchases are made do not help to pay these taxes.

The main dangers to avoid are big stocks and long credits; it has been our experience that these two pitfalls have been the graveyard of many a retail business and such tragic ending does not increase one's reputation for business sagacity, neither does it add to material success.

The present financial condition of the retailers of our state, speaking generally, has never been surpassed, if equaled, and the number that are discounting their purchases was never so large. We attribute it mainly to their necessity during the war period and subsequently of buying from nearby wholesalers to get prompt delivery, and this led to the policy of keeping smaller stocks, buying frequently, taking less risk, turning capital oftener, and as this method has proven so advantageous it stands to reason that it will be equally profitable to continue it.

DUNHAM, CARRIGAN & HAYDEN CO.,
Brace Hayden, Pres.

RETAILERS SHOULD USE THE JOBBER

Editor HARDWARE WORLD:

As to what our buying and sales policy would be were we a retail merchant, we would say that our policy in the purchasing would be most conservative and our sales policy would be as aggressive as the conditions would warrant.

It is undoubtedly a fact that the public is conserving their buying strength to the utmost, and it is also a fact that the trend of prices is strongly downward, and, in the writer's judgment, the bottom is not yet in sight. Therefore, we would caution any of our buyers to use the jobber wherever it is possible, and, while keeping their stock well assorted, carry a minimum of quantity.

We think you will find this policy being practiced at the present time by practically all wholesalers and by most retailers, and, while business is not apt to get worse, undoubtedly the recovery from the depression through which we are going is bound to be somewhat slow and gradual, and we must adapt ourselves to a listless condition for some little time in the future.

Yours truly,
CALIFORNIA HARDWARE CO.,
Shannon Crandall, Pres.

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IT PAYS TO KEEP ASSORTMENT AND STOCK COMPLETE

HIGH PRICES AND ADVANCE OFTEN RESULT BY ORDERS SENT LATE IN SEASON

Editor HARDWARE WORLD:

We still believe that because of the unsettled conditions of adjustments due to the change from a seller's to a buyer's market, purchases should be made most conservatively and that hand to mouth buying is the one and only policy for the retail trade to pursue, except in such items as require future buying on the part of both the retail dealer and the jobber in order that the manufacturer may have sufficient time to make up stock against the quick demands of the season.

There are classes of merchandise that must always be bought for future delivery because of the inability of manufacturers to make up, other than in times between seasons, the amount necessary to supply the trade when the demand is on.

It is short-sightedness on the part of many retail dealers, even in these times, not to place future orders for such goods as they must know have to be prepared by the manufacturer long before the season opens, and it is insuring high prices and advances for a concerted action on the part of retail dealers in not buying these particular classes.

Safeguards, of course, must be given the retail dealer against decline to date of shipment, but this date of shipment is usually specified by the dealers; hence, no risk seems to be involved and good business judgment is not exercised if orders are not placed under the favorable conditions necessarily made by both the jobber and the manufacturer.

We believe that in most lines of merchandise near bottom has been reached and that the next swing of the pendulum will bring advance in many lines, as the buyers' strike which has been in effect for several months is reducing stocks to such an extent that when depleted merchandise conditions are relieved by entrance of buyers into the market, it will be in such volume as will tend to advance prices again. The axiom that "whatever goes up must come down" is equally true in the reverse way as the downward swing of the pendulum is the power that makes the upper swing possible.

Our opinion is that this fall will see a revival in buying and that more nearly normal conditions will prevail than has been the case in the past year.

A lot of our present troubles are caused by the wages being paid now for the misdeeds of the past, and the habits of extravagance and luxuries indulged in by the nation for several years are being paid for now and many a reckoning is now being made and payment for unwise actions is being demanded.

This section is in very good condition, a good wheat crop having been harvested, and the corn promises a fair crop. In some spots a bumper crop will be raised, while in others the drouth has destroyed all prospects for anything but silage.

This community is unusually prosperous, as indicated by the great number of public buildings, schools, etc., being erected; by the improvement and paving of roads, and more especially the individual and family expenditure for automobiles, movies and other luxuries. We believe the average family today spends more for the purchase and maintenance of the automobile and for movie and soda fountain entertainment than it does for all other expenses combined. Whether this is a good sign or a bad one, it is hard to tell. Probably the greatest danger in these conditions lies in the possibility of a decline of home life. However, we are not pretending to be experts on such conditions and he would be unwise who would attempt to set up a theory regarding anything nowadays, as the march of progress in only one or two years will make a monkey out of most any self-styled prophet. Yours truly,

THE LEE HARDWARE CO.,
Salina, Kansas. C. L. Schwartz, Vice Pres.

"WE HAVE THE GOODS" MAKES SALES

Editor HARDWARE WORLD:

I honestly believe that the time is here for the retailer to buy in a liberal way. In fact, there has been no special reason during the past year for the retailer in southern California to reduce his stocks, or to cut down on his purchases. Regardless of this fact, some dealers have reduced their stocks to such an extent that they are now unable to handle business that comes to them.

At no time during the past year has the retailer been forced to take any losses of importance on his merchandise. It has been up to the jobber and manufacturer to stand these losses in most cases. When the retailer is forced to say to his customer, "We are all out," it creates a bad impression all along the line.

I do not advise buying a six to nine months' stock, but to recommend at least a 60 to 90 day stock. With this amount of stock on hand you will be in a position to turn it from four to six times, and at the same time will not be forced to take any losses.

Let us all be in a position to say, "We have the goods," and at the same time impress upon the public this fact. Business is good.

Yours very truly,

HARPER & REYNOLDS.
H. S. Chamberlin, Sales Mgr.

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LOSING SALES BY NOT KEEPING STOCK

Editor HARDWARE WORLD:

We are not exactly familiar with the conditions over the entire South, but in this immediate vicinity, where we work a trade regularly, our men report the retail merchant is buying absolutely nothing that he is not compelled to have. In other words, he is losing sales on account of not keeping his stock well assorted.

One of our traveling men brought this matter out in the following way: He called on a merchant who told him he would not buy a number of small items at which time he was entirely out and at the same time complained that business was all to pieces. Our representative told him to refer to his 1916-1917 sales and get an average for the day, then take a list of every item which he told his customers he would not furnish, and add them to the present sales of today, and he would see that business would be normal, providing he would keep up his stock and we believe that if every merchant kept up his stock in a small and profitable manner, they would not have as much room to complain as they now have under their present policy.

We hope this covers the matter, as we have tried to give you information straight from the shoulder.

Yours very truly,

Nashville, Tenn. KEITH, SIMMONS CO.

A GEORGIA JOBBER'S ANALYSIS

Editor HARDWARE WORLD:

We do not wish to be discourteous, ever, but we have always been more or less adverse to anything over our signature appearing in print.

We have no objections to giving you the information, but we would prefer that our comments not be published over our name.

Answering your first question. Knowing the real conditions as we know them, in the five southeastern states that we cover thoroughly, we cannot advise any retail merchant to buy anything that he does not really need and only buy that in the smallest possible quantities, buying same from hand to mouth, buying close to home, where he can get prompt shipment and the benefit of all declines, which, in our judgment, will continue to come daily for months yet ahead of us.

We do not mean by this that he should allow his stock to run out of any article that is staple, or that he is likely to have a call for, but should never buy a dozen of an article when one-sixth of a dozen will answer every purpose.

The buying power of our people is about exhausted, and we can advise no other policy than the above.

Tell success stories, not incidents of failure and hard luck. Radiate prosperity, feel prosperous, it's catching. Keep your chin up.

BOUND TO BE A SHORTAGE IF MUCH FALL BUSINESS

Editor HARDWARE WORLD:

We are reluctant to try to advise the merchants how to purchase, owing to the fact that fluctuations have been so varied and some of them unexpected. This same question was asked by the writer of one of the sales managers of the big steel companies, whose replies in substance were about as follows:

"We have missed our guess, and conditions and prices have not acted in the manner in which we predicted, that we are through giving any more advice on this line. While we have our views, yet if you will keep posted you will know as much about the price situation as we do. It is a wise man whose predictions come true, and yet you know what is said about the other fellow whose predictions do not come out the way they were prophesied." Hence we do not wish to assume the position of advising under present conditions.

There has been little or no future buying for fall business, and we are told that manufacturers are not building up much stock, hence if we have any fall business to speak of there is bound to be a shortage of some material.

Yours truly,

HAW HARDWARE CO.,

Ottumwa, Iowa. Carl T. Haw, Pres.

GOOD WASHING MACHINES CONTINUE IN DEMAND

Editor HARDWARE WORLD:

Your question as to "buying policy" for the next six months is a difficult one to solve. The answer depends much upon which side of the fence one stands. It is never well to stock up during a falling market, but a wise merchant will always buy what he has reason to believe will move quickly.

The financial depression which many manufacturers feel has not reached us—our production has not jumped beyond our expectations and we have not stocked up our product on the assumption that this will be a remarkable year. At the beginning of 1921 we started a plan of manufacturing from month to month what we had reason to expect would move. This plan has worked out better than expected, we have always had enough stock on hand to take immediate action on any orders received and still we have been able to keep down the expense of manufacturing as well as the hours of labor and at the same time increase the efficiency of our employes.

Our sales at this time are paralleling those of 1919 and 1920 and consequently we are better able to forecast favorable conditions during the fall—we look for an increased business during the next five months.

Due to several causes there has been quite a lull in the washing machine sales, especially of those machines which are higher in price than the Johnson. We have not, however, experienced any reduction in sales. Locally we are selling as many washers as all others combined. The popularity of the Johnson is increasing among dealers—they are beginning to realize that "all is not gold that glitters"—the so-called $50.00 profit on the other washer dwindles down to the point where the service charge soon shows a loss. The Johnson needs no service work—it lasts entirely too long.

Yours very truly,

JOHNSON ELECTRIC WASHER CO.,

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ADOPT AGGRESSIVE SELLING POLICY AND BUY PRUDENTLY, SAYS THIS WESTERN JOBBER

Editor HARDWARE WORLD:

There are many conditions which affect the present situation as concerning the country merchant. The most important thing for him to take into consideration at this time is that the farmer should be selling his crops within the next forty-five days, and if the farmer does not sell his crops he should be influenced to sell in order to liquidate the indebtedness he has with the dealer.

The dealer could in this manner make arrangements to liquidate some of the indebtedness he has been asking the jobber to carry. To our way of thinking, this is is the most important problem now before the retail hardware merchant.

A secondary problem is freight rates, which form quite a large percentage of the total cost of merchandise on the shelves of the retail hardware merchant, and he must take into consideration that there will be a decline in freight rates as well as price. Also that any merchandise sold between now and January 1 will net him a profit, while the same merchandise sold after January 1 will in all probability net him a loss; therefore the merchant should buy prudently, but on the other hand he must realize that the only excuse for a merchant being in business is to sell merchandise, therefore his stock must be kept at a minimum, but complete. To do this will necessitate about two or three times the labor ordinarily employed in making purchases.

Attention should be given by the merchant of placing in the front of his store, merchandise he desires to dispose of quickly, and putting a price on it which will sell it—if necessary taking his loss before he makes the price. In any event he should turn all the slow selling merchandise into cash as quickly as possible, discharge his indebtedness, and from that time forward he will be in a position to develop a constructive policy, which he will not be able to do until liquidation is well under way.

Very truly yours,

WHITON HARDWARE CO.,
J. F. Welborn, Pres.

SMALL QUANTITY PURCHASES INCREASE DELIVERY COSTS

Editor HARDWARE WORLD:

We see no reason why jobbers and retail merchants could not safely buy in reasonable quantities. We would not, however, advise stocking up to the limit, but at the same time, we would strongly advise the merchant to cease purchasing in small quantities and get away from the high delivery prices on small purchases.

There is plenty of money in the country and there is no chance for a panicky feeling, and if the general trade will stop talking rotten business, it will only be a matter of time before the buying public at large will begin to purchase on a normal basis, and when the jobbers and retailers begin to buy in fair quantities the manufacturers will immediately begin stocking up on his raw material supplies and this in turn will give positions to the small percentage of individuals who are now out of work and from which the retailers will receive the benefits.

The general conditions of the country at large is right at this time, and if the pessimists would only hide their scarecrow and accept conditions as they are and truthfully speaking the only criticism that we could make on the business at this time is that it is somewhat eratic but even at this our business when averaged up by the year will almost be normal.

Yours truly,

SUPERIOR LABORATORIES.
Grand Rapids, Mich. T. H. Tapley, Gen. Mgr.

The man of "go" is seldom let go.

SALES NECESSARY FOR PROFITS; MERCHANDISE NECESSARY FOR SALES

Editor HARDWARE WORLD:

We are buying all that is necessary to keep our stocks complete and feel that the dealers should do likewise. Profits cannot be made without sales and sales cannot be made without merchandise to sell. It is, of course, no time for speculation in buying but neither is it a time to allow stocks to dwindle to such an extent that a real service cannot be rendered to the buying public.

Without meaning to be selfish, we believe that this is an excellent time for retail merchants to increase their buying with local jobbers and to buy direct from manufacturers in very limited quantities. A jobbing stock near at hand is an asset to any dealer and should be taken full advantage of. Dealers who are worrying about declining markets should certainly buy from hand to mouth.

In establishing our selling prices we disregard costs of merchandise and follow the markets as closely as possible. We are obliged to sell a great many times at a loss in order to keep up with markets, but we are doing so. We feel dealers should do likewise. It is comparatively easy for a dealer to sell an article at an old price which shows him a margin of profit on his cost rather than to sell it at a new level with a loss, but once the customer discovers that he has paid more than he could have bought for elsewhere, a very disastrous condition is created with at least that customer.

We believe that with the wheat and wool territories in much better condition than they were a year ago, that we will see very satisfactory business conditions over the entire Northwest by early fall. Someone has aptly said, "Hard times are not coming, soft times are going." Preaching this gospel will be of considerable value to everyone.

Very truly yours,

MARSHALL-WELLS CO.,
G. H. Young, Sales Mgr.

AN ENTERPRISING RETAILER'S ADVICE

Editor HARDWARE WORLD:

The general outlook is about as promising as could be possible so soon after passing through such a time as the present. In our section, crops of all kinds are yielding heavily. Our big crop is the wheat which is now estimated to run one-third above the average. Fruit, also, especially prunes and apples, promise the heaviest yields in our history.

Growers seem satisfied with the prices that are in prospect, with the exception of hay, on which the yield, however, will make up in a large measure for the lack in price. If the growers will sell early, as now seems likely, there should be a volume of business this fall that will compare favorably with any except the two previous years. Dealers have most of the 1920 collections still to make, and until crops move, money will continue to be very tight, as it has been for several months.

We believe merchants should buy from hand to mouth and so far as possible exclude lines on which prices have not been reduced materially.

Yours truly,

THE DAVIS-KASER CO.,
Walla Walla. F. W. Kaser, Sec.

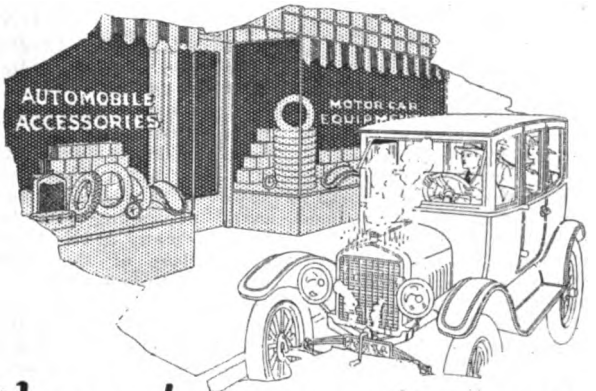
QUALIFIED TO JUDGE

Editor HARDWARE WORLD:

I have been a constant reader of the HARDWARE WORLD for some years, and I am frank to tell you that it is the best hardware publication that I have ever read, and I have read them all.

Arkansas. T. E. ALFORD

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When they drive up to your place

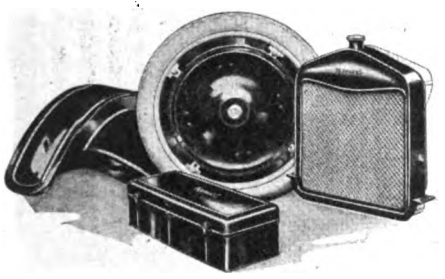
You have no way of telling whether they need new spark plugs, piston rings, brake lining or perhaps a new carburetor —'til they ask. For a glance at the car tells you nothing.

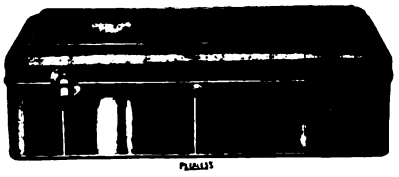
But you don't have to wait for them to ask for Peerless Products. One look at their Ford tells the story. A steaming or leaking radiator shows a prospect for a Peerless Radiator. Jammed, mashed or rusted fenders mean a possible buyer of Peerless Fenders. If there's no tool box in sight, you know they ought to have one. And so on down the list of Peerless Products—Wheel Discs, Hoods, Combinations, Running Board Shields—every one is an "outside" replacement—absolutely necessary.

It's easy to see what an advantage this gives you — how it can help boost your sales. Before they ask, you **know** what they need—you have a flying start toward a sale.

That little fact—that it's so easy to pick out Peerless prospects—is one of the big reasons why Peerless Products sell so rapidly, why they have won such wide popularity among dealers. If you are not handling this profit-making line, you are overlooking a big bet in the Ford replacement field. Ask your jobber or write us direct.

The CORCORAN Mfg. Co.—Dept. 14
Section Ave. Norwood Cincinnati, O.





Have you seen our new PEERLESS Duralite window transfer signs? They are sent free on request. Ask for yours—it will help boost your sales

PEERLESS
PRODUCTS
FOR FORD CARS

Many dealers are pushing the sale of PEERLESS Tool Boxes to owners of Ford closed cars. The tool box does away with digging tools from under seats and looks neat. You'll find them easy to sell

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ANTICIPATE INCREASED DEMAND AND PRICES FOR COTTON PRODUCTS

Editor HARDWARE WORLD:

The greatest decline of any commodity used in volume has occured in canvas goods, due of course to the depleted cotton situation and present indications would warrant a cotton crop of about eight million bales and with this year's carryover and no excessive stocks in the spinners' hands we believe will materially advance prices on cotton if a normal demand should occur, which in turn causes cotton goods to advance and believe when the fall demand begins we will see higher prices.

The trade in general has been buying for the last eight or nine months their immediate requirements and stocks are very low, therefore, when the fall demand is created, in our opinion, the factories will have more than they can accommodate, which will advance the prices of the raw as well as finished products.

Present conditions indicate a settlement of the financial situation with several foreign countries, and as soon as this is consummated the demand for cotton will be very pronounced and as indicated in the initial part of this letter when this demand sets in you will see much higher prices.

A great many factories similar to ours are accepting future orders, guaranteeing prices against decline to date of shipment, which fully protects the trade in their purchases, and we think by all means it is best that the trade protect themselves on fall orders to a reasonable extent, but we cannot advise too much speculation along any lines.

The present market price of cotton duck is below the cost of production, and no staple article can remain in this condition, and at every little ray of sunshine the mills naturally will take advantage by advancing prices and in turn the converters and manufacturers will be compelled to advance their prices on their products.

The financial situation throughout the country is becoming much easier and interest rates have been materially lowered within the last few months and this, of course, will have a great tendency to stimulate buying. However, within the last six months it was an easy matter to buy but a hard matter to sell, but with more favorable circumstances now confronting us we believe there will be a much healthier condition in all markets within the next few months.

CLIFTON MANUFACTURING CO.,
Waco, Texas. Albert T. Clifton, Pres.

MUST HAVE GOODS TO SELL

Editor HARDWARE WORLD:

It is rather a difficult undertaking for anyone to tell what they would do if they were someone else. So many circumstances surround each merchant, whether he is a jobber or has a retail store, that each man must be independent in his judgment for what is best to do in his position.

The jobber who habitually substitutes an article which is not desired by the retail dealer, and does not supply as a general practice the article ordered, will find it more difficult to hold his trade when conditions improve.

It seems to us that if we were selling at wholesale or retail, we would order in small quantities, but order frequently.

In our opinion, when the policy of the house demands that each department should keep up the sales, they are unwise, unless they supply the goods that are needed.

It is unreasonable to ask a clerk to sell a coffee pot to a customer who wants a pair of carvers. It is more than ever good business, we believe, now when customers are more particular, for the merchant to supply, if possible, what is desired by their customers.

GOODELL COMPANY,
R. C. Goodell, Pres.

DEPRESSING PERIOD ABOUT AT JOURNEY'S END

Editor HARDWARE WORLD:

This is not for publication.

There is little we can say at this time that would prove newsy to readers of the HARDWARE WORLD. Certainly we would not presume to make predictions as to how soon and to what extent prosperity will return to the merchant. There is one self-evident condition however. That is the business world has passed through many depressing periods in the past and will pass through many in the future, and to a very large extent the factors of the business world today will pass through the present one; in fact, the actual "passing" process is about at its journey's end.

We believe the formula we have applied to our own business could with reasonable safety be adopted by anyone who has not tried it in their own case. Briefly it is this:

Maying a rule that any one month's purchases will fall short of its sales at cost price at least 25 per cent. Let no month pass without a reasonable reduction in expense account, increasing the frequency of this action happening daily if possible. By all means purchase small quantities of those items for which there is an immediate demand; liquidating whatever liabilities one may have at as rapid a rate as is consistent to financial welfare.

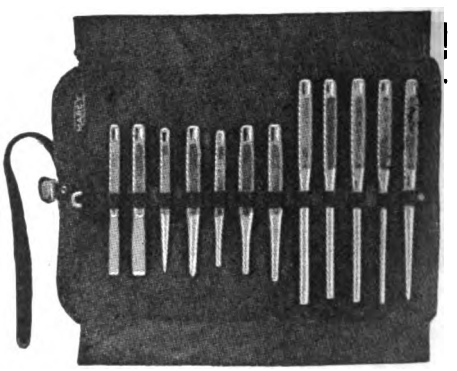
This is about all there is to it, for it seems these are the major points we have watched closely in our own business, and we consider ourselves in the most healthy financial condition today that we have been in for five years.

In closing, and upon reflection of the first sentence of this letter, we would modify our position to the extent that if there is anything in this letter that you think would interest any reader, you have our permission to publish it, only withholding the identity of its author. Yours very truly,

SOUTHERN HARDWARE JOBBER

TRADE MARCY MARK

Finger Grip Tool Kit No. 475



TWELVE REPAIR MAN'S CHUMS OF PATENTED DESIGN

Mr. Dealer—who's your best tool customer today?
The REPAIR MAN of course

Show him this kit and ring up a sale.

Ask your Jobber

MARCY TOOL WORKS, Inc., - PUTNAM, CONN.

Pacific Coast Agents, SPRAKE SALES CO., Inc.
Los Angeles, San Francisco, Portland, Denver

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3 REASONS RUSCO PRODUCTS MEAN PROFIT



RUSCO BRAKE LINING

1 Car owners demand economy. Economy in accessories lies in quality. An accessory that won't last won't sell—twice. Because Rusco Accessories are quality products, they sell and **keep** selling.

2 The Rusco line is complete. Handling the entire line means less bookkeeping; better service; quicker and more satisfactory adjustments; and uniformly high quality. Each Rusco Product is a salesman for every other Rusco Product.

3 Rusco Products have a national reputation. They are standard equipment on many of the best cars. They not only have the quality but have the reputation for having the quality.

These are the three reasons Rusco Dealers are finding the Rusco Line increasingly profitable.

These are the reasons you will find it equally profitable.

Write today for complete selling and advertising plans

THE RUSSELL MANUFACTURING CO.
MIDDLETOWN, CONN.

These famous
RUSCO PRODUCTS
for
safety, durability comfort

Rusco Brake Lining
Rusco Clutch Facings
Rusco Hood Lacing
Rusco Tow Strap
Rusco Fan Belts
Rusco Tire Straps
Rusco TABbuckLER Straps
Rusco Emergency Brake for Fords
Rusco Transmission Lining for Fords
Rusco Non-Chatter Band for Fords

They Speak for Themselves
TRADE MARK REG.

RUSCO PRODUCTS

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BARE SHELVES SEND CUSTOMERS TO MAIL ORDER HOUSES

Editor HARDWARE WORLD:

We believe that retail hardware dealers will make a mistake if they enter the fall selling season without a reasonable quantity of goods on their shelves. We confidently believe there will be considerable buying this fall, and it will be done at those stores who have the goods on hand and ready to offer. It will be a mistake for a dealer to start the selling season with bare shelves.

We do not advocate large stocks, but a dealer should attempt to have a representative small stock and buy frequently. To our own knowledge many dealers are out of goods and will not re-purchase until the customer calls for them. This is a mistake and is going to give business to the mail order houses.

Dealers can secure guaranteed prices on future orders for fall, and consequently future orders on such lines as the price is guaranteed on should be placed at once.

We are of the opinion that the fall business will surprise us rather by its strength than its weakness.

Yours very truly,
HARPER & McINTYRE CO.,
Ottumwa, Iowa. C. S. Harper.

SENSIBLE ADVICE IN A FEW WORDS

Editor HARDWARE WORLD:

Retail merchants' fall buying policy can be summed up in a few words. Be conservative, but do not cut buying to a point where you dam up the sources of supply.

In selling use up-to-date methods, window displays, etc. Work in special lines that can be sold in your territory. Create a spirit of optimism all through your store, and above all, follow the market down, so that your customers will feel that they are getting a square deal.

Yours very truly,
THOMSON-DIGGS CO.,
Sacramento. C. S. Prentiss, Vice. Pres.

DON'T SPECULATE, BUT KEEP UP STOCK

Editor HARDWARE WORLD:

It seems to us that some lines of goods have reached rock bottom and look like a good buy at this time. We do not believe, however, that it is a time for speculation, but the retail merchant should keep a good stock at all times. We believe the merchant who pursues this policy will show a profit at the end of the year.

Business is gradually improving in this section, and we believe that before the end of the year it will look much better than it does at this time.

Yours very truly,
JELLICO HARDWARE CO.,
Jellico, Tenn. F. L. Smith.

ALABAMA JOBBER'S POLICY

Editor HARDWARE WORLD:

We wish you would ask us something easy. We would like to be able to solve this problem for ourselves and while we would not like for any of our retail friends to follow our suggestions, yet we will tell you what we are doing as far as our own business is concerned.

We are trying to keep up our stock on staple goods and by staple goods we mean the goods that have a quick turnover, but are carefully avoiding novelties and specialties of all kinds, particularly the ones for which the demand would have to be created.

Any merchant, big or little, cannot do business without having merchandise that the people want, but for the next six or twelve months the majority of people are only going to want the necessities and hence the above policy on our part.

Very truly,
TULLIS-GAMBLE HARDWARE CO.,
Montgomery, Ala. Clayton T. Tullis, Pres.

A PROGRESSIVE WESTERN RETAILER'S POLICY

Editor HARDWARE WORLD:

We are running along very nicely by buying today what we expect to sell tomorrow. True, our buyer is doing the work of three men, as his buying is in one quarter or less dozens in place of two or three dozen of an article. We have purchased a few indispensables, wire cloth and such commodities, but with a guarantee against decline.

On the other hand should business reach normal in the East, there is going to be a great shortage of goods, as you know manufacturers are not stacking up large stocks of goods, expecting the demand to improve. For example, U. S. Steel is today producing but one-fifth of usual output, so if business should take a jump there is going to be a shortage. This will have a tendency to keep the price of goods up until all manufactures get caught up. So what we have been hammering at is to keep our stock intact with the least possible quantities of each article.

Hardware business is better with us than at this time last year, as there are a great many medium to small houses in all the rural towns in the South and keeps us busy, as we find that twenty small houses at a price of 5000 to $12,000 each has twenty crews of men and has twenty demands, where one large building costing as much as the twenty smaller ones has only one crew, only one order for hardware.

Under such conditions we are busy and placing practically no future orders.

Very truly yours,
PASADENA HARDWARE CO.,
Joe Welsh, Pres.

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LESS CAPITAL REQUIRED WHEN BUYING OF JOBBERS

OUT OF AN ABUNDANT EXPERIENCE AND KNOWLEDGE OF BUSINESS AND TRADE CONDITIONS, A PIONEER WESTERN JOBBER GIVES EXCELLENT ADVICE

Editor HARDWARE WORLD:

In your letter of July 25 you put the following question: "Knowing the business and trade conditions as you do, if you were a retail merchant what would be your buying and sales policy?"

This query might have been a difficult one to answer a few years ago without hesitation, but now with the experience of the past six years before us we reply without any doubt on the subject, viz.:

In my buying policy I would rely upon and purchase from nearby wholesalers—unless for good and sufficient reasons it would be better to purchase elsewhere.

Why?

Because—

Depending upon the retailer for their business, the wholesaler must carry abundant stocks, sufficient to meet all demands, and

Assume the risk of declining prices, following promptly manufacturers' changes.

The retailer can get supplies within a few hours, ordering in small quantities as frequently as he pleases, even by telephone when necessary.

Thereby needing a comparatively small stock, always fresh and clean.

Requiring but limited capital, turning frequently with small risk of declining prices, and the least possible loss in interest on capital.

My sales policy would be, viz.:

To sell for cash, or short credit, when necessary to give any.

Long credits being speculative, subject to losses, tie up capital (frozen credits) thereby possibly preventing the discounting of purchases, a serious disadvantage, especially where my competitor discounts and I do not, for 2 per cent by anticipating payment 30 days is a profit in itself. It should not be the function of a retailer to finance farming or manufacturing enterprises, finance is a banking function, not one of merchandising.

Do not be induced by seemingly low prices into purchasing beyond near or 60 days requirements without considering the length of time it will take to get goods, and the loss in interest on an over-supply, nor lose sight of the fact that an excess stock becomes an eyesore, a temptation to cut prices to get rid of it, which may lead to retaliation and start a competitive fight difficult and expensive to settle.

The present market is a declining one and probably will be for a long time to come; the risk of decline in prices must be assumed by the wholesaler, but the retailer need take very little of such risk.

In purchasing from nearby wholesalers our capital circulates at home, thus aiding in the support of our schools, churches, hospitals, associations, roads and public improvements, which every loyal citizen must aid and take a pride in and which must be largely maintained by taxes, but distant houses from whom purchases are made do not help to pay these taxes.

The main dangers to avoid are big stocks and long credits; it has been our experience that these two pitfalls have been the graveyard of many a retail business and such tragic ending does not increase one's reputation for business sagacity, neither does it add to material success.

The present financial condition of the retailers of our state, speaking generally, has never been surpassed, if equaled, and the number that are discounting their purchases was never so large. We attribute it mainly to their necessity during the war period and subsequently of buying from nearby wholesalers to get prompt delivery, and this led to the policy of keeping smaller stocks, buying frequently, taking less risk, turning capital oftener, and as this method has proven so advantageous it stands to reason that it will be equally profitable to continue it.

DUNHAM, CARRIGAN & HAYDEN CO.,
Brace Hayden, Pres.

RETAILERS SHOULD USE THE JOBBER

Editor HARDWARE WORLD:

As to what our buying and sales policy would be were we a retail merchant, we would say that our policy in the purchasing would be most conservative and our sales policy would be as aggressive as the conditions would warrant.

It is undoubtedly a fact that the public is conserving their buying strength to the utmost, and it is also a fact that the trend of prices is strongly downward, and, in the writer's judgment, the bottom is not yet in sight. Therefore, we would caution any of our buyers to use the jobber wherever it is possible, and, while keeping their stock well assorted, carry a minimum of quantity.

We think you will find this policy being practiced at the present time by practically all wholesalers and by most retailers, and, while business is not apt to get worse, undoubtedly the recovery from the depression through which we are going is bound to be somewhat slow and gradual, and we must adapt ourselves to a listless condition for some little time in the future.

Yours truly,
CALIFORNIA HARDWARE CO.,
Shannon Crandall, Pres.

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IT PAYS TO KEEP ASSORTMENT AND STOCK COMPLETE

HIGH PRICES AND ADVANCE OFTEN RESULT BY ORDERS SENT LATE IN SEASON

Editor HARDWARE WORLD:

We still believe that because of the unsettled conditions of adjustments due to the change from a seller's to a buyer's market, purchases should be made most conservatively and that hand to mouth buying is the one and only policy for the retail trade to pursue, except in such items as require future buying on the part of both the retail dealer and the jobber in order that the manufacturer may have sufficient time to make up stock against the quick demands of the season.

There are classes of merchandise that must always be bought for future delivery because of the inability of manufacturers to make up, other than in times between seasons, the amount necessary to supply the trade when the demand is on.

It is short-sightedness on the part of many retail dealers, even in these times, not to place future orders for such goods as they must know have to be prepared by the manufacturer long before the season opens, and it is insuring high prices and advances for a concerted action on the part of retail dealers in not buying these particular classes.

Safeguards, of course, must be given the retail dealer against decline to date of shipment, but this date of shipment is usually specified by the dealers; hence, no risk seems to be involved and good business judgment is not exercised if orders are not placed under the favorable conditions necessarily made by both the jobber and the manufacturer.

We believe that in most lines of merchandise near bottom has been reached and that the next swing of the pendulum will bring advance in many lines, as the buyers' strike which has been in effect for several months is reducing stocks to such an extent that when depleted merchandise conditions are relieved by entrance of buyers into the market, it will be in such volume as will tend to advance prices again. The axiom that "whatever goes up must come down" is equally true in the reverse way as the downward swing of the pendulum is the power that makes the upper swing possible.

Our opinion is that this fall will see a revival in buying and that more nearly normal conditions will prevail than has been the case in the past year.

A lot of our present troubles are caused by the wages being paid now for the misdeeds of the past, and the habits of extravagance and luxuries indulged in by the nation for several years are being paid for now and many a reckoning is now being made and payment for unwise actions is being demanded.

This section is in very good condition, a good wheat crop having been harvested, and the corn promises a fair crop. In some spots a bumper crop will be raised, while in others the drouth has destroyed all prospects for anything but silage.

This community is unusually prosperous, as indicated by the great number of public buildings, schools, etc., being erected; by the improvement and paving of roads, and more especially the individual and family expenditure for automobiles, movies and other luxuries. We believe the average family today spends more for the purchase and maintenance of the automobile and for movie and soda fountain entertainment than it does for all other expenses combined. Whether this is a good sign or a bad one, it is hard to tell. Probably the greatest danger in these conditions lies in the possibility of a decline of home life. However, we are not pretending to be experts on such conditions and he would be unwise who would attempt to set up a theory regarding anything nowadays, as the march of progress in only one or two years will make a monkey out of most any self-styled prophet. Yours truly,

THE LEE HARDWARE CO.,
Salina, Kansas. C. L. Schwartz, Vice Pres.

"WE HAVE THE GOODS" MAKES SALES

Editor HARDWARE WORLD:

I honestly believe that the time is here for the retailer to buy in a liberal way. In fact, there has been no special reason during the past year for the retailer in southern California to reduce his stocks, or to cut down on his purchases. Regardless of this fact, some dealers have reduced their stocks to such an extent that they are now unable to handle business that comes to them.

At no time during the past year has the retailer been forced to take any losses of importance on his merchandise. It has been up to the jobber and manufacturer to stand these losses in most cases. When the retailer is forced to say to his customer, "We are all out," it creates a bad impression all along the line.

I do not advise buying a six to nine months' stock, but to recommend at least a 60 to 90 day stock. With this amount of stock on hand you will be in a position to turn it from four to six times, and at the same time will not be forced to take any losses.

Let us all be in a position to say, "We have the goods," and at the same time impress upon the public this fact. Business is good.

Yours very truly,

HARPER & REYNOLDS.
H. S. Chamberlin, Sales Mgr.

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LOSING SALES BY NOT KEEPING STOCK

Editor HARDWARE WORLD:

We are not exactly familiar with the conditions over the entire South, but in this immediate vicinity, where we work a trade regularly, our men report the retail merchant is buying absolutely nothing that he is not compelled to have. In other words, he is losing sales on account of not keeping his stock well assorted.

One of our traveling men brought this matter out in the following way: He called on a merchant who told him he would not buy a number of small items at which time he was entirely out and at the same time complained that business was all to pieces. Our representative told him to refer to his 1916-1917 sales and get an average for the day, then take a list of every item which he told his customers he would not furnish, and add them to the present sales of today, and he would see that business would be normal, providing he would keep up his stock and we believe that if every merchant kept up his stock in a small and profitable manner, they would not have as much room to complain as they now have under their present policy.

We hope this covers the matter, as we have tried to give you information straight from the shoulder.

Yours very truly,

Nashville, Tenn. KEITH, SIMMONS CO.

A GEORGIA JOBBER'S ANALYSIS

Editor HARDWARE WORLD:

We do not wish to be discourteous, ever, but we have always been more or less adverse to anything over our signature appearing in print.

We have no objections to giving you the information, but we would prefer that our comments not be published over our name.

Answering your first question. Knowing the real conditions as we know them, in the five southeastern states that we cover thoroughly, we cannot advise any retail merchant to buy anything that he does not really need and only buy that in the smallest possible quantities, buying same from hand to mouth, buying close to home, where he can get prompt shipment and the benefit of all declines, which, in our judgment, will continue to come daily for months yet ahead of us.

We do not mean by this that he should allow his stock to run out of any article that is staple, or that he is likely to have a call for, but should never buy a dozen of an article when one-sixth of a dozen will answer every purpose.

The buying power of our people is about exhausted, and we can advise no other policy than the above.

Tell success stories, not incidents of failure and hard luck. Radiate prosperity, feel prosperous, it's catching. Keep your chin up.

BOUND TO BE A SHORTAGE IF MUCH FALL BUSINESS

Editor HARDWARE WORLD:

We are reluctant to try to advise the merchants how to purchase, owing to the fact that fluctuations have been so varied and some of them unexpected. This same question was asked by the writer of one of the sales managers of the big steel companies, whose replies in substance were about as follows:

"We have missed our guess, and conditions and prices have not acted in the manner in which we predicted, that we are through giving any more advice on this line. While we have our views, yet if you will keep posted you will know as much about the price situation as we do. It is a wise man whose predictions come true, and yet you know what is said about the other fellow whose predictions do not come out the way they were prophesied." Hence we do not wish to assume the position of advising under present conditions.

There has been little or no future buying for fall business, and we are told that manufacturers are not building up much stock, hence if we have any fall business to speak of there is bound to be a shortage of some material.

Yours truly,

HAW HARDWARE CO.,

Ottumwa, Iowa. Carl T. Haw, Pres.

GOOD WASHING MACHINES CONTINUE IN DEMAND

Editor HARDWARE WORLD:

Your question as to "buying policy" for the next six months is a difficult one to solve. The answer depends much upon which side of the fence one stands. It is never well to stock up during a falling market, but a wise merchant will always buy what he has reason to believe will move quickly.

The financial depression which many manufacturers feel has not reached us—our production has not jumped beyond our expectations and we have not stocked up our product on the assumption that this will be a remarkable year. At the beginning of 1921 we started a plan of manufacturing from month to month what we had reason to expect would move. This plan has worked out better than expected, we have always had enough stock on hand to take immediate action on any orders received and still we have been able to keep down the expense of manufacturing as well as the hours of labor and at the same time increase the efficiency of our employes.

Our sales at this time are paralleling those of 1919 and 1920 and consequently we are better able to forecast favorable conditions during the fall—we look for an increased business during the next five months.

Due to several causes there has been quite a lull in the washing machine sales, especially of those machines which are higher in price than the Johnson. We have not, however, experienced any reduction in sales. Locally we are selling as many washers as all others combined. The popularity of the Johnson is increasing among dealers—they are beginning to realize that "all is not gold that glitters"—the so-called $50.00 profit on the other washer dwindles down to the point where the service charge soon shows a loss. The Johnson needs no service work—it lasts entirely too long.

Yours very truly,

JOHNSON ELECTRIC WASHER CO.,

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ADOPT AGGRESSIVE SELLING POLICY AND BUY PRUDENTLY, SAYS THIS WESTERN JOBBER

Editor HARDWARE WORLD:

There are many conditions which affect the present situation as concerning the country merchant. The most important thing for him to take into consideration at this time is that the farmer should be selling his crops within the next forty-five days, and if the farmer does not sell his crops he should be influenced to sell in order to liquidate the indebtedness he has with the dealer.

The dealer could in this manner make arrangements to liquidate some of the indebtedness he has been asking the jobber to carry. To our way of thinking, this is is the most important problem now before the retail hardware merchant.

A secondary problem is freight rates, which form quite a large percentage of the total cost of merchandise on the shelves of the retail hardware merchant, and he must take into consideration that there will be a decline in freight rates as well as price. Also that any merchandise sold between now and January 1 will net him a profit, while the same merchandise sold after January 1 will in all probability net him a loss; therefore the merchant should buy prudently, but on the other hand he must realize that the only excuse for a merchant being in business is to sell merchandise, therefore his stock must be kept at a minimum, but complete. To do this will necessitate about two or three times the labor ordinarily employed in making purchases.

Attention should be given by the merchant of placing in the front of his store, merchandise he desires to dispose of quickly, and putting a price on it which will sell it—if necessary taking his loss before he makes the price. In any event he should turn all the slow selling merchandise into cash as quickly as possible, discharge his indebtedness, and from that time forward he will be in a position to develop a constructive policy, which he will not be able to do until liquidation is well under way.

Very truly yours,

WHITON HARDWARE CO.,
J. F. Welborn, Pres.

SMALL QUANTITY PURCHASES INCREASE DELIVERY COSTS

Editor HARDWARE WORLD:

We see no reason why jobbers and retail merchants could not safely buy in reasonable quantities. We would not, however, advise stocking up to the limit, but at the same time, we would strongly advise the merchant to cease purchasing in small quantities and get away from the high delivery prices on small purchases.

There is plenty of money in the country and there is no chance for a panicky feeling, and if the general trade will stop talking rotten business, it will only be a matter of time before the buying public at large will begin to purchase on a normal basis, and when the jobbers and retailers begin to buy in fair quantities the manufacturers will immediately begin stocking up on his raw material supplies and this in turn will give positions to the small percentage of individuals who are now out of work and from which the retailers will receive the benefits.

The general conditions of the country at large is right at this time, and if the pessimists would only hide their scarecrow and accept conditions as they are and truthfully speaking the only criticism that we could make on the business at this time is that it is somewhat eratic but even at this our business when averaged up by the year will almost be normal.

Yours truly,

SUPERIOR LABORATORIES.
Grand Rapids, Mich. T. H. Tapley, Gen. Mgr.

The man of "go" is seldom let go.

SALES NECESSARY FOR PROFITS; MERCHANDISE NECESSARY FOR SALES

Editor HARDWARE WORLD:

We are buying all that is necessary to keep our stocks complete and feel that the dealers should do likewise. Profits cannot be made without sales and sales cannot be made without merchandise to sell. It is, of course, no time for speculation in buying but neither is it a time to allow stocks to dwindle to such an extent that a real service cannot be rendered to the buying public.

Without meaning to be selfish, we believe that this is an excellent time for retail merchants to increase their buying with local jobbers and to buy direct from manufacturers in very limited quantities. A jobbing stock near at hand is an asset to any dealer and should be taken full advantage of. Dealers who are worrying about declining markets should certainly buy from hand to mouth.

In establishing our selling prices we disregard costs of merchandise and follow the markets as closely as possible. We are obliged to sell a great many times at a loss in order to keep up with markets, but we are doing so. We feel dealers should do likewise. It is comparatively easy for a dealer to sell an article at an old price which shows him a margin of profit on his cost rather than to sell it at a new level with a loss, but once the customer discovers that he has paid more than he could have bought for elsewhere, a very disastrous condition is created with at least that customer.

We believe that with the wheat and wool territories in much better condition than they were a year ago, that we will see very satisfactory business conditions over the entire Northwest by early fall. Someone has aptly said, "Hard times are not coming, soft times are going." Preaching this gospel will be of considerable value to everyone.

Very truly yours,

MARSHALL-WELLS CO.,
G. H. Young, Sales Mgr.

AN ENTERPRISING RETAILER'S ADVICE

Editor HARDWARE WORLD:

The general outlook is about as promising as could be possible so soon after passing through such a time as the present. In our section, crops of all kinds are yielding heavily. Our big crop is the wheat which is now estimated to run one-third above the average. Fruit, also, especially prunes and apples, promise the heaviest yields in our history.

Growers seem satisfied with the prices that are in prospect, with the exception of hay, on which the yield, however, will make up in a large measure for the lack in price. If the growers will sell early, as now seems likely, there should be a volume of business this fall that will compare favorably with any except the two previous years. Dealers have most of the 1920 collections still to make, and until crops move, money will continue to be very tight, as it has been for several months.

We believe merchants should buy from hand to mouth and so far as possible exclude lines on which prices have not been reduced materially.

Yours truly,

THE DAVIS-KASER CO.,
Walla Walla. F. W. Kaser, Sec.

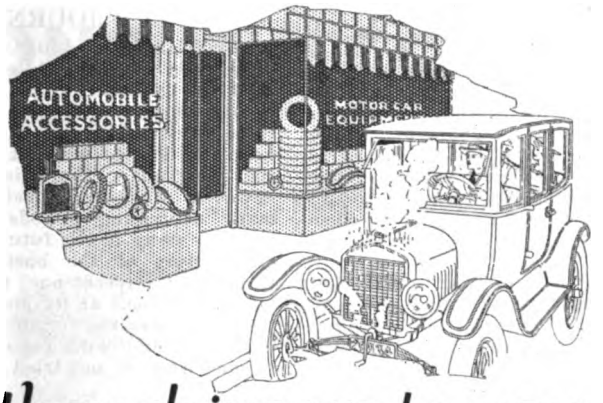
QUALIFIED TO JUDGE

Editor HARDWARE WORLD:

I have been a constant reader of the HARDWARE WORLD for some years, and I am frank to tell you that it is the best hardware publication that I have ever read, and I have read them all.

Arkansas. T. E. ALFORD

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When they drive up to your place

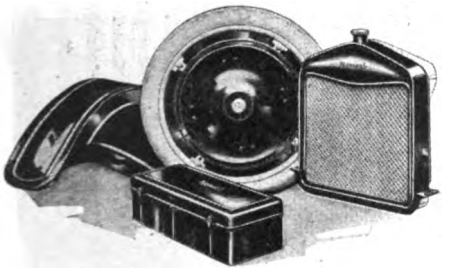
You have no way of telling whether they need new spark plugs, piston rings, brake lining or perhaps a new carburetor —'til they ask. For a glance at the car tells you nothing.

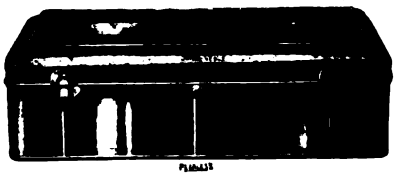
But you don't have to wait for them to ask for Peerless Products. One look at their Ford tells the story. A steaming or leaking radiator shows a prospect for a Peerless Radiator. Jammed, mashed or rusted fenders mean a possible buyer of Peerless Fenders. If there's no tool box in sight, you know they ought to have one. And so on down the list of Peerless Products—Wheel Discs, Hoods, Combinations, Running Board Shields—every one is an "outside" replacement—absolutely necessary.

It's easy to see what an advantage this gives you — how it can help boost your sales. Before they ask, you **know** what they need—you have a flying start toward a sale.

That little fact—that it's so easy to pick out Peerless prospects—is one of the big reasons why Peerless Products sell so rapidly, why they have won such wide popularity among dealers. If you are not handling this profit-making line, you are overlooking a big bet in the Ford replacement field. Ask your jobber or write us direct.

The CORCORAN Mfg. Co.—Dept. 14
Section Ave. Norwood Cincinnati, O.





Have you seen our new PEERLESS Duralite window transfer signs? They are sent free on request. Ask for yours—it will help boost your sales

PEERLESS
PRODUCTS
FOR FORD CARS

Many dealers are pushing the sale of PEERLESS Tool Boxes to owners of Ford closed cars. The tool box does away with digging tools from under seats and looks neat. You'll find them easy to sell

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ANTICIPATE INCREASED DEMAND AND PRICES FOR COTTON PRODUCTS

Editor HARDWARE WORLD:

The greatest decline of any commodity used in volume has occured in canvas goods, due of course to the depleted cotton situation and present indications would warrant a cotton crop of about eight million bales and with this year's carryover and no excessive stocks in the spinners' hands we believe will materially advance prices on cotton if a normal demand should occur, which in turn causes cotton goods to advance and believe when the fall demand begins we will see higher prices.

The trade in general has been buying for the last eight or nine months their immediate requirements and stocks are very low, therefore, when the fall demand is created, in our opinion, the factories will have more than they can accommodate, which will advance the prices of the raw as well as finished products.

Present conditions indicate a settlement of the financial situation with several foreign countries, and as soon as this is consummated the demand for cotton will be very pronounced and as indicated in the initial part of this letter when this demand sets in you will see much higher prices.

A great many factories similar to ours are accepting future orders, guaranteeing prices against decline to date of shipment, which fully protects the trade in their purchases, and we think by all means it is best that the trade protect themselves on fall orders to a reasonable extent, but we cannot advise too much speculation along any lines.

The present market price of cotton duck is below the cost of production, and no staple article can remain in this condition, and at every little ray of sunshine the mills naturally will take advantage by advancing prices and in turn the converters and manufacturers will be compelled to advance their prices on their products.

The financial situation throughout the country is becoming much easier and interest rates have been materially lowered within the last few months and this, of course, will have a great tendency to stimulate buying. However, within the last six months it was an easy matter to buy but a hard matter to sell, but with more favorable circumstances now confronting us we believe there will be a much healthier condition in all markets within the next few months.

CLIFTON MANUFACTURING CO.,
Waco, Texas. Albert T. Clifton, Pres.

MUST HAVE GOODS TO SELL

Editor HARDWARE WORLD:

It is rather a difficult undertaking for anyone to tell what they would do if they were someone else. So many circumstances surround each merchant, whether he is a jobber or has a retail store, that each man must be independent in his judgment for what is best to do in his position.

The jobber who habitually substitutes an article which is not desired by the retail dealer, and does not supply as a general practice the article ordered, will find it more difficult to hold his trade when conditions improve.

It seems to us that if we were selling at wholesale or retail, we would order in small quantities, but order frequently.

In our opinion, when the policy of the house demands that each department should keep up the sales, they are unwise, unless they supply the goods that are needed.

It is unreasonable to ask a clerk to sell a coffee pot to a customer who wants a pair of carvers. It is more than ever good business, we believe, now when customers are more particular, for the merchant to supply, if possible, what is desired by their customers.

GOODELL COMPANY,
R. C. Goodell, Pres.

DEPRESSING PERIOD ABOUT AT JOURNEY'S END

Editor HARDWARE WORLD:

This is not for publication.

There is little we can say at this time that would prove newsy to readers of the HARDWARE WORLD. Certainly we would not presume to make predictions as to how soon and to what extent prosperity will return to the merchant. There is one self-evident condition however. That is the business world has passed through many depressing periods in the past and will pass through many in the future, and to a very large extent the factors of the business world today will pass through the present one; in fact, the actual "passing" process is about at its journey's end.

We believe the formula we have applied to our own business could with reasonable safety be adopted by anyone who has not tried it in their own case. Briefly it is this:

Maying a rule that any one month's purchases will fall short of its sales at cost price at least 25 per cent. Let no month pass without a reasonable reduction in expense account, increasing the frequency of this actual happening daily if possible. By all means purchase small quantities of those items for which there is an immediate demand; liquidating whatever liabilities one may have at as rapid a rate as is consistent to financial welfare.

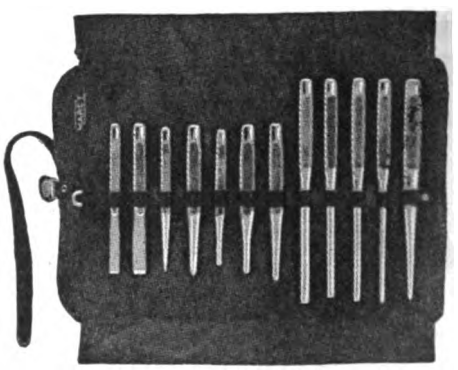
This is about all there is to it, for it seems these are the major points we have watched closely in our own business, and we consider ourselves in the most healthy financial condition today that we have been in for five years.

In closing, and upon reflection of the first sentence of this letter, we would modify our position to the extent that if there is anything in this letter that you think would interest any reader, you have our permission to publish it, only withholding the identity of its author. Yours very truly,

SOUTHERN HARDWARE JOBBER.

MARCY

Finger Grip Tool Kit No. 475



TWELVE REPAIR MAN'S CHUMS OF PATENTED DESIGN

Mr. Dealer—who's your best tool customer today? The REPAIR MAN of course

Show him this kit and ring up a sale.

Ask your Jobber

MARCY TOOL WORKS, Inc., - PUTNAM, CONN.

Pacific Coast Agents, SPRAKE SALES CO., Inc. Los Angeles, San Francisco, Portland, Denver

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3 REASONS RUSCO PRODUCTS MEAN PROFIT



1 Car owners demand economy. Economy in accessories lies in quality. An accessory that won't last won't sell—twice. Because Rusco Accessories are quality products, they sell and **keep** selling.

2 The Rusco line is complete. Handling the entire line means less bookkeeping; better service; quicker and more satisfactory adjustments; and uniformly high quality. Each Rusco Product is a salesman for every other Rusco Product.

3 Rusco Products have a national reputation. They are standard equipment on many of the best cars. They not only have the quality but have the reputation for having the quality.

These are the three reasons Rusco Dealers are finding the Rusco Line increasingly profitable.

These are the reasons you will find it equally profitable.

Write today for complete selling and advertising plans

THE RUSSELL MANUFACTURING CO.
MIDDLETOWN, CONN.

These famous
RUSCO PRODUCTS
for
safety, durability comfort

Rusco Brake Lining
Rusco Clutch Facings
Rusco Hood Lacing
Rusco Tow Strap
Rusco Fan Belts
Rusco Tire Straps
Rusco TABbuckLER Straps
Rusco Emergency Brake for Fords
Rusco Transmission Lining for Fords
Rusco Non-Chatter Band for Fords



RUSCO PRODUCTS

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BUSINESS TO BE HAD IF YOU GO AFTER IT

Editor HARDWARE WORLD:

As a manufacturer making purchases we have found so many of the very largest wholesale houses bare of really staple stock that we have quit sending them orders.

I know of one Chicago house that has been told that they were not entitled to jobbers discounts because of handling the stock from the shipping rooms of the manufacturer rather than having stock.

There is good business to be had for the next six months to the man who goes after it so the jobber with the stock on hand will get the business, consequently he should buy.

The retail merchant as a class is the side of business that has not realized that the old high prices are retarding his business prosperity. If he had cleaned house six months ago and taken his loss he would be in the market for the next six months on present buying basis and soon retrieved his loss. Until he takes this view he is bound not to buy as he should, but will lose good business to his neighbor who has figured this out. The manufacturer and jobber have reached present market and the dealer must.

Very truly,

PRENTISS-WABERS STOVE CO.,
Wisconsin Rapids, Wis. F. A. Taylor, Pres.

URGES MORE ATTENTION TO SPECIALTIES

Editor HARDWARE WORLD:

Our advice to every merchant would be to buy in small quantities and keep the inventory at a low point, as re-orders of any material can be promptly filled. The dealer should pay particular attention to the specialties that are nationally advertised and whose sale is stimulated by special cooperation on the part of the manufacturer.

Yours very truly,

NORTHWESTERN STEEL & IRON WKS.,
Eau Claire, Wis. E. R. Hamilton, Pres.

NOW SAFE TO BUY CONSERVATIVELY

Editor HARDWARE WORLD:

It seems to us that we have reached the time when all merchants can safely buy for their needs in a conservative way. There has been a tremendous decline in prices, but from now on the adjustment of prices should be more gradual, and it would appear the part of wisdom to prepare for a steadily increasing demand for goods in all lines, as shelves are empty, and merchants have not bought in any large quantity for a year or more past. Moreover, each person should do his part to bring business back to normalcy.

Yours very truly,

WOOLWINE METAL PRODUCTS CO.,
W. R. Woolwine.

ORDERS PLACED FOR NEEDED GOODS WOULD REVIVE BUSINESS

Editor HARDWARE WORLD:

Were we a jobber or dealer, we would adopt a policy to buy conservatively for the next six months, but we would specify in as large quantities as our needs demanded.

We are of the opinion that if every merchant or jobber would place orders for their immediate requirements only, that within a very short time there would be a business revival. We feel that the attitude being taken by the majority of buyers today is detrimental not only to their own interest but to the interest of the business community at large.

Yours truly,

BERGMAN TOOL MFG. CO.

CRITICISM OF RETAIL MERCHANTS BY DAILY PAPERS NOT JUSTIFIED

Editor HARDWARE WORLD:

It is our opinion that we have reached the lowest point in business depression, although prices have not yet reached the bottom.

The newspapers have said much about the retail merchants not following the market, but it is the writer's opinion that the average retail hardware merchant has followed the market down faster than he did when the prices were advancing. The larger merchants throughout the country are almost compelled to follow the markets both up and down.

We resent the unfavorable criticism given the retail merchant by the press in which he is accused of holding the prices up until he unloads. If the newspapers publishing these articles will make an investigation we are sure they will find that the source of trouble is not with the retail merchant any more than the matter of profiteering of which he was accused.

Very truly yours,

THE EDWARDS & CHAMBERLIN HDWE. CO.,
Kalamazoo. J. Chas. Ross, Secy. & Gen. Mgr.

NEW MEXICO MERCHANT'S POLICY

Editor HARDWARE WORLD:

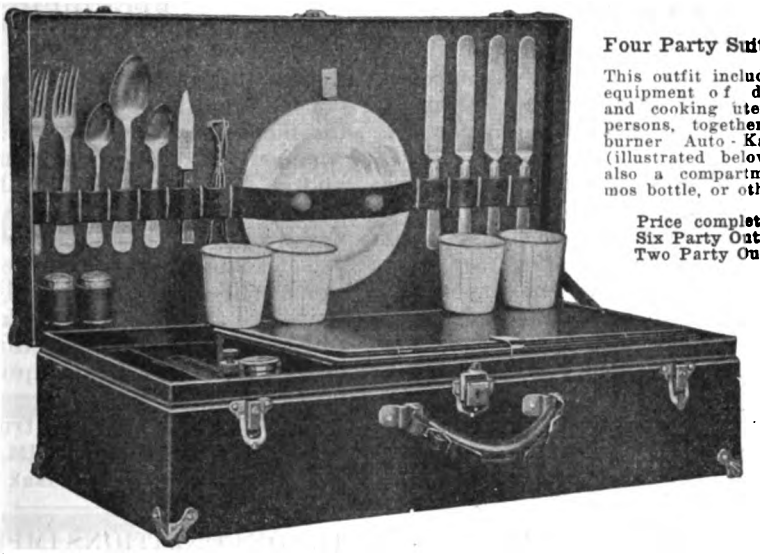
We believe in being conservative. Markets are so unsettled and prices so uncertain that we think it would be very impractical to endeavor to expand or carry heavy stocks. Our policy has and will be to go as slow as possible, consistent with keeping stock enough to handle what business comes in at the present time.

We are very hopeful for the future and trust that matters will begin to improve before long, but it is patent to all that business in all lines in all parts of the country is extremely dull, with prices having a downward tendency, this should be sufficient warning to any prudent business man.

Very truly yours,

ROBERTS-DEARBORNE HDWE. CO.,
By S. I. Roberts.

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Four Party Suit Case Outfit

This outfit includes a complete equipment of dishes, cutlery and cooking utensils for four persons, together with a two burner Auto-Kamp-Kook-Kit (illustrated below). There is also a compartment for thermos bottle, or other extras.

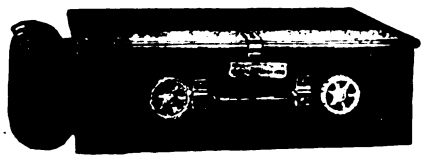
Price complete...$45.00
Six Party Outfit..$47.50
Two Party Outfit.$27.50

KAMP KOOK KIT

Will Put Your Camping Goods Department On a Paying Basis



Two Burner Kit—In Use



Two Burner Kit—Closed, All Equipment Packed Inside

Price, with Equipment.....$17.50
Price, without Equipment.....$15.00

Auto-Kamp-Kook-Oven, which fits any Auto-Kamp-Kook-Kit, makes it possible to bake and roast perfectly. Size 12"x12"x11", folds flat to 12"x11"x2".

Price $5.00

THE growing demand for this efficient camp stove has made it one of the most important items in the camping goods line. And the handsome profit which you will realize, quickly demonstrates the value of the Auto-Kamp-Kook-Kit to the progressive dealer.

Auto-Kamp-Kook-Kit has proved its worth as a compact, efficient camp stove. It burns motor gasoline—is windproof—folds up like a suit case with all equipment inside.

Auto-Kamp-Kook-Kits are made in several sizes from the One Burner at $10.00, to the Six Party Suit Case Outfit at $47.50.

Write or wire today for our illustrated folder

Prentiss-Wabers Stove Co.

18 Spring Street, Wisconsin Rapids, Wis.

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STEADY IMPROVEMENT IN ALL LINES IN EARLY FALL

Editor HARDWARE WORLD:

I am giving you my candid and confident opinion on the present situation and outlining the policy I would follow were I the owner of a supply house.

If I were a jobber or a retail merchant I would, on the first day of September, take a very careful inventory of my stock and begin to place small orders immediately for such items as under normal conditions move regularly and keep very close watch thereafter, increasing the size of my orders as conditions required.

I would be influenced in following out the plan outlined above by my belief, based on fundamental conditions and the law of supply and demand, that the present depression and so-called "buyers' strike" is now at its lowest point and without question the pendulum must begin its upward swing by early fall.

Personal investigations and authentic reports place the stocks now in the hands of jobbers and dealers at the lowest point in a great many years, and many orders must be placed and filled before a large percentage will be in a position to handle even a moderate amount of trade if placed on a hurry basis.

Furthermore, I can see very little possibility of prices being reduced any further on anything made from iron or steel, and this is particularly true of small tools. As a matter of fact, there is now a much greater likelihood of an increase on many items than of further reduction.

Summing up the situation in the light of past and present events I can draw but one conclusion, early fall will see the beginning of a gradual but nevertheless steady improvement in all industries, and the first to feel the welcome effect of restored confidence will be that one who is best prepared to meet the demand for goods as the upward swing of the pendulum gains momentum.

Yours very truly,
BUTTERFIELD & CO. DIV.,
Union Twist Drill Co.,
Derby Line, Vt. L. H. Laythe, Sales Mgr.

CONDITIONS STEADILY IMPROVING

Editor HARDWARE WORLD:

The conditions of trade are looking up somewhat within the past sixty days. There is a noticeable improvement upwards judging from the mail orders, which I consider is a good barometer and we are hoping, like everyone else, that things are going to improve right along and by fall that we will have a good healthy volume of business; not that we look for any rush at all, but a good ordinary volume.

Yours very truly,
E. C. STEARNS & CO.,
T. M. Gallavan, V. P. & Sales Mgr.

ANTICIPATE AT LEAST 90 DAYS' REQUIREMENTS

Editor HARDWARE WORLD:

Frankly, we believe that in view of present market conditions and as we are confident that the bottom has been reached on practically all commodities and upon manufactured articles, and as it is a known fact that many manufacturers are manufacturing at a loss, it will be necessary that they increase the selling price to offset same. We cannot help but believe that there will be a gradual adjustment of prices, therefore an advance in many items during the fall and we suggest therefore that jobbers and dealers anticipate their requirements for at least 90 days.

Yours very truly,
BUFFUM TOOL COMPANY,
Frank G. Buffum, Sales Mgr.

TRADE CONDITIONS IMPROVING IN UTAH

Editor HARDWARE WORLD:

Trade conditions, both sales and collections, for the seven months ending July 31, in Utah and Idaho, were as good as could be expected, based on the financial condition of farmers and stockgrowers.

The last fifteen days of July showed a very satisfactory improvement and with crops equal to some of the best years in the past and a normal price, trade should improve throughout the balance of the year.

Our policy in placing specifications for 1922 will be most conservative, believing the purchasing public will continue their economic policy for at least another twelve months.

Yours very truly,
CONSOLIDATED WAGON & MACH. CO.,
Salt Lake City. G. G. Wright, V. P. & Gen. Mgr.

ARIZONA JOBBERS PRACTICE WHAT THEY ADVOCATE

Editor HARDWARE WORLD:

At the present time stocks of merchandise throughout the entire country have been allowed to run very low and one of the reasons why retail merchants are reporting lower sales is that their stocks of goods are so low that they are out of many items called for by their customers. This is a loss, not only to these particular merchants, but it holds back a general movement to just that extent.

We believe that retail dealers should keep their stocks complete, making their purchases frequently and buying in small quantities, so that they will not be overstocked with merchandise, yet keeping their stock in good condition so that they will get all the trade which comes to them.

Very truly,
PRATT-GILBERT COMPANY,
P. R. Helm, Manager.

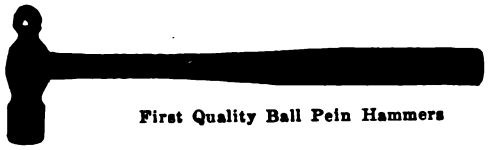
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THE BUFFUM TOOL CO.

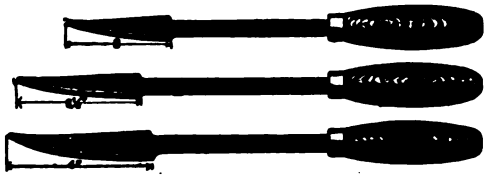
LOUISIANA, MO.

"High Grade Tools for High Grade Workmen"

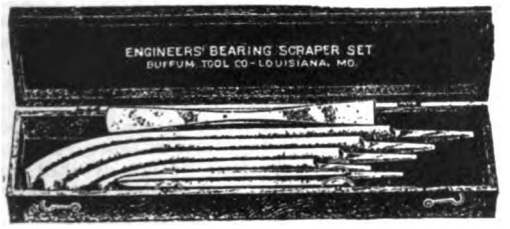
"Swastika" Trade Mark Registered U. S. Patent Office



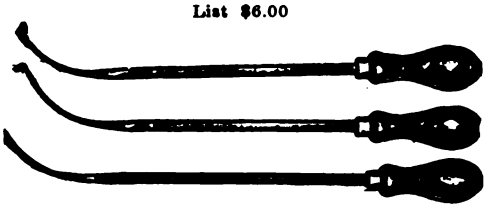
First Quality Ball Pein Hammers



No. 1765—Curved Bearing Scraper Set. List $1.50



No. 1750—Straight. List $4.00
No. 1751—Hollow.
List $6.00



No. 1771—Carbon Scraper Set. List 60c Set



"Special" Knurled Sickel or Pin Punch, Blued



Machinist's Blued Auto Punch

The Quality of Buffum Tools

Stands out in every line and stands out more during every month of hard service

PROPER DESIGN
GOOD MATERIAL BEST FINISH
RIGHT PRICE

WHAT MORE?

Every Tool Fully Guaranteed

Appreciated by the workman for performance—by the man who pays for the length of good service they give—by the dealer for the sure sales opportunity they offer.

No One Ever Gained a Reputation Selling Poor Tools

WE CAN'T YOU CAN'T

C. W. GAUSE COMPANY

WESTERN SALES AGENTS
Room No. 605 Williams Building
693 Mission Street - - San Francisco, California

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FAIRBANKS MORSE'S PACIFIC COAST MANAGER'S REASONS FOR OPTIMISTIC REPORT

Editor HARDWARE WORLD:

While California has kept out of the dark area on the business map for the past months, and Los Angeles has been particularly noticeable as the one time only white spot on the whole horizon, at the same time certain portions of the Pacific Coast have gone down into the waters pretty deeply and the liquidation in the way of values has been most rapid and most drastic.

I have before me a comparison of prices tabulated by a very responsible bank, and which therefore to that extent vouches for their accuracy:

	1914	Peak since 1914	June 30, 1921
Cattle—Steers—			
Chicago, cents per pound	9.10	16.80	7.9£
Copper—Electrolytic—			
New York, cents per pound	14.13	35.74	12.62
Cotton—Middling—			
New York, cents per pound	13.45	43.75	11.60
Hides and Skins—Chicago—			
Native steers, cents per pound	18.25	53.50	14.00
Heavy calf skins, cents per pound	20.00	100.00	18.00
Iron—Bessemer Pig Iron—			
Pittsburgh, dollars per ton	14.90	57.45	24.46
Petroleum—			
Pennsylvania, dollars per barrel	1.93	6.10	2.25
Mid-continent, dollars per barrel	.75	3.50	1.00
Lumber—2x4-16 No. 1 Common Douglas Fir—			
Western mills, dollars per M	8.00	41.50	11.50
Rubber—Plantation 1st Latex Crepe—			
New York, cents per pound	.62	.90	.15
Silk—Japan No. 1, dollars per pound	4.10	17.40	5.60
Sugar—Raw Centrifugal 96 per cent—			
New York, cents per pound	3.26	23.57	4.00
Wheat—No. 1 Northern Spring—			
Minneapolis, dollars per pound	.94	3.23	1.34
Wool—Boston—			
Ohio, ¼ Blood, cents per pound	25.25	80.00	38.00
Territory, fine staple, cts. per lb.	59.50	210.00	.....

The foregoing indicates a very thorough liquidation of prices and the indications now on every hand are that not only the wholesale prices have been liquidated but the retail stores are now engaged in a very drastic liquidation of the retail prices.

The whole Pacific Coast has reason to look forward with the utmost optimism to the future—not only has California stood the strain of this intense and drastic liquidation of values, but it has come through with its business practically unimpaired and with if anything increased financial strength.

The Northwest, which I am considering as the states of Oregon, Washington and Idaho, looked forward last fall to most glittering returns on their rather bountiful crop in 1920 and there was a good deal of delay in the sale of the farm products on that account and very much disappointment when prices continued to decline and their hopes were not realized. And yet in the liquidation of the crops in the Northwest it is perhaps not very much wide of the mark to say that they came through without any serious or material loss other than a speculative one.

The year 1921, taken as a whole, has come forward with probably the most bountiful crops the Pacific Coast has ever seen and values which will make a fair return on the capital invested. The moving of this crop is going to be a considerable problem to the railroads, and at existing prices and under conditions as they are today there is every prospect that these crops will move promptly and very thoroughly.

The railroads have had adjustments in labor which while perhaps not entirely satisfactory to them, will eventuate into a quite considerable liquidation of labor costs and with the existing rates and the tonnage which is now in the country ready to be moved they should look forward to a heavy and lucrative fall business.

The effect of this is bound to reflect itself everywhere. There are indications that there are already under consideration quite extensive budgets of expenditures for equipment by the railroads, awaiting only the question of financing, and this financing may be forecasted partly out of the Federal loans under contemplation and to a substantial degree out of the immense tonnage which must move.

It is a fact that in the past no return to prosperity has been without an initial movement of buying by the railroads.

After a period of nearly five years of reduced expenditures for equipment and upkeep the railroads are facing a day of large crop movement with very inadequate facilities and unless the whole business fabric goes to pieces there will have to be big expenditures and these expenditures made quickly to meet the situation.

Retail purchases, in most lines with which I am familiar have been on a restricted basis for a long time. Stocks are much depleted and jobbers have been using up available stock by local buy-outs, rather than place new orders and so far as the Pacific Coast is concerned in a good many instances this is rapidly approaching the point where stocks will have to be replenished in order to keep up the quite fair average business which is being placed.

Liquidation in prices has run its length pretty rapidly, and I believe much more rapidly than was the case under similar crises in the nation's history before.

This fall will see a large percentage of the frozen credits liquidated, with the farmers either with some money in hand or with renewed credit at the banks.

While the earlier months of 1920 show liberal investments by the farmers, the fall of 1920 and the entire year of 1921 has been one of repression.

The prices which prevail in farm products today while very much lower than in 1920 and the preceding years, will probably net the farmer more real money than in previous years, because he has worked harder himself, had labor at a very much lower initial cost, the laborer has worked harder and the farmer has indulged himself in no luxuries.

And with existing conditions as they are today there will probably be a reasonable return in the way of profit from farm operations.

While the fishing and fish canning industry is picking up in California, there will be little return to anything like normal conditions in that industry in the Northwest in 1921. The stock of fish now on hand and carried over, part of it since 1917, will run into 1922 before that is eventually liquidated and outside of fresh fish there will probably be little in the way of activity in the Northwest and in Alaska before the fishing season of 1922, in that industry.

The building industry has been at a standstill for a good many years. The building permits, except in certain favored spots, have been almost nothing for a long time. When that industry does begin it will be most marked and make a most instant demand for building materials.

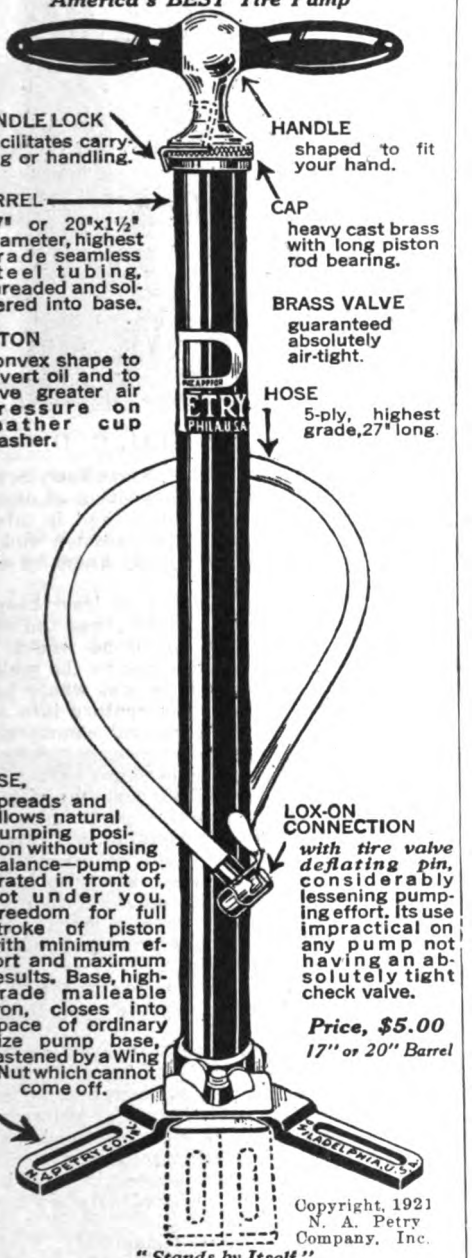
Out of the Northwest there was a steady stream of grain going into the export trade all last fall and so far this year. The demand which created that export business is fully as insistent today as then and perhaps more so, because the resources in foreign lands for foodstuffs are if anything more restricted than they were last year.

Outside of the soviet area a good many of the countries are in better shape today and their exchange conditions are better than they were a year ago. They haven't the bewildered and hopeless outlook that they had a year ago and in fact are beginning to look forward with some courage and entertain some hopes for the future outside of the depressed attitude which came upon them after the war, and considerable efforts have been made in many places toward industrial rebuilding.

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THE PETRY PUMP

America's BEST Tire Pump



"Stands by Itself"

THESE SPECIAL FEATURES not found in any other pump. Finish, baked black enamel, with all brass parts polished and lacquered. PETRY design, quality and workmanship throughout. Guaranteed to make good. Patents applied for.

N. A. PETRY COMPANY, Inc.

Makers of the Petry Cut-Out, Pedal, and Ventilator

345 N. Randolph St., Philadelphia

Western Distributor, Norman Cowan Co., 445-451 Rialto Bldg., San Francisco, Cal.

AUTO TOPS *and* Seat Covers



Top Recovers, Seat Covers
Radiator and Hood Covers
Side Curtains, Rain Guards

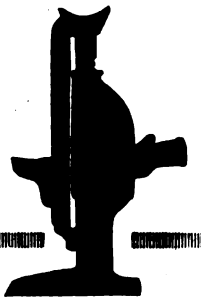
Tire Covers, One-man Ford Tops
Trimmers' Material and Supplies
Tents, Paulins, Wagon Covers
Cotton Picking Bags

Clifton Manufacturing Company

Main Office and Factory
Waco, Texas

San Francisco, California
Office: 339-41 Larkin St.

Los Angeles, California
Office: 619 North Broadway



No. 46 Reliable
Weight 10 lbs.
Will Lift 3000 lbs.
Height Lowered 11½ in.
Height Raised 17½ in.

Reliable!

A jack, to live up to a name like that, must be dependable, serviceable, and efficient. "Reliable" Jacks live up to their name.

Simplicity of design and accurate workmanship insure greater ease of operation than in any other jack of equal size.

Customers sold on Reliable Jacks become profitable patrons for other Hardware.

Your Jobber can supply you. Write us direct for catalog.

RELIABLE JACKS

ELITE MANUFACTURING COMPANY

Ashland, Ohio

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Another year and possibly another two years will perhaps have to be gone through before we may look forward to a return to normal business conditions so far as foreign business is concerned, but every day now will see that condition improve and out of the chaotice mess which followed the war there will be daily improvement.

The Pacific Coast have particularly to look forward to the Oriental trade for their big share of foreign business and it is reported that there is, particularly in China a very much better outlook than there was several months ago and notwithstanding their very unfavorable exchange conditions the Chinese business seems to be getting on a better and more substantial basis and the unabsorbed consignments of goods which have been glutting their warehouses are gradually being pulled down.

Perhaps all the foregoing is a rather round about way of getting at an answer to your question, and out of the foregoing I can only say that to me the business conditions look brighter than they have at any time since the depression began.

I believe there will be a considerable buying movement this fall by the farmers whose credit will have been largely liquidated, by leaders whose stocks have been largely depleted and perhaps of greater importance than these by the railroads in order to make the big freight movement which the country has before us, they will not only be forced to buy new equipment but for the maintenance of their repair departments will be called upon for some pretty big investments in material and supplies.

I am tempted to the foregoing statements by the fact that this country is in a condition of greater than ever financial prosperity, outside of some little scattering examples the banks have weathered the storm in first class shape. The record of business failures has not been phenomenally high, considering the depressed condition of business all over the country. Individual savings in the savings banks have not, up to date, been unduly drawn upon.

Credits have been to a certain extent frozen, but there are as a whole assets to provide for their liquidation and as this liquidation takes place return to more normal conditions will be inevitable.

We cannot expect to get back into the 1920 stride for several years, but there will be, I believe, very much more business this fall than there has been during the year so far and the merchant who has the goods on hand in his stock will be the one who will secure the business and therefore for that reason the placing of orders for the coming season's business, not extravagantly, but carefully and in a diversified and selected stock, will give the jobber and dealer who does this intelligently considerable advantage over someone else who has run almost down to the bare boards to provide against extreme reductions in prices where liquidation has already been extreme and where great liquidation in prices cannot be looked for in the future.

The foregoing applies to the manufacturers prices and not to the retailers prices, who are just now in the throes of a considerable price reduction to meet the reductions which the manufacturers have already rapidly made.

I trust the foregoing will be of some service to you.

FAIRBANKS MORSE & CO.,
S. F. Forbes, Pac. Coast Mgr.

SHOULD BE BOYCOTTED

Two very pretty girls met on the street and kissed each other rapturously. Two young men watched the meeting. "There's another of those things that are so unfair," said one.

"What is that?" said his friend.

He pointed to the scene. "Women doing men's work."



SOL FRIEDENTHAL B. D.

When our good friend in the Northwest, Sol Friedenthal, retired from an active connection of over forty years in merchandising, he doubtless had in mind that he was going to take a good long vacation and a well earned rest, which all of his friends knew he so fully merited.

But the call of business, or of at least keeping in touch with it in some phase or other, was too strongly ingrained in his blood. He found he would be far happier and be contributing likewise to the welfare of many of his business friends if he was where he could at least be consulted. Hence his venture into a somewhat unusual line, that of a general commercial and financial adviser.

His forty years' business experience naturally gave him an intimate knowledge of many phases of business, which only comes from an active participation in it, and those who know Mr. Friedenthal felt that if he was in a position where he could be consulted could be remunerated for his services they would be glad of the opportunity to ask his advice, whereas they would naturally hesitate to trouble a man or take up his time and thought with their problems unless there was some remuneration for him.

People naturally hesitate to go to their friends unless they feel they can recompense them to at least a certain degree.

His experience in handling matters between creditors and debtors, serving each, would be invaluable. Acting as efficiency expert in business management and advising as to financial methods and requirements, is something upon which he is well informed. In furnishing confidential information regarding commercial conditions, investigating the responsibility of individuals and organizations when required. He is a man who knows.

He opened his office, 506 Coleman Bldg., Seattle, so that his friends in both the manufacturing, wholesale or retail way, would feel free to consult him. Mr. Friedenthal is keeping fully as busy, if not more so than when he was actively engaged in helping to direct a large hardware jobbing institution.

His friends will be glad to know that he has recovered his health, is feeling full of vigor and pep as of yore, and is always glad to see his friends, either socially or in a business way.

The early bird catches the worm; the late employe gets the squirm.

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SAFETY DEMANDS

That YOU and Every Other Driver Have a

SEES-ALL Mirror on His Car

—Ed. Kennard, President Sees-All Mfg. Co.



Beveled Plate. Non-rusting Enamel Frame. Weighs 156 lbs. per gross, packed. Comes in individual cartons. In ordering be sure to specify open or closed types, as clamps differ.



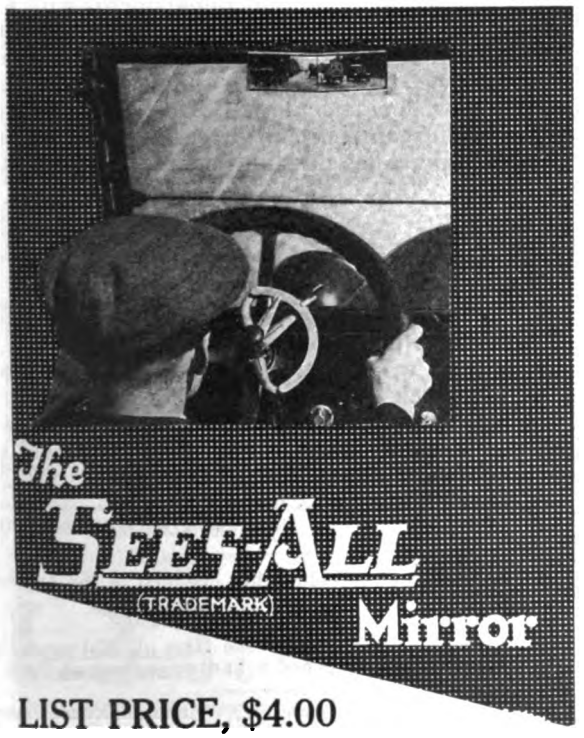
A Dealer writes: "I have received your Sees-All Mirror and have installed it on my car with greatest satisfaction. I find that it is all that you claim for it."

A Jobber says: "Never have I appreciated anything on my car so much as the Sees-All Mirror. The duplex feature enables me, either as driver or passenger, to fully command the view behind. No car is complete without the Sees-All Mirror, and I am telling this to all my friends."

It's the best thing in the world for avoiding automobile accidents and goodness knows there are enough accidents these days.

My little Sees-All Mirror is really two mirrors in one—heavy beveled plate glass mirrors—in a neat and substantial metal frame, and are at the exact angle which permits the driver and his companion to see the road, both sides and behind, while looking ahead.

It is quickly and firmly attached to the top center windshield, right before your eyes.



Try This Sees-All Mirror on Your Car 10 Days Free

So positive am I that when you once use this mirror on your car that you will recommend it to every car owner and sell it readily, that I am willing to send you one right now to try for yourself.

JUST SEND THIS COUPON and the Sees-All Mirror will come to you postpaid. If you don't like it, just send it back. If you keep it, remit $2.50. Please enclose your card or letterhead.

Dealers and Jobbers Write for Our Proposition

ADDRESS OFFICE NEAREST TO YOU

1220 Boatmen's Bank Bldg. St. Louis, Mo.
866 Phelan Building San Francisco
1810 Westlake Ave. Seattle
388 Taylor St. Portland, Ore.

Ed. Kennard, SEES-ALL Mfg. Co.

Alright, Ed: I'll try your old Sees-All Mirror on my wagon for ten days that you offer to readers of the Hardware World. If I don't like it, I'll return it to you. Otherwise I'll remit you trade price, $2.50.

Name .....

Street .....

City .....

My Car is Open Model ( ) Closed Model ( )

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SALTY SEAS UNABLE TO SINK SALT SATURATED GEORGE GLENN OF THE HERCULES PRODUCTS COMPANY

When this gentleman picked out the state of Virginia for his birthplace, he undoubtedly had in mind the presidential chair as the prospective culmination of a useful career.

Later, however, perceiving his forethought gave him too much of a handicap over the rest of us, he generously decided the medical profession possessed better opportunities for an ambitious, good looking young fellow.



Nothing fresh about this seasoned Knight of the Road, whose experiences in Salt, "Speedee" and Solder have made him a veteran of the selling game.

But after two years' study in Illinois, Mr. Glenn concluded the calling of a physician was entirely too sedentary for an active man, and the appeal of the great selling game irrestibly won him over.

Then, as ever, live wires and hustlers were in great demand, and Mr. Glenn took the road for the International Salt Company.

From the very start he was eminently successful; for selling "salt of the earth" was no trick at all for a young chap who was a first class sample of his own goods. The savor of this early association still permeates with humor the kindliness of his smile, the twinkle of expressive eyes, and his engaging manner.

It is characteristic of Mr. Glenn that he absorbs the outstanding qualities of whatever line he happens to be selling. Thus in handling "Speedee," that efficient wall cleaner of the Atlas Auto Supply Company, he adopted "Speed" as a middle name—and earned it.

At the beginning of the war, Mr. Glenn conceived the not unnatural desire of calling on the Teuton trade with an extensive line of high explosives, which he hoped to deliver in person as "damaged goods." But a heartless military intelligence deemed his services of greater value on the home sector and traveled him all over this country in the interest of securing better ammunition materials for the United States government.

In 1920 he joined the organization of the Hercules Products Company, of Council Bluffs, and has since devoted his time to the acquisition of jobbing distribution for their goods. As a testimony to his unflagging efforts, Hercules cold solder is now handled by over 400 jobbers.

During a recent trip through the Pacific Northwest, Mr. Glenn took passage on the ill-fated steamer "Alaska," which recently, in a blinding fog, struck Blunt's Reef, off Cape Mendocino in Northern California, and sank with the loss of many lives.

One of the fortunate survivors of that tragic disaster, Mr. Glenn, but little the worse physically from his thrilling experience, expects to continue his journey on through the South and return to Council Bluffs about October 1.

RAY W. SHERMAN WITH A. E. A.

Ray W. Sherman, former managing editor of Motor World, has been selected to head the new sales promotion department of the Automotive Equipment Association, created at the recent Mackinac Island convention. The committee is to be complimented on their selection and the association should be congratulated in securing a man as Ray Sherman. He assumed his new duties August first.

The sales promotion department will work through members and with the trade direct in stimulating sales by educating, helping, enthusing, cooperating with the accessory dealer. The new department will offer an educational service, organizing and directing the trade and suggesting sales possibilities and opportunities.

TEN THOUSAND MERCHANTS FEEL SAME WAY

Editor HARDWARE WORLD:

A short time ago we mailed you our check for subscription to your publication.

Since we haven't received back our cancelled check, we are writing to tell you that we don't want to lose out on any of the issues of your valuable publication, and are afraid our check went astray or did not reach you. We can't afford to miss a single copy.

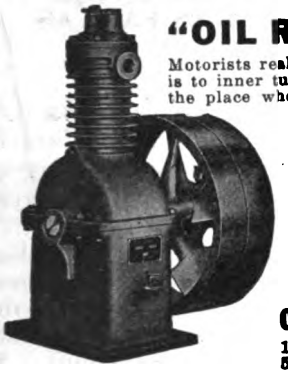
Trenton, Mo. TRENTON HARDWARE CO.

F. Collins of Pasadena has engaged in the hardware business at Burbank, Cal.

C. S. Cox, formerly of the firm of Watson & Cox, Pomona, Cal., has opened a hardware store at Brea.

The Bissell Hardware Co., Wilhelmina, Ore., reports a very satisfactory season's trade and an excellent outlook.

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"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pneu. Mchy. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.

Dealers, Attention!
JOE WELSH
Genuine Leaders

Knotless, strong, invisible, can be had from your jobbers in Fishing Tackle.

Good in Fresh or Salt water—a size for every fish. Send for sample cards of the 6 sizes free on application.



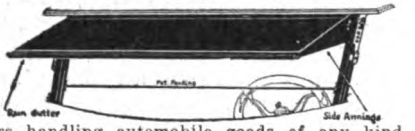
JOE WELSH
PASADENA - CALIFORNIA
Exclusive Agent U. S. and Canada

"Critchley-Six"

Expanding Adjustable Reamer. Genuine original six or five blades are made only by

CHADWICK & TREFETHEN
Portsmouth, N. H.

Represented by CALDWELL SALES CO.
San Francisco, Cal.



Dealers handling automobile goods of any kind place New Era Visors near the head of their list of profitable sellers. These outstanding features sell them: Gutter that catches the rain. Metal awnings at ends. Adjustable. Prices $10 for steel; $15.00 for aluminum. We also make New Era Springs and New Era "Better" Bumpers. Write for catalog.

NEW ERA SPRING & SPECIALTY CO.
65 Cottage Grove Ave., Grand Rapids, Mich.

NEW ERA
DeLuxe (All Metal) VISORS

There is a "HEXALL" for Every Need

No matter how far out of ordinary reach may be the repair, "There is a 'HEXALL' for every need."

Hundreds of thousands of everyday users place implicit confidence in the steel grip, brute strength and unfailing dependability of "HEXALL" Socket Wrenches. They know that they can place absolute reliance upon the Sedgley Guarantee.

Twelve Sets—"A 'HEXALL' for every need"

"Break any 'HEXALL' Wrench and We Repair It—No Charge"

R. F. SEDGLEY, Inc. *Est. 1897*
2311-13-15 North 16th St. Philadelphia, Pa.
Also Manufacturers of "BABY" Hammerless Revolvers
Pacific Coast Representatives
McDONALD & LINFORTH, San Francisco, Cal.

MOTOR MERCANTILE COMPANY

Wholesale Exclusively

Carrying Complete Stock of Automotive Parts Equipment and Supplies

EXCLUSIVE DISTRIBUTORS FOR THE FOLLOWING LINES

Motul Oil
Gearese
Motile Tubes
Stromberg Carburetors
Wainwright Pistons
Stan-Par Perfection Springs
Spirex Radiators
H & D Shock Absorbers for Fords
Gabriel Snubbers
Gilmore Fan Belts
Kay Bee Spot Lights
Momeco Bronze
Momeco Tool Kits
Pemko Ignition Parts
Lockwood Seat Covers
Tire and Radiator Covers, Etc.
Fairbanks Garage Equipment.
Canedy-Otto Garage Equipment
Arrow Grip Chains
Du Pont Top Material
Laidlaw Seat Cover Material
DriKure Retreaders

And a Complete Line of Mechanics' Tools and Garage Equipment

New 1920 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY
115-117 South West Temple Street, Salt Lake City

SIOUX
Trade Mark Reg. U. S. Pat. Office

Sioux Tools are the standard tools in garages everywhere for

REMOVING BUSHINGS
RE-FACING, RE-SEATING, GRINDING
ANY AND ALL SIZE VALVES

ALBERTSON & CO., Manufacturers, SIOUX CITY, IA.

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated and polished...$2.00



No. 3 Gunmetal finish $1.50



Easy to operate. Fits any spring. All dealers, or sent prepaid
Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.
Western Representative, Walter A. Scott Co., Mills Bldg., San Francisco, Cal.

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TAKE PRIDE IN THEIR WORK

The staff of the Western Retail Implement, Vehicle and Hardware Association, of which H. J. Hodge, the youngest veteran association secretary that we known anything about, is shown in this picture. Secretary Hodge says everyone of them is a real worker, and can do more real work, taken together, than any other nine people in the world.

Shown in this photograph is: J. E. Crane, traffic manager; Miss Emma Murray, chief clerk; J. P. Brilhart, field man; H. L. Covert, assistant to the secretary. Front row: Miss Millie Tudor, Miss Mary Wells, stenographers; H. J. Hodge, and Miss Estella VanSickle, cashier, and Miss Vera Adee, stenographer.

While there are, of course, secretary's offices that have larger staffs and make a bigger show, for real, downright work, and lots of it, we agree with Secretary Hodge that they would be hard to beat.

KEEP STOCKS COMPLETE

Editor HARDWARE WORLD:

It is our opinion that jobbers and retail merchants should continue to buy in small assortments in order to keep their stock complete and intact, as we believe it is a short-sighted fault to allow their assortment to become depleted so that orders cannot be filled.

We believe that with the receipt of returns for this season's produce the farmers and orchardists will purchase for their needs which they have deferred for the last season and that business will feel a stimulus from this.

Hoping that our opinion will be of use to somebody, we remain. Yours truly,

MADEWELL PIPE & CULVERT WKS.,
H. E. Robinson.

LOWER QUEEN INCUBATOR PRICES

Among the manufacturers who have announced reductions in the last month or two to favor the consumer and encourage increased production, is the Queen Incubator Co., of Lincoln, Nebraska. Not only Queen incubator, but Queen brooder prices were also reduced.

WOULD REDUCE PRICES FAST AS DECLINES OCCUR

Editor HARDWARE WORLD:

In giving our opinion we are confining ourselves to the hardware trade, and have largely based our judgment on the steel market, as we believe it to be the barometer of the hardware business.

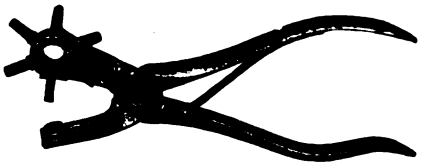
Our first step in forming a buying policy would be to keep in touch with the latest prices and see that all goods are reduced as they decline. We would study the markets as never before and try to foresee price reductions. As soon as we anticipated a decline we would put on a sale of the article in question. Thus the customer would get the benefit of a good buy and we would lose nothing, for otherwise we would charge off the reduction later on.

In ordering we would keep stock up, but order in reasonably small quantities until freight rates are reduced, at which time there will be a lowering of steel prices, since freight is a very large factor in the cost of producing steel. Shortly after this takes place manufacturers should reduce prices and we believe that at that time prices will be at their lowest, and normal buying policies should be resumed. It is our idea that this low mark will be reached shortly after January.

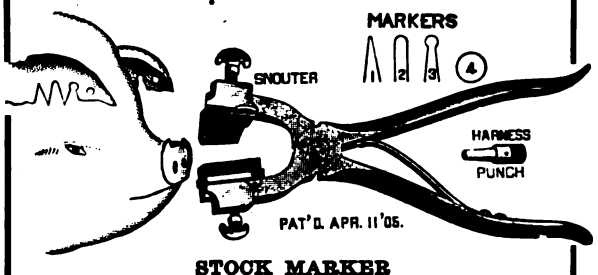
Yours very truly,

Davenport, Iowa. REINHOLD-SHARP & CO.

PUNCHES



SIX TUBE REVOLVING PUNCH



STOCK MARKER

THE SMITH & EGGE MFG. CO.

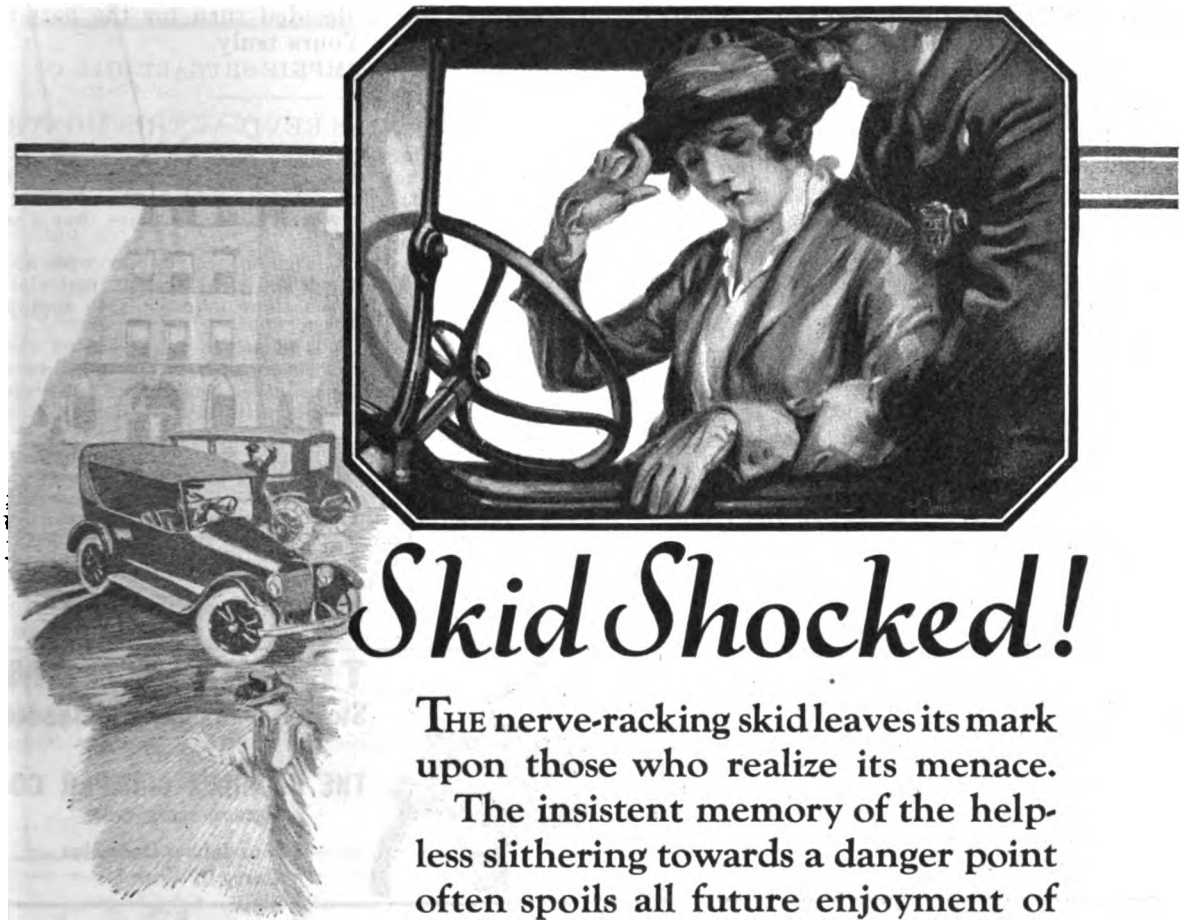
"Originators of Sash Chain"

Bridgeport, Conn., U. S. A.



SASH CHAIN

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Skid Shocked!

THE nerve-racking skid leaves its mark upon those who realize its menace.

The insistent memory of the helpless slithering towards a danger point often spoils all future enjoyment of a motor car.

The treachery of chainless tires defeats the best efforts of the most expert and careful driver to prevent skidding, or to bring a car to a sudden stop, on wet pavements or muddy roads.



Safety and confidence are yours by putting on WEED TIRE CHAINS *at the first drop of rain*

AMERICAN CHAIN COMPANY, INC.

BRIDGEPORT CONNECTICUT

In Canada: Dominion Chain Company, Limited, Niagara Falls, Ontario
General Sales Office: Grand Central Terminal, New York
District Sales Offices:
Boston Chicago Philadelphia Pittsburgh Portland, Ore. San Francisco
LARGEST MANUFACTURERS OF CHAIN IN THE WORLD

The above is one of a series of Weed Tire Chain advertisements appearing in magazines with a combined circulation of over 5,000,000. Send a postcard to the American Chain Company for advertising material for your counter and windows; also for the names and addresses of the nearest jobbers in your vicinity who stock Weed Tire Chains.

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AGGRESSIVE SALES AND COLLECTION POLICY IMPORTANT

Editor HARDWARE WORLD:

We believe the retail dealer who makes money this year will be the man who maintains his stock as nearly complete as possible. Buying in small amounts at short intervals as the goods may be needed and thus always being in position to supply the requirements of his trade without a heavy investment in stock on which to suffer in a declining market..

Equally important, we believe, is the very aggressive sales and collection policy. This fall should be a time for liquidation on the part of the farmer and the dealer. Everyone who is in debt should make it their prime business to reduce their obligations to the lowest possible amount. This calls for vigorous work all through the line and we believe the merchant who follows this policy this fall will come through in much better condition than seemed possible earlier in the year.

We believe the fundamental conditions are absolutely sound. The country is in good shape. In some of our former times of depression we have had poor crops, or none, with other basic conditions far different from those prevailing at the present time. Today the situation is far better, the individual farmers have prospered. many of them are practically in the capitalist class and while all are hurt, still all will come through in good shape.

We look for a decided turn for the better this fall. Yours truly.

Council Bluffs. EMPKIE-SHUGART-HILL CO.

EXPECT BUSINESS REVIVAL THIS MONTH

Editor HARDWARE WORLD:

Perhaps the best way for us to answer your letter is to simply state what we are and have been doing. This may not apply however to all localities, but fits in very nicely here.

We have some very large manufacturers who are very much overstocked with a great deal of material. We have been drawing on these overstocks to supply the needs of our customers.

In this way we have helped to take out of the market material which we were able to buy at a very low figure and place it with other consumers to use up. We have been able to supply material in this way at a very low figure.

Regarding general buying, where we have had to go to the manufacturers, we have not bought for stock except in very meagre quantities.

We are anticipating a beginning of a business revival not later than September. Indeed, some signs of increased activity are now showing.

Yours very truly,

HOERNEL HARDWARE CO.,

Racine, Wis. C. E. Holt.



THE PACKHAM

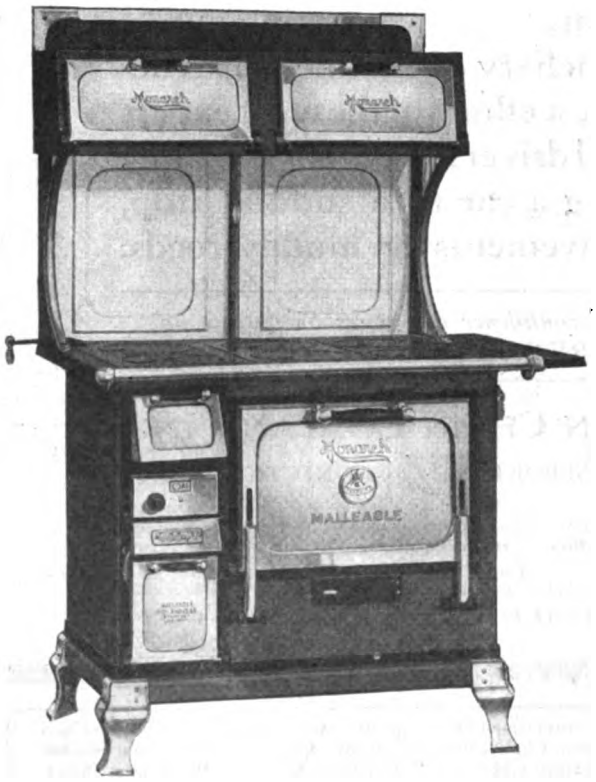
Stove Pipe Crimper and Beader

MADE BY

THE PACKHAM CRIMPER CO.

MECHANICSBURG, OHIO

If Your Jobber Does Not Carry It, Write Us



The New Series

Monarch MALLEABLE

The "Stay Satisfactory" Range

Is the latest development in Malleable Range construction.

Many new and practical improvements which the new 4000 series MONARCH possesses distinguish this range from all others.

At a price which assures you a substantial margin of profit the MONARCH line will appeal to your trade. Investigate now and prepare for fall business.

Prices and full information regarding all sizes and styles will be furnished upon request. Ask for Booklet No. 12

Malleable Iron Range Co.

BEAVER DAM, WISCONSIN

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AUT-ORD-CO

THE THOMPSON SUBMACHINE GUN

The Most Effective Portable Fire Arm in Existence

The Thompson Submachine Gun is the lightest automatic gun in the world, weight 8¼ pounds. It can be taken apart and assembled in less than a minute without tools. It can be carried under the coat ready for instant use. It enables the amateur to fire with the precision of an expert machine gunner. There is nothing to break, wear or jam. It fires at the rate of 1000 shots per minute full automatically from the shoulder or semi-automatically a shot for each pull of the trigger.

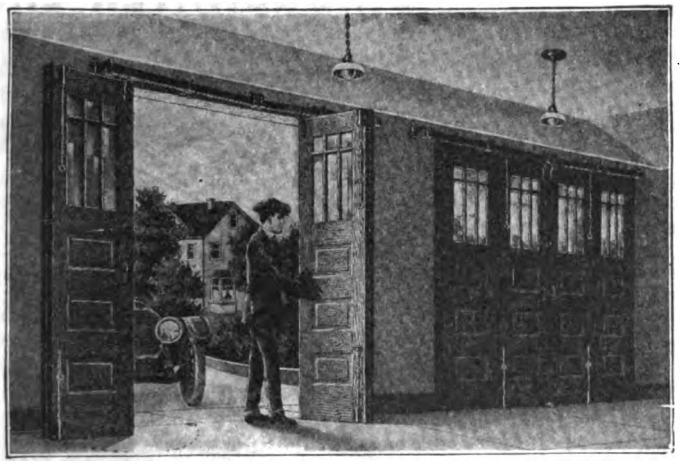
Ideal for the protection of property, mines, banks, ranches; adopted by the police force of New York, Toronto, Havana, etc.



Made by Colt's Patent Fire Arms Mfg. Co. for
AUTO-ORDNANCE CORPORATION, 302 Broadway, New York City
Cable Address: Autordco, N. Y.

Hardware jobbers and Dealers can stock this remarkable new gun to advantage. It has a thousand and one uses. Write for details.

Slidetite Garage Door Hardware



There Is Only One Slidetite

Hardware dealers everywhere report a rapidly increasing demand for our SLIDETITE garage door hardware. The public knows what it wants — that's why it demands SLIDETITE, the sliding-folding door arrangement with no joints to obstruct the hangers. SLIDETITE doors always operate promptly and with minimum effort. There is a goodly profit in every sale of SLIDETITE hardware. Surely you are not overlooking this big seller. If so—get in line now.

Write today for our Catalog H A 22

Richards-Wilcox Mfg. Co.
"A Hanger for any Door that Slides"
AURORA ILLINOIS U.S.A.

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DISTINCT IMPROVEMENT — GETTING BETTER ALL THE TIME

Editor HARDWARE WORLD:

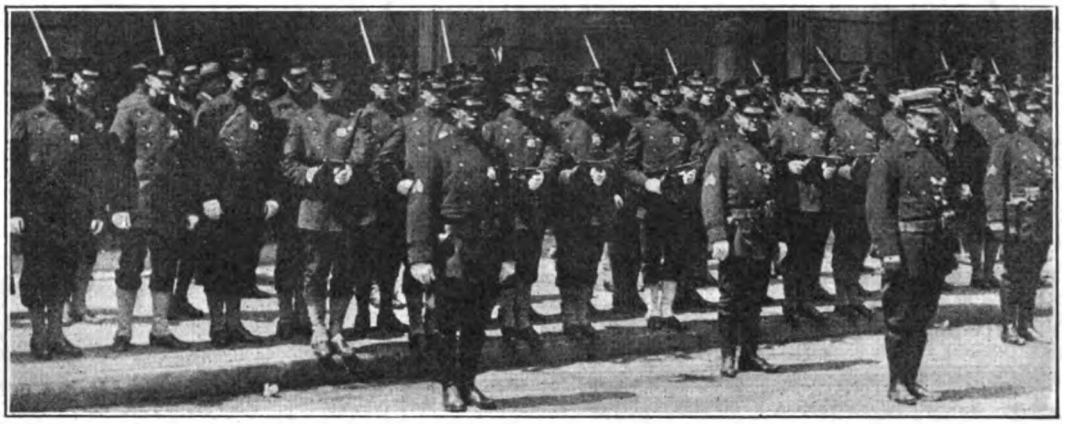
Unquestionably, stocks are low. Unquestionably, fundamental conditions are very perceptibly improving; yet I believe that the lessons learned during the last year will induce jobber and retailer to order more frequently and in less quantity if the railroad situation will allow them to do this economically.

There will be a distinct improvement during the fall, a fair Christmas business, and a better spring business than we have had during the last year.

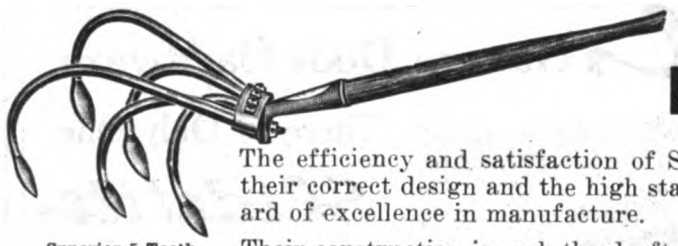
It is our opinion that if jobbers of hardware and automotive equipment, where it is not necessary to buy for seasonable demands, especially on the lighter materials, that they order for three months' requirements.

Thank you for the privilege of expressing our opinion.

Yours sincerely,
FRANK MOSSBERG CO.,
F. T. Chase, Treasurer.



New York's finest on parade, showing Police Company equipped with the new Thompson Submachine Gun. This remarkable arm weighs but eight and a half pounds and fires at the rate of over one thousand shots a minute. It is being adopted by the leading police forces throughout the country, as well as by large industrial concerns, mines, banks, ranches, estates, etc.



Superior 5 Tooth Hand Cultivator

THE
BRIDGEWATER LINE

The efficiency and satisfaction of Superior Garden Plows are due to their correct design and the high standard of excellence in manufacture.

Their construction is such the draft can easily be changed to suit different kinds of soil. This is a new feature and makes these plows easy to operate. They are popular in all localities.

Be the Superior Dealer in your town. We carry a stock of these plows and Hand Cultivators on the Pacific Coast. Write at once to the

SPRAKE SALES CO.
Higgins Building, Los Angeles

Prentiss N. Rice, 506 Charles Bdg., Denver
F. H. Chown, 1121 Gasco Bdg., Portland
C. E. Wood, 202 Postal Tel., San Francisco
G. T. Sprake, 216 Higgins Bdg., Los Angeles

or our Middle West Representative
CHAS. O. JANSSEN
816 Chemical Bldg., St. Louis

Bridgewater Plow Corporation
BRIDGEWATER, VIRGINIA



No. 2 SUPERIOR Garden Plows can be readily raised or lowered to suit the operator and the draft altered to get the best results.

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E. W. EVENSON'S NEW ACCOUNTS

The friends of E. W. Evenson throughout the West and particularly the Northwest will be glad to know that very shortly he expects to be back in his old haunts as manufacturers' sales representative for such nationally known lines as the Rochester Can Co. and the toys of the Toytown Mfg. Co. of Minneapolis.

The full Rochester line of cans, pails and galvanized ware is well known to the trade, and fortified with the elegant new catalog, Mr. Evenson should be warmly greeted at all points.

Mr. Evenson has been for several months visiting his factories, making his headquarters at St. Paul, whence he has traveled throughout the manufacturing section of the country. He plans to bring his lines to the attention of the buyers in a general swing around the western circuit in the summer and early fall.

TEST OF A HEALTHY BUSINESS

"When I ask a customer about something he purchased of me and he says, 'All right,' I know I'm just marking time.

"But when he says, 'Fine!'—then I know I have made a friend for my store and a lasting customer!"

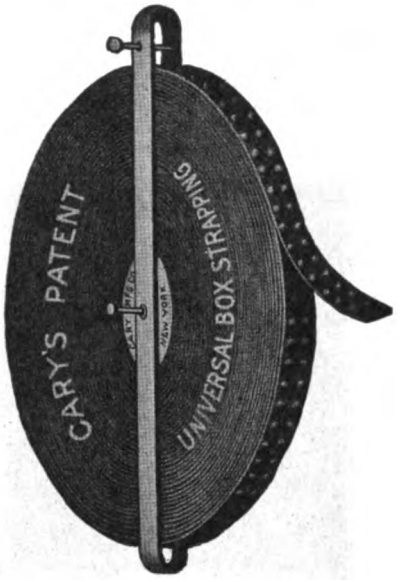
Mr. Merchant, what do your customers say?

"QUICK, SAFE" CAN OPENER



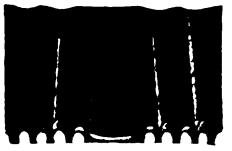
Quick, safe, sanitary — expresses in brief the chief characteristics of the "Quick, Safe Can Opener" which is being placed on the market by John E. Chumbley & Co., Nashville, Tenn., U. S. A. Nickel finished, It weighs about two pounds. Further explanation is unnecessary for the item's strong selling potentialities are clearly shown. Sells for $5.00 each in United States.

"UNIVERSAL" Box Strapping



"Known the World Over"

Cary's "Divergent" Saw Edge Joint Fasteners



Our new Saw Edge DIVERGENT Fastener with the flat web, is far superior to any fastener manufactured. It has a CONTINUOUS CUTTING EDGE as found on our other fasteners; the flat web is an added feature, which enables the user to center the fastener without loss of time or other annoyances experienced with other fasteners. All of our fasteners are being packed in tin containers of uniform height, which shows up well on stock shelves.

CARY MFG. CO.

BROOKLYN - - - NEW YORK

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GRIT AND SAND AS A STOCK IN TRADE

The rougher, the better for Wausau. Rough finish on their best product. No censor bans this "ruff stuff." Their "ruff stuff" admitted into the best regulated families. Worthy warriors of Wausau, Wisconsin, smooth off the world's rough edges.

If ever a manufacturer was open to opportunities for the services of a poet laureate, that one is the Wausau Abrasives Co. of Wisconsin, even in spite of the fact that their product—abrasives—are hard and unspiritual, seemingly unpoetic.



R. P. KUHLMANN

Salesmanager of the Wausau Abrasives Co., and in a manner thoroughly typical and representative of the energetic, four-square, enterprising spirit of the company. Mr. Kuhlmann is a veteran salesman, though comparatively new in the hardware and machine supply trade. Yet on his recent trip throughout the West he made firm friends for himself and his company at every point where abrasives are in demand.

Yet consider the possibilities: Here's a business consecrated to smooth down the world's rough edges, here's an industry with sand and grit at its very heart. In this age of the risque and unrefined, here's a perfection and ennobling of "ruff stuff." Here are men who go into the quarries of stone and into the pits in the rough places of earth to tame and subdue these sternest products of nature to be men's most delicate, finest, finished handmaidens.

Moreover, the Wausau Abrasives Co. has gone a long way in popularizing, refining, perfecting their full line of abrasives. They have suggested to the merchant methods for their sale and use, which makes "ruff stuff" more attractive to sell. They have given attention to the attractiveness of the pack, the finish of the product, the refinements and specialization in uses to which abrasives may be put. As a result, the trade is offered a full abrasive line, coupled with an adequate sales "line" to go with it.

The company is on the point of celebrating its twenty-fifth anniversary, for it was founded in 1898 by P. W. Sawyer, its president today, and the man responsible for the policy and conduct of the company. It has been Mr. Sawyer's energy, his leadership, his vision, and his ideas that have carried on and built up an industrial good-will more than sufficient to push aside all obstacles and threatened influences of restraint.

Mr. Sawyer was originally a New England man and the thoroughness, fairness, and thrifty enterprise that he gained from his early training and environment, he applied on his entry into the business world with the Union Sandpaper Co. For making sandpaper and abrasives is a specialized business, and Mr. Sawyer has been in the midst of it from the start. Before organizing his own company, he was also with Armour & Co. for a time.

Making good sand-paper and emery cloth is far more complicated and difficult than using them. From Rib Mountain, the highest point in the state of Wisconsin, and famed for its pure silica quartz deposit, the quartz boulders are split by dynamite and then hauled on sleds to the Wausau factory. There the quartz is successively cleaned, crushed under the ponderous rollers, accurately sized through silk bolting cloth, carefully and scientifically glued to the proper paper or cloth backing with the adhesive appropriate to the grit, then dried in hanging festoons, cut into sheets or rolled, counted, sorted and tied.

Sounds simple enough, but the skill, the experience, the care, and the quality of materials, equipment and workmanship are always a gauge of the resultant product.

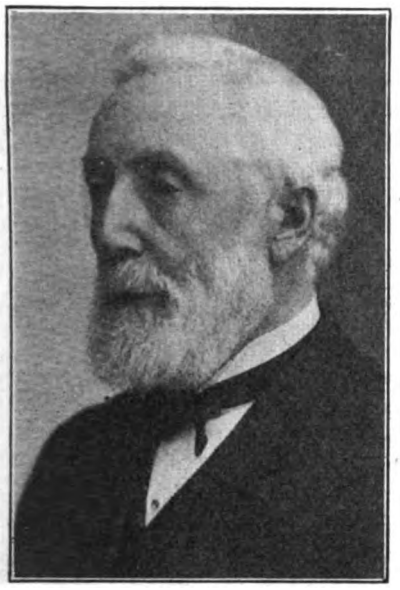
The company has issued a booklet for the use of the trade and the abrasive consumer, which goes thoroughly into the varied and proper uses of sandpaper, and in justice to the article we cannot attempt to abstract it or reproduce it. No merchant or salesman who handles sand-paper can consider himself thoroughly equipped until he has this article in his possession.

The Wausau Abrasives Co. is represented in the West by the Sprake Sales Co., with offices in Los Angeles, San Francisco, Portland and Denver.

A New Yorker recently startled the stock market. First he gave a big blow-out on his earnings, then he blew in all his money, and finally blew up. His name was Breeze.

A village girl eloped in her father's clothes. The next day the local paper came out with an account of the elopement, headed, "Flees in Father's Pants."

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PASSING OF A. M. HOLTER

A. M. Holter, one of the pioneers of the Northwest, and one of the most prominent merchants in Montana, passed away at his home at Helena recently, at the age of ninety years.

Mr. Holter was born in Norway, but came to America at the age of twenty-three, working for a time in Iowa, and later in St. Louis.

In 1860 he went to Colorado, and three years later he journeyed on to Montana, opening a mill near Virginia City, later one near Helena.

He has had much to do with the development throughout Montana, and his influence was always felt for good in everything that tended to develop and enrich his adopted state.

He was married in 1867 to Miss Mary Pluberg. On his return to Helena with his brother Martin, he opened a store. From this he branched out from time to time, until at the time of his death he was recognized as one of the leading merchants of the Northwest.

He was largely interested in mining, lumbering and banking, and was a member of the state legislature for several terms.

He is survived by Norman B. Holter and Aubrey M. Holter of Helena, Montana, J. Edward Holter of New York and Mrs. James Gray of Los Angeles.

His passing will be learned of with sincere regret by everyone who has been brought into business relations with the many interests with which he was connected.

The headquarters of the Holter Hardware Co. are at Helena, Montana, with a branch wholesale establishment at Spokane.

NEW GRAFF SALES CONNECTIONS

The Graff Sales Co. have recently contracted with two additional manufacturers in the machine tool and automobile accessory and supply line to handle their sales in the West. The new lines are those of the Stanley Skid Chain Co. of Boone, Iowa, adjustable luggage carriers and folding camp fire irons, and the reamer line of the Gale-Sawyer Co., Boston, Mass.

The Burlington Hardware Company at Burlington, Kansas, have increased their capital stock from $50,000 to $80,000.

The Weller Hardware Company is a new enterprise at Stevens Point, Wis.

LIBERTY LAMPS

Mill Type Spotlites
Tungsten
Nitrogen
Carbon

All Types
All Sizes
Guaranteed Quality
Prompt Delivery

A Profitable Source of Income

Clean, neatly labeled, and attractively boxed, LIBERTY LAMPS make a splendid showing on your shelves.



Christmas Tree Lamps
Automobile Lamps
Candelabra Lamps
Colorings
Frost-On

LIBERTY APPLIANCE CORPORATION, 249 E. 43d St., New York City

Providence
Union Hill
Danvers
Newark
Malden

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CENTERPIECE FOR YOUR NEXT WINDOW

One of the finest reproductions of an oil painting ever made, and one of the most creditable pieces of advertising matter yet issued is the new Ambassador picture put out by the International Silver Company, in the opinion of advertising specialists and of the company's trade customers who have received the picture.



So faithfully has artistic atmosphere and effect been preserved that it is hard to believe it other than an original. Printed on a rough heavy paper, whose resemblance to a woven fabric defies detection, the impression created of a genuine canvas in oil is so natural as to deceive all but closest scrutiny.

Aside from being an advertising novelty and a wonderful specimen of the engraver's art, there is unusual charm in its pictorial qualities. The impressive dignity of the scene, the stateliness of the lofty banquet hall, the appropriate background, the soft lights and quiet tones contrasted by vivid splashes of ceremonial color, and the noble, distinguished air of the ambassador himself—all combine and harmonize with rare effect.

These same characteristics of dignity, distinction, and good taste the International Silver Company have endeavored to express in the new Ambassador pattern.

This splendid picture makes a handsome centerpiece for a show window and will be sent to all dealers who request it, together with suitable advertising material connected directly with the beautiful oil painting. All requests for the picture and display matter should be made to the Sales Promotion Department, International Silver Company, Meriden, Connecticut.

INCREASING SALE FOR BISSELL CARPET SWEEPERS

Attention is directed to the announcement of the Bissell Carpet Sweeper. Their Christmas offer, which has never failed to interest their customers.

With an order for one dozen or more of their Cyco Ball Bearing Carpet Sweepers or Vacuum Sweepers, they furnish a Grand Rapids japan sweeper as payment for displaying and advertising their goods during the fall and holiday season. This sweeper has a retail value of from $5.50 to $6.00.

Their methods of cooperating with the trade in furnishing display cut-outs, illustrated in colors, will result in increased sales for every merchant who gives the least attention to the sale of sweepers.

Their extensive advertising campaign in the leading magazines is sure to direct customers to dealers handling their lines.

Since they began business over forty-five years ago, their prices have not been advanced as much as 100 per cent.

They were one of the few manufacturers who did not advance their prices from 100 per cent to 500 per cent during the war, and naturally since their prices did not advance it would be unreasonable to expect them to be lower. They have made an unusual record in this respect, endeavoring to put into effect certain economies which will give their customers the greatest value for the money possible.

Toy Sweepers for the Christmas Trade

In millions of homes where the carpet sweeper is used, even those homes having power cleaners, carpet sweepers are indispensable conveniences for everyday sweeping.

There are innumerable homes where electricity is not in use, and where vacuum sweepers with real suction power are necessary.

Toy sweepers have greatly increased in demand during the last few years and Bissell's new toy sweepers have given this demand extra stimulus because they are so attractive and sell at popular prices and yield good profits. Besides they add greatly to the interest in the sweeper and cleaner department, by their display value and by attracting the mother through her children's eyes.

The new toy Bissells are made with sturdy fibre board tops that permit unusually attractive decorative treatment or finish, insure uniformity of product and make possible the low prices put on them.

They will be glad to supply full display matter in colors of a very attractive nature and likewise to supply electrotypes necessary for illustrating their advertising.

B. S. MacQueen and B. H. George have formed a co-partnership to be known as the Bishop Hardware Co., at Bishop, Cal.

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WHO WOULDN'T BUY HOT WATER?

It's in supplying the simple, universal wants and needs of the world that fortunes have been made and great institutions built up. So for the retail merchant, volume, steady business and profit lie in selling the goods and commodities with universal appeal. If everyone might buy an article, the number of sales you make is only limited by your own efforts and enterprise.

If all the thinking people of the United States were asked "what modern household convenience brings the greatest comfort to the human race?" the vast majority of thinking people would say "hot water."

And it is a fact. Hot water is absolutely essential in our daily well being. If you were to ask how many uses there are for hot water in a household, most people would think it a simple question and would say off-hand that there are about 10 or 12 uses. As a matter of fact, it is impossible to enumerate the number of human needs there are for hot water.

It was to fill this need that the Majestic Electric Development Co., successful producers of the Majestic electric heater, have brought on the market the Majestic electric instantaneous water heater. A small and compact contrivance, it can be fastened to any water faucet without the use of tools. The electric connection is made by inserting the plug into any 110-120 volt electric outlet. Thus the heater operates on any electric light current from any socket.

For Everything But the Tub

The Majestic water heater is not intended to take the place of the large water heating plants of buildings, but it is intended to supply hot water in limited quantities, sufficient for every human need except the family washing or bath.

Instantly, at any hour of the day or night. The water is heated as it comes from the faucet. As to expense, if this latest of all electric conveniences is allowed to run steadily for one hour, it only consumes 660 watts, 2-3 of a kilowatt, the basis upon which charge for electric current is made.

The temperature of the water heated is controlled by the force of the flow of the water from the faucet. The greater the flow, the cooler the water; the lighter the flow, the hotter the water.

The heater may be easily moved from faucet to faucet. An automatic safety switch breaks the current when the water is turned off, so there is no possibility of wasted current, burned-out coils or fire.

Made by a Solid Organization

Parentage and home environment are just as sure a test for industrial youngsters and the offspring of the inventive brain as for any other children. On this basis, the Majestic water heater should grow to be a super-man.

The Majestic Electric Development Co. is a western institution that has grown to national size and scope, straddling the continent with plants and offices at Philadelphia, St. Louis and San Francisco. The Company perfected the Majestic electric room heater several years ago and they now hold patent rights and royalties from every other manufacturer of this type of heaters.

It has been the Company's consistent policy to experiment fully and perfect a device before putting it on the market, and the new water heater is thus announced with a reputation, a sound organization and a critical period of development behind it.

With practically no limits to the popular demand that may be developed for a sound, economical, fool-proof electric water heater, this new commodity offers a most tempting opportunity for the merchant who will feature it and introduce it in his community.



ANNUAL SALESMEN'S CONFERENCE

During the month of July, Russell & Erwin Manufacturing Company had an annual salesmen's conference at New Britain, when the reports were received from their various offices and representatives in all sections of the country.

An optimistic feeling prevailed and the various representatives returned to their respective fields much enthused and rerfeshed. We are glad to be able to show a snapshot of the Russell & Erwin rustlers who are planning for a busy season.

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Plumbing and Heating

CONDITIONS NEVER WARRANT AN UNDER SUPPLY

Editor Hardware and Plumbing World:

From a jobber's or retailer's standpoint we must first realize that it is utterly impossible for them to make a profit unless they are able to deliver the articles sold. This forces the jobber and the dealer to carry a reasonable stock of standard goods or articles always on hand. Conditions never warrant an under-supply.

One of the surest ways for a jobber or dealer to lose his business connections or his trade is inability to promptly take care of orders or demands made upon them, and a reasonable stock on a declining market will never lose any concern much in value, whether in prestige or dollars, as inability to take care of the demands of their trade.

No one dislikes to have part of their order back-ordered. The consumer does not like nor will he stand for or continue trading with a concern that is out of a part of the articles that he wishes to purchase. With this well understood, the merchant realizes that it is up to him at all times to have a reasonable stock of seasonable and standard articles regardless of market conditions.

The next question is how can this be done. Is it possible to buy from hand to mouth and satisfy the consumer or the dealer? The writer does not believe that it is possible to do this. He also believes that ability to deliver will frequently enable the dealer to get a premium or get a profit even if the replacement of the stock can be made at a much lower price. All of us realize that we have been going through hard times and that the business depression has affected every industry and that a percentage of the trade are very pessimistic.

Don't Forget We Live in the United States

On the other hand, there are a large number of wide-awake up-to-the-minute merchants both in wholesale and retail business who realize that this is the United States of America; that there is no country or people like them. They are people who make demands, make the materials to fill the demands, make the money to pay for their food, clothing and their pleasures and that even manufacturers of chewing gum have been known to amass great fortunes.

The writer fully believes that we have seen the worst of the depression. That business cannot help but improve and that demands will be a little harder to take care of and that the jobber and the dealer will both save in buying anything in seasonable and standard articles that have taken the decline in price that brings them somewhere approaching 1914 level.

It is true that there are some items that are not as low as they should be, but a large part of the supplies required by families are being marketed at reasonable prices now. If this is true there is nothing but trouble to follow hand to mouth buying and that a more liberal policy should be pursued. The clerical work necessary to buy a thousand dollars worth of supplies is just as great as to buy ten thousand dollars worth of the same supplies.

In our own line which we perhaps are as well qualified to speak of as any manufacturer, we find that our brass is approaching as low a level as in 1914, 1915 or 1916—that while steel is a trifle higher, it is not enough to make much difference. Our labor is a little higher, but more efficient, and our facilities are greatly improved. This has enabled us to practically put 1914 prices in effect on our line. This we did last December, which then resulted greatly to the advantage of our jobbers and dealers and of course resulted in a heavy loss for us, but we preferred to take the loss at that time than have it spread along through 1921.

The writer thinks that the above gives you the opinion of our company covering the question contained in yours of the 25th, and as we are in close touch with over 3000 jobbers we feel sure that we have expressed the opinion of the jobbers.

Thanking you for calling our attention to the matter, we are,

Very respectfully yours,

CLAYTON & LAMBERT MFG. CO.,

Detroit. John E. Lambert, Sec.

Did you ever hear of the crosseyed wife who told her bowlegged husband to go straight home?

Oh Flight, where is thy sting?

The fellow who works by the clock never earns the price of a watch.

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Accurate Basis for Turnover

(By W. W. Cooley)

In a recent issue we published an article on the general subject of turnover, in which figures were given to show that, with the same capital, double the turnover and half the mark-up would produce nearly twice the net profit at the end of the year. Western Educational Director W. W. Cooley, of the Burroughs Adding Machine Co., shows his general interest in and knowledge of the subject by setting us right and pointing out an inaccuracy in the previous figures.—Ed.

YOUR article in the June issue, "More Profit Earned by Increased Turnovers," has many good points, but there is one feature that is apt to prove misleading. In the figures used, you show the investment as $10,000, and after a 40 per cent mark-up you show the value at $14,000.

The merchant who bases his mark-up on cost of goods is apt to find himself a loser.

I would quote from "Figuring Profits":

"If a merchant sells goods for $50,000 that have cost him $30,000, his mark-up is $20,000. If his expenses are $10,000, he has left a profit of $10,000.

"Now, just a word about these figures as expressed in percentage. They can be stated in either of two ways, both of which are correct. If we use the cost of goods, $30,000, as the basis, our mark-up of $20,000 is 66 2-3 per cent, our expense of $10,000 is 33 1-3 per cent, and our profit of $10,000 is also 33 1-3 per cent. If we use total sale of goods, $50,000, as the basis, our mark-up of $20,000 is 40 per cent, our expense of $10,000 is 20 per cent and our profit of $10,000 is 20 per cent.

"While either of these sets of percentage is correct, it would be wrong to mix the two. For, if a merchant should figure on a basis of his past year's sales that his cost of doing business was 20 per cent and his profit was 20 per cent, making 40 per cent mark-up and should then invest $30,000 in new goods and mark them only 40 per cent of $30,000, which is $12,000, he would find at the end of the year that after paying expenses of $10,000 he would only have $2,000 profits instead of the expected $10,000. Forty per cent mark-up based on the selling price of $50,000 equals 66 2-3 per cent, based on the cost of $30,000.

Don't Confuse Bases

"Undoubtedly some retailers have erred in marking up goods because of a confusion of the two bases on which percentage may be figured, but it is not likely that there are many today who would make such a mistake. The problem is not how much to mark-up goods, but how to squeeze out a respectable profit between the cost, which is fixed by the maker or the jobber, and the selling price, which is fixed by competition. And that we must admit is some sizable problem in these days of sharp competition."

From the above you will see the necessity of basing the mark-up on the selling price. If we wish a 40 per cent mark-up on sales, we must figure 66 2-3 per cent on costs. Hence the $10,000 investment would realize $16,666.66, a gross profit of $6,666.66, which is 40 per cent of the sales.

Whereas, with a $10,000 investment and a 20 per cent mark-up, the values of sales would be $12,500; gross profit $2,500 or 20 per cent of the sales.

Relative Value of Turnover Easily Seen

Investing $10,000: Mark-up, 40 per cent; gross profit, $6,666.66.

Two turnovers under these conditions would yield $13,333.33 gross profit.

The same amount invested with a 20 per cent mark-up would yield $2,500 gross, but if by the reduced advance in cost, good advertising or efficient salesmanship the sales could be speeded up to eight turnovers, the gross profit would be $20,000, with the lesser investment. Six turnovers would yield $15,000.

Therefore, in a proportionate manner profits increase with the turnover.

Turnover saves interest on investment, it saves tying up the capital on "sleeping goods" that are in reality "leftovers." It reduces the volume of stock carried, which affords an opportunity for a closer inventory, physical or otherwise.

NOTE—Any merchant desiring a copy of "Figuring Profits," can secure the same without cost, by sending a request to this office.

HOW TO KILL YOUR BUSINESS

Make up your mind that it is the meanest business on earth and explain this to everybody you meet.

Do just as little as you can day by day, let the dust collect, litter accumulate, bills stack up, and accounts go uncollected.

Go around the shop in dirty clothes, smoking a pipe or cigar and encourage the help to do the same.

Read a newspaper or stand and talk with a friend while customers wait.

Never try to please a dissatisfied customer. Give him to understand that what is done is done, and there is no use talking about it.

Don't advertise; and if you do, go to it in spasmodic gasps.

Buy everything of everybody who comes in to sell to you, especially if their proposition includes loading you up with more goods than you can get rid of in a year.

Carefully avoid anything in the way of original business promotion. Be a follower and not a leader.

Cry hard times, high prices, the lack of public spirit on the part of the town's citizens, and the meanness of people in general.

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ONE WAY OF SOLVING A LIVE LEGAL CONTRACT PROBLEM

(Copyright by Elton J. Buckley)

A large manufacturer writes me from the West to know what he shall do in a situation like this. He sells his goods to the trade through salesmen. His salesmen are like the general run of salesmen, good earnest fellows, usually honest, but above all, anxious to make sales. The orders which the salesmen obtain are supposed to contain the whole contract, and are signed at the bottom by the buyer. A part of the printed matter is this sentence: "No verbal agreements inconsistent with this contract shall be recognized by either party."

This manufacturer writes that his salesmen, in their anxiety to make sales, make representations or promises, or alterations of the written order, sometimes one, sometimes another, sometimes all. Subsequently, when the goods are delivered, these things come up, and it does no good to point to the wording of the order blank, "Verbal agreements, etc., will not be recognized." The buyer can't understand how he can be bowled out on any such pretext; those things were said to him by the salesman, and he simply cannot comprehend why he should not bring them up and stand on them now.

And he does bring them up and stand on them very vociferously. The result is a business snarl, through which customers may be lost. The manufacturer asks me to tell him what he can do to prevent those snarls from arising. I may say that his story is the story of practically everybody who sells goods through salesmen. It is a very rare man indeed who, in working for an order, refrains from making statements which, without the slightest conscious fraud, would scarcely square with the written order.

Well, from a practical standpoint here are several suggestions: He can call in his salesmen and sell his goods by mail; or he can penalize his salesmen every time they get him in a snarl like this. Naturally he will do neither of these things, though I have known manufacturers who have, and that, too, to escape the precise difficulty which we are discussing now.

Legally this manufacturer has probably done all that anybody can do. When he puts in his printed order blank a clause that verbal agreements and understandings inconsistent with the writing will not be recognized, he has put the buyer where, if the issue arises, it will be impossible for him to use the verbal understanding in any way. Any court, after reading the clause excluding verbal understandings, would confine a buyer to the terms of the printed paper. So that any seller who uses such a clause is safe, provided the matter gets into the court.

Naturally, nobody wants to go to court with his customers, and therefore the fact that he may be safe when he gets to court is not enough. The remedy must begin before that. It must enable him to win the dispute, not the suit. Is there anything that will accomplish that result? There is nothing that will certainly accomplish it in every case, though a suggestion which I made about a year ago to a client who was plagued in the same way, has worked out very well. It lies simply in rubbing in the clause, "No verbal agreements, etc., will be recognized."

When a salesman sends in an order to the client referred to, it is on the usual order blank, which excludes verbal understandings. In this client's establishment an order is invariably acknowledged. Instead of acknowledging it in the usual stereotyped manner, "Your order of the —— received and will have our very best attention," etc., etc., this client uses the following form:

> Your order of.....is received and is accepted solely upon the express condition that no verbal promise or representation was made you concerning it by anybody representing this house which is not embodied in the written order.
>
> SMITH MANUFACTURING CO.,

Now this adds nothing to the sellers' legal position if there is a clause excluding verbal understandings already in the order; it merely ties the buyer up twice instead of once. I will defy any buyer who receives this acknowledgement and remains silent, to get anywhere with a verbal condition. And with this additional check upon him, it is usually easy to convince him of that fact and so win the dispute without litigation.

SUGGEST THREE MONTHS' SUPPLY

Editor Hardware and Plumbing World:

Knowing trade and business conditions as we do, if we were in the retail plumbing business we would not hesitate to buy for all our needs for a period of 90 days. We would not speculate on the market, but would not hesitate to buy well in advance of our present needs.

Trusting this will give you the desired information, we are

Yours truly,

AMERICAN PLUMBING & STEAM SUP. CO.,

Tacoma. J. W. Horejs.

PLUMBING JOBBER BUYS ONLY FOR IMMEDIATE DEMAND

Editor Hardware and Plumbing World:

If we were in the retail plumbing business, our buying policy would be to buy nothing over and above our immediate demands.

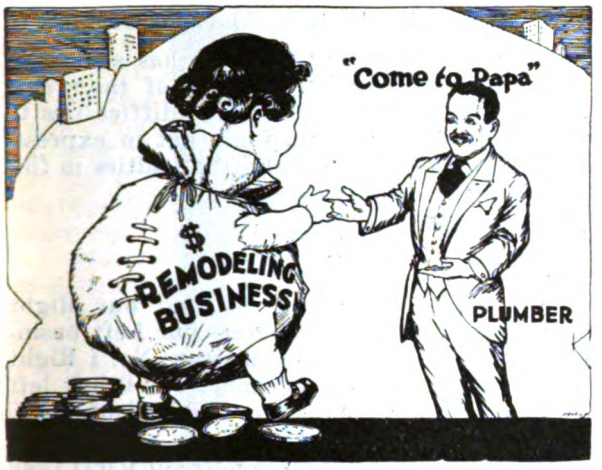
We believe that prices on practically everything in the plumbing and steam lines are too high and feel sure that we will see very marked reductions within a short time.

Yours truly,

PACIFIC PIPE & SUPPLY CO.,

Los Angeles. H. M. Haldeman, Pres.

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Any enterprising plumber can always "dig up" remodeling business in the plumbing line.

In a number of towns and cities, of which we have knowledge, many of the WORLD subscribers are telling us of the business which they are developing by making a house to house canvass, showing the owners, especially the women folk, the advantages of having their plumbing equipment sanitary and up-to-date.

There is no town too small, there is no city too large, to develop this business.

True greatness is to have learned directly from life its lesson of good and evil, and to have come through it all with laughter, a hard head, and a soft heart.

Dependable Service Quality Goods

We are exclusive agents for

Homestead Quarter-Turn Blow-Off Valves
Witt Pump Governors and Regulating Valves

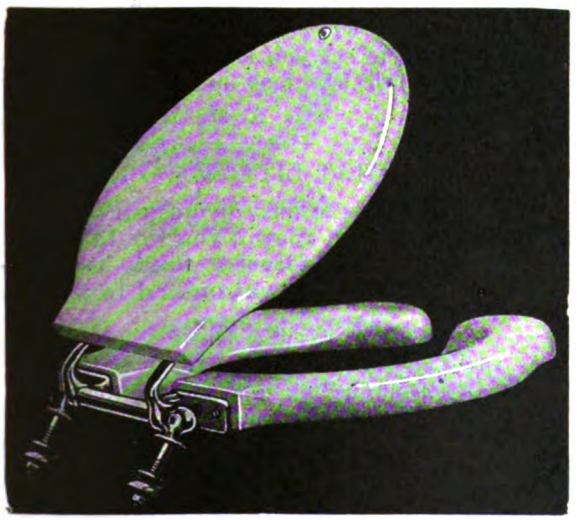
Durable
- Valve Discs
- Rod Packing
- Sheet Packing
- Union Gaskets
- Gauge Glasses

Distributors of
Wm. Powell Valves and Specialties

The M. L. Kline Co.

Wholesalers
PLUMBING, HEATING AND STEAM SUPPLIES
84-86-87-89 Front Street, Portland, Ore.

Church Seats



Open Front and Back

Permanently White

A Closet Seat, to be satisfactory, should not only be WHITE when NEW, but should REMAIN WHITE year after year.

Church Closet Seats have earned this reputation for continuous satisfactory service.

Leading architects, sanitary engineers and plumbing contractors specify and install Church Seats with the assurance they will always make good.

Write for Latest Catalog

C. F. Church Mfg. Co.

Makers of High Grade Bath Room Supplies

Holyoke, Mass.

New York **San Francisco** **Chicago**

These goods can be obtained from the leading jobbing houses in the West. Insist on them. If you cannot get them, address for information W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by all the leading jobbing and supply houses.

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COMPLETE ASSORTMENT CONSISTENT WITH MINIMUM STOCK

Editor Hardware and Plumbing World:

If we were in the retail business we do not see why we would wish to change our policy from that which we have adopted in the wholesale of endeavoring to keep a complete assortment of goods consistent with a minimum stock. There is nothing to indicate in this business that prices will advance in the near future and we deem it advisable to order as conservatively as possible, but to use every endeavor to keep our assortment intact, so that we will not lose business by being short of stock.

It would seem to us that the retail merchant who allows his assortment to be broken is liable to lose his customers to the man who keeps up his assortment. Would it not be a good time to help nationalize the slogan—

"Buy Something from Somebody. Start Today"

If this were lived up to the buying movement would be given a wonderful impetus, from which all would benefit.

"It is not the public that has quit spending so much as it is business that has quit selling."

Yours very truly,

HOLBROOK, MERRILL & STETSON,
San Francisco. H. Morris, Pres.

IDEAS WORTHLESS UNLESS PUSHED

Ideas are the raw material of progress. Everything first takes shape in the form of an idea. But an idea by itself is worth nothing. An idea, like a machine, must have power applied to it before it can accomplish anything. The men who have won fame and fortune through having an idea are those who devoted every ounce of their strength and every dollar they could muster to putting it into operation. Ford had a big idea, but he had to sweat and suffer and sacrifice in order to make it work. So had Edison. So had Rockefeller. So had Schwab. So had Woolworth. So had Frick. So had Bush. So had Harriman. So had Hill. So had Carnegie. So had Sears. So had the original Armour and the original Swift. So had Pullman. So had Jackling. So had Singer. So had McCormick. So had Goodyear.

Hatching an idea is only the beginning of the battle. The foundation for nearly every conspicuous American achievement, organization or institution was laid by the sweat and sacrifice and unconquerable perseverance of some man possessed by an idea he was willing to give his life for, if necessary. Don't make the mistake of imagining that an idea, no matter how good, can win its way in the world unless you have grit enough, backbone enough and enthusiasm enough to get behind it and push it with all your might. Success may seem to have come easily to others. As a matter of fact, success rarely is easily attained.

YOU MAY BE RIGHT ALTHOUGH LEFT

One of our good subscribers has sent us a copy of a letter written to one of their customers, which shows some of the difficulties to which plumbers are sometimes put in expressing themselves, as well as the difficulties in filling orders when stock are low:

R. L. Enwright,
Left Bank, Mo.

Dear Sir:

We regret to advise you that our Right Basin-cocks are No. 0, whereas our Left basin-cocks are No. 1. We have no more No. 1 Right left; neither have we any more No. 0 left left right now, but we expect a shipment of No. 0 Left right soon.

We should by right have more No. 0 left than No. 0 Right left, for the reason that we sell more Right than we do Left; hence we cannot understand why we have so many Right left. Perhaps we delivered all of our Left left on an order for Right.

You are right in wanting Left, and we are left for not having Left left. We trust, however, that we will have Left left the next time that you have occasion to write an order for Left. In the meantime don't forget that we have a right-good stock of No. 1 Left left, also a quantity of No. 0 Right left.

That you may have the right understanding of Mr. Wright's quick move to the left while you were talking to him, will state that he was rushing to answer the right telephone on the left and supply the right information before the customer left the phone.

If there is the slightest doubt left in your mind as to what stock we have left, kindly write to the writer, and we will make a right fair effort to set you right.

Yours for Right as long as we are left.

A. M. BIGUOUS & CO.

THAT LITTLE WORD IF

If you were busy being kind,
Before you knew it you would find
You'd soon forget to think 'twas true
That someone was unkind to you.

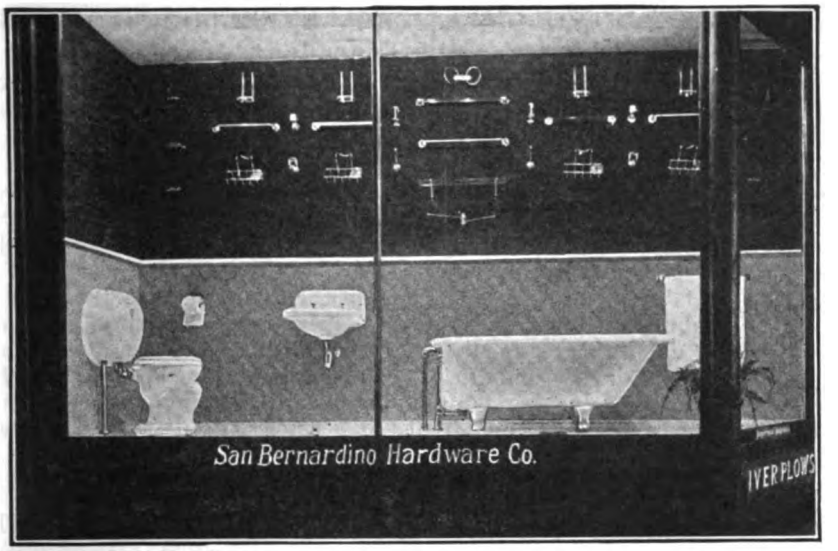
If you were busy being glad,
And cheering people who are sad,
Although your heart might ache a bit,
You'd soon forget to notice it.

If you were busy being true
To what you knew you ought to do,
You'd be so busy you'd forget
The blunders of the folks you've met.

If you were busy being right,
You'd find yourself too busy, quite,
To criticise your neighbor long
Because he's busy being wrong.

—Rebecca B. Foresman.

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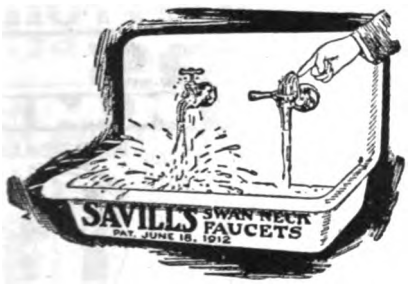
This window display by the San Bernardino Hardware Co. is typical of thousands of the "WORLD" readers, especially in the interior towns and cities, where the hardware and plumbing business is so closely allied.

The San Bernardino Hardware Co. give particular attention to their plumbing department, as do many other of our readers. They are one of the most progressive institutions in the West, and business with them is "always good."

Nothing lends itself better to window displays than plumbing supplies and fixtures.

The McMahon Plumbing Co., 723 Pine St., Seattle, have been awarded the contract for both plumbing and heating in the fire alarm station at Fremont, the amount of the bid being $90,700.

The Lebanon Heating & Plumbing Co., Lebanon, Ore., have been awarded the contract for the plumbing in the new school building, which is being erected, the amount of the contract being $6,200.



Sold by Jobbers of Plumbing Supplies Everywhere

OVER 1200 PHILADELPHIA PLUMBERS
ARE USING AND SPECIFYING
SAVILL'S SWAN-NECK FAUCET
Full-stream flow in a fraction of a minute.
Gentle half-turn either way operates.
Protective Stop on handle. Saves pinching.
Best red brass, 85% copper. Saves replacing.
Long nozzle-outlet. Saves splashing.
THOMAS SAVILL'S SONS, Wallace and Watts Sts., Philadelphia, Pa.
Send postal card for catalogue showing 23 styles.



No. 10 Steel ¼" to 4"

Plates that Please
ORDER NOW
and be ready with a stock
Increasing Demand for "B & C" Styles
Catalog on request
THE BEATON & CORBIN MFG. CO.
Largest and Oldest Plate Company in the World
Pacific Coast Representative
W. ERWIN GILCHRIST
681 Market St.
San Francisco, Cal.
SEE OUR CATALOGUE IN SWEET'S

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BUYING THREE TO SIX MONTHS IN ADVANCE

Editor Hardware and Plumbing World:

Jobbers and retail merchants should purchase enough material during the next six months to last them for at least one to two months. At the present time practically all of the trade are buying only from hand to mouth, which not only increases the work of all concerned, but also creates unnecessary cartage charges.

If we were in the jobbing or the retailing business today, we would not hesitate to place our orders for a one month or two month's supply. Even at the present time we, as manufacturers, are anticipating our requirements from three to six months in advance.

Yours very truly,

OTTO BERNZ CO.,

Newark. J. M. Imfeld.

NORMAL BUYING WILL STIMULATE BUSINESS

Editor Hardware and Plumbing World:

The three great commodities outside of iron and steel—namely, copper, cotton and rubber—have no doubt reached the bottom. And iron and steel are very near the bottom, if not actually there, though it seems to the writer that anyone buying in a reasonable way cannot possibly go wrong now.

If every merchant would follow this policy it would soon stimulate business enough to start all factories producing, and good business would be here again.

Very truly yours,

M. W. WUESTHOFF.

"H-R-H" A WATER SOFTENER

Although HRH, product of the Absorene Mfg. Co. of St. Louis, Mo., has been popular with the trade for some time as a paint cleaner, only recently has the extent of its possibilities been realized even by its friends.

The formula which through mild chemical action dissolves greasy dirt and thus cleans paint and silver, also dissolves minerals which make water hard. Thus your customers can have for their laundry work, for the bath, and for water wherever it is used for a cleaning, a soft water exactly like the rain water that was formerly collected in cisterns and barrels.

Two tablespoons of HRH to a half tub of water dissolves all scum and enables the soap to lather heavily. Just let your Monday morning customers know these things and watch the HRH disappear.

In Absorene the same company has a wall paper cleaner which ties up with the national clean-up and paint-up campaign. It is the contention of the company that cleaning up comes before painting-up and with HRH and Absorene they are prepared to supply the trade with the clean-up end of the campaign.

Chester A. Kidder has opened a plumbing shop at 207 Rosella Ave., Watts, Cal.

C. A. Paxman has opened a branch store at Lomita, Cal., which will be operated in conjunction with his Torrance store.

EXPECT INCREASE IN PRICE

Editor Hardware and Plumbing World:

I believe that within the next two or three weeks we shall all see the lowest prices that are likely to prevail for some time to come in all articles made of steel or brass. We believe the present prices are very near to bottom, but that by the 20th of August or thereabouts both of these metals, steel and brass, will have reached their low point; therefore, all produce made from them will necessarily be at its lowest price not only due to cheaper raw material and reduced labor costs, but on account of the very reduced amount of buying. With the increasing demand for goods, prices will increase slightly.

THE BEATON & CADWELL MFG. CO.,

New Britain. Wm. H. Cadwell, Pres.

NEW LAUN-DRY-ETTE FOLDER

A new Laun-Dry-Ette folder has been prepared by the advertising department of the Laundryette Manufacturing Company, Cleveland, and is now being supplied to their dealers.

The folder is entitled "The Laun-Dry-Ette Way on Washday," and is printed very attractively in blue and white. The folder was brought out to show the advantages of the Laun-Dry-Ette way of washing over the old-fashioned way. As the folder describes, it is never necessary to put hands in the water. No buttons can be torn off, because there is no wringer on this unusual machine. Instead the clothes are whirled wringer-dry in one minute.



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PRICES CANNOT DECLINE UNTIL NEXT SPRING

Editor Hardware and Plumbing World:

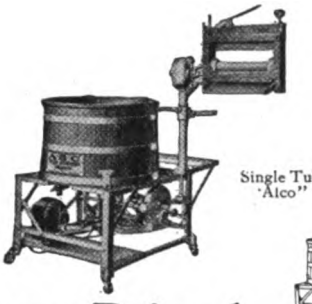
If we were jobbers or retail merchants, our buying policy for the next six months would be: We would carry a fair stock of goods, as prices cannot decline any further until next spring. It is impossible for the manufacturer to reduce the cost any more, as rents and living conditions are such that the employes must have a fair salary to get along, and there is nothing that we can see which would bring down the cost of living during the winter months.

Yours truly,
THE TURNER BRASS WORKS,
W. F. Pagel, Pres.

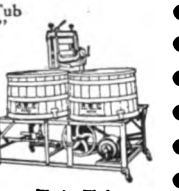
NEED MORE CEMETERIES

In returning his agricultural statistics to the Census Bureau a farmer omitted facts about crops altogether. The bureau again asked him for some information concerning his crops. He replied as follows:

"The population near and about my farm has a tendency to relieve the owner from the labor of gathering his own crops. This altruistic impulse is so predominant that I have refrained from planting anything for the last twenty years. Am just now turning about forty acres into cemetery and hope to fill it soon."



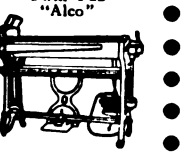
Single Tub "Alco"



Twin Tub "Alco"

Low Priced Easy to Sell!

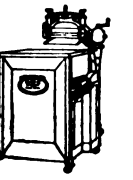
A B C "Alco" Electric Washers, with peg or disc dollies, 1¼-inch tube, ¼ h. p. motors, quiet underneath drive, are low-priced, fast sellers. Exceptionally liberal discounts. 13th year on market. Will drive A B C Electric Ironers, saving consumer $32 on extra motor. Live sales assistance given. Write.



A B C Electric Ironer

ALTORFER BROS. CO., *Peoria, Ill.*
New York San Francisco Brantford, Ont.

A B C
Electric Laundress
WASHES WRINGS IRONS



A B C Super Electric

Garden Hose Valves
OF
Recognized Quality

Which command repeat orders for you



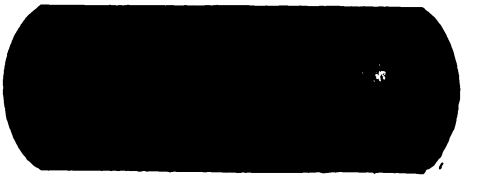
Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., *Erie, Pa.*

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.

SCAIFE "Copper-Brazed"
TANKS

For Air, Gas and Liquids



Pneumatic and Storage Tanks
Range Boilers, Riveted or Welded

SEND FOR CATALOGUES

WM. B. SCAIFE AND SONS CO.
PITTSBURGH, PA.
38 South Dearborn St. Chicago, Ill.

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PROSPECTS UNUSUALLY BRIGHT IN PACIFIC NORTHWEST

Editor Hardware and Plumbing World:

Speaking for the Peerless Pacific Company, I feel that the prospects for business during the balance of this year and also for next year are unusually bright.

I can make this statement without reservation and with a full knowledge that we and our neighbors who are living in this prosperous country today and are producing where possibly a year ago we were willing to let general prosperity take charge of our business.

The results of the harder work and closer application and perhaps slimmer margin of profits can be seen from the numerous enterprises which are now going ahead with confidence which a few months ago was not to be had.

Yours very truly,
THE PEERLESS PACIFIC CO.,
W. S. Babson, Pres.

A LOGICAL TROUBLE

"I am sorry your husband was taken sick just as he was working so hard for our prohibition campaign. What seems to be the trouble?"

"The doctor says he has water on the brain."

YOO-BET-EYE-KAN-TRIBE

In these days, when work is again becoming popular and when he who would live must also be alive, many organizations are coming into being to promote business, booster clubs, business development leagues, co-operative campaigns, and now comes E. C. Atkins & Co. with the "Yoo-Bet-Eye-Kan-Tribe."

The insignia and coat of arms of the new race, and all we hear goes to prove it is a good fast race. T. A. Carroll, worthy member of the E. C. Atkins silver-steel circle at Indianapolis, has the distinction of being the "George Washington" of the Yoo-Bet-Eye-Kan-Tribe.

Any salesman who cannot sell and who is discouraged and who thinks business is bad and that just about the last picture has been painted with a resulting overabundance of twisted and dried tubes is eligible for membership in the Yoo-Bet-Eye-Kan-Tribe. If you are one of those, apply immediately to the Chief Eye-Kan at Indianapolis and if, on the other hand, you have already made your action in the last six months conform to the apparent purposes of the club, join anyway to help the good work along and convince yourself that you are true to such a title.

F. E. Jordan of the Standard Plumbing Co., Taft, Cal., is erecting a new building and improving the appearance of his store and shop.

A CREED WORTH WHILE

I believe that in spite of the fact that I may think myself strong and independent, that sooner or later I am sure to need friends. The time to make them is NOW—as I go along.

I believe in Success, but only that Success which is founded on character, justice to all, and morality.

I believe that my vocation is a worthy and dignified one, and as such, that it is my duty to do my best.

I believe that I have an obligation to myself, to my family, and to society to progress rather than to stand still. To do this, I must increase my efficiency, my sympathy with humanity, and my opportunities to serve my fellowman.

I believe that I have a right to a reasonable return and a fair profit on my goods, my efforts, and my service—provided what I sell to others is of value and benefit to them.

I believe in calm and fair judgments, and in not jumping at hasty conclusions which may work a hardship upon others.

I believe in giving the fellow below me a helping hand in order to pull him up, for his faults and needs may be no greater than my own, although perhaps of a different kind.

I believe in a community of interests—in that kind of public-spirited citizenship where team work and co-operation make for safe, sane and sound conditions.

I believe in such self-protection as high purposes, honest methods, sound finance, and adequate insurance will afford.

I believe in a fair proportion of work and of play; in helpful contracts with the people about me; and in sufficient social pleasures to enable me to know and to appreciate my friends and neighbors.

I believe in honest work; in being a producer; and in encouraging others to achieve their best.

I believe in the Golden Rule; in the Brotherhood of Man; and in the Fatherhood of an All-Wise and beneficient Over-Ruling Providence.



Don't buy another torch without the baffle in the burner tube.
TURNER PATENT

Perfect Blow Torches

The Turner New Line Blow Torches

operate perfectly on either gasoline or kerosene, and they stay generated. THE BAFFLE DOES IT.

The adjusting needle is separate from the shut-off. No more trouble from enlarged fuel opening or corrosion.

Air and fuel are correctly proportioned automatically by the flared tube.

These and other improved features give you BLOW TORCH SATISFACTION.

Prices no higher than for ordinary torches.

The Turner Brass Works
Sycamore, Illinois, U. S. A.
Fifty Years of Manufacturing Experience

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No. 208 Torch
List Price, Each $17.00. Ask for Discount.

Your Time Is Money
You Can Save It

By using the No. 208 C. &. L. Double Needle Torch, which produces from 200° to 300° more heat than any other Torch. The burner will outlast two ordinary burners and give quicker and better service. Burns either gasoline or kerosene by changing the jet block. Insist on having the BEST—the No. 208 Torch. Jobbers supply at factory price. Send for catalog.

CLAYTON & LAMBERT MFG. CO.
10611 Knodell Ave., Detroit, Mich., U. S. A.

GENUINE

ARMSTRONG STOCKS and DIES



PIPE CUTTERS

Malleable Iron Pipe Vises

MANUFACTURED BY

THE ARMSTRONG MFG. CO.
276 Knowlton St.
BRIDGEPORT, CONN.
New York Office: 248 Canal St.



Nye the Die Man

A Razor at a Colored Picnic

And a pipe die in a plumbing shop have to be good steel—or GOOD NIGHT.

When another fellow is after your girl—
Or another plumber after your business—

STEP LIVELY

Have a tool you can depend upon.

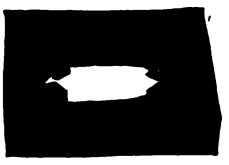
Lord help the colored gentleman with a cheap razor in a fight or a plumber with cheap pipe threading tools.

THE NYE DIE

is made of the finest tool steel that money can buy and with its other exclusive and patented features, it will reduce the cost of pipe threading in any shop where it is used.

Sent on absolute free trial to any dealer.

For sale by all leading jobbers.



Nye Solid Die

HARRY G. NYE
The Nye Tool & Machine Works
108-128 No. Jefferson St.
Chicago, Ill.



Nye Armstrong Die

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COMBINING BUSINESS WITH PLEASURE

E. T. Clark and S. F. Magill of Kansas City, recently planned an auto trip to the Pacific Coast and return, but before doing so, made arrangements with the Coleman Lamp Co., Wichita, Kansas, to have their car painted up with Quick-lite advertising and to sell Coleman products along the route.

They report that the Coleman products have been received with such favor that they have been really doing more business than having pleasure, but at the same time they have gotten a great deal of pleasure out of their business.

This simply shows what may be done by any business man, who will place before the buyers products of such meritorious value.



GREENFIELD TAP AND DIE ISSUES SMALL TOOL CATALOG

The GTD Corporation, Greenfield, Mass., is now distributing a new and most comprehensive catalog describing the small tools and pipe tools which comprise the greater part of their product.

From the frontispiece depicting the plants of this largest manufacturer of small tools in the world, to the seventy or more pages of tables and useful information at the back of the book, this catalog contains a great deal that is of interest to the user and designer of tools and machinery. Some of the tables are new and especially instructive.

The tools described include screw plates, taps, dies, drills, reamers, milling cutters, bits, arbors, countersinks, hobs, tap and drill kits, mandrels, sleeves, sockets, stocks, tap wrenches, pipe vises and pipe wrenches.

A copy of this book will be sent to any address, providing the name of this publication is mentioned.

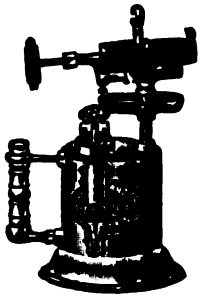


No. 208 Torch
List Price
Each $17.00
Ask for
Discount

More Heat is Produced

By the No. 208 C. & L. Double Needle Torch and less fuel is consumed than with any other make. The burner has wonderful generating power. Can be used indoors or outside in the wind. Both needles are BLUNT, which prevents enlarging the orifice, which is the cause of over sixty per cent of burner trouble. The upper needle cleans — lower needle regulates. Your customers can do more and better work. Jobbers supply at factory price. Ask for catalog describing this Torch and other tools.

Clayton & Lambert Mfg. Co.
10611 Knodell Ave.
Detroit, Mich., U. S. A.



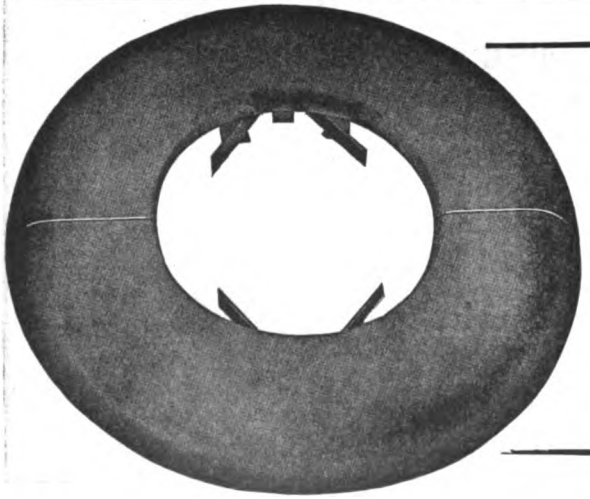
Covered by several patents.
No. 65 Quart Torch
No. 66 Pint Torch

Torches & Furnaces vs. Poor Gasoline

It is generally known that the gasoline sold today is of a very low gravity. As a result, many mechanics are experiencing much trouble with torches and furnaces.

It is our pleasure to notify the trade that satisfactory results are obtained from our line when used with this low grade fuel. This is due to the patented burners which we use. If you are having trouble, order some of our tools and obtain quick and correct results in your work.

Jobbers supply at factory prices
OTTO BERNZ CO., Newark, N. J.
The "Always Reliable" Line



THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

The Beaton & Cadwell Mfg. Co.
NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, J. R. Devereux, New Birks Building, Montreal, Quebec, Canada.

SEE OUR CATALOGUE IN SWEETS

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PLUMBING GOODS—RETAIL SELLING PRICES

The following are the present market selling prices (corrected up to the time of going to press) of various lines of plumbing goods, ruling in some of the larger western cities. At the request of some of our subscribers among the plumbing trade in interior and smaller towns and cities, who do not have the opportunity of checking up their prices and costs often, we are giving these prices as some we have obtained that are being charged by plumbers in the larger cities. These prices are usually based on the cost of goods, plus the overhead or cost of doing business, usually ranging in the neighborhood of 25 per cent. Where plumbers are some distance from their source of supply, freight and transportation charges would naturally be added. We will be glad to receive suggestions and corrections as to any errors or omissions, or any further information that might be desired, will be gladly answered.

PIPE—Random	Wrought Steel Blk.	Steel Gal.	Wrought Iron Blk.	Iron Gal.	Standard Thread
⅛	5.15	7.35	.....	.....	.16
¼	5.35	7.75	12.75	16.30	.16
⅜	5.35	7.75	12.75	16.30	.16
½	6.90	8.50	13.50	17.00	.16
¾	8.60	10.70	17.05	21.07	.16
1	12.20	15.40	24.55	30.55	.18
1¼	16.55	20.80	33.20	41.30	.22
1½	19.75	24.90	39.70	49.35	.24
2	26.70	33.35	56.00	60.10	.30
2½	43.70	54.95	90.80	104.70	.46
3	57.15	72.00	118.75	137.35	.60
3½	74.70	92.35	142.80	196.60	.76
4	88.40	109.35	169.20	232.95	1.06
5	124.70	154.30	254.35	316.20	1.66
6	161.70	200.00	329.95	410.20	2.10
7	220.00	273.35	.....	.....	2.56
8, 25 lb.	232.00	288.00	.....	.....	3.00
9	320.00	.....	.....	.....	3.76
10, 32 lb.	346.70	.....	.....	.....	4.50
12	446.70	.....	.....	.....	7.50

Cutting Charge—½ Standard Threading. All prices quoted per 100 feet.

Plugged and Reamed—2-in., $40.00; 2½-in., $65.95; 3-in., $86.40.

FITTINGS, PIPE—Black—

	⅛	¼	⅜	½	¾	1	1¼	1½	2
Bushings	.....	.10	.10	.10	.10	.10	.10	.15	.20
Caps	.10	.10	.10	.10	.10	.15	.20	.20	.30
Couplings	.10	.10	.10	.10	.15	.20	.25	.30	.45
Crosses	...	...	.15	.20	.25	.40	.40	.50	.85
Elbows, 90 deg.	.10	.10	.10	.10	.10	.15	.20	.25	.40
Elbows, 45 deg.	.....	.10	.10	.10	.15	.20	.35	.40	.55
Elbows, Reduc.	.....	.10	.10	.15	.20	.20	.30	.35	.65
Elbows, S. O.	.....	...	.10	.15	.20	.35	.50	.65	1.00
Elbows, Street	.....	...	.10	.10	.20	.20	.25	.30	.55
Floor Flanges	.....	.20	.20	.25	.25	.30	.35	.45	.65
Lock Nuts	.....	.10	.10	.10	.15	.30	.35	.35	.50
Plugs	.....	.10	.10	.10	.10	.10	.10	.10	.15
*Reducers	.....	.10	.10	.10	.15	.20	.20	.20	.40
Ret. Bends, Cl.	.....	...	.15	.20	.20	.40	.50	.65	1.00
Tees	.....	.15	.10	.10	.10	.15	.25	.35	.55
Tees, 4-way	.....	...	.10	.15	.20	.35	.60	.85	1.35
*Tees, Reducing	....	.15	.15	.15	.20	.20	.35	.40	.75
Unions	.....	.20	.20	.20	.20	.25	.30	.40	.50	.70

NIPPLES—

	⅛	¼	⅜	½	¾	1	1¼	1½	2
Close	.....	.10	.10	.10	.10	.10	.10	.10	.15
Long	.....	.10	.10	.10	.10	.10	.15	.15	.15
4-in. Long	.....	.10	.10	.10	.10	.15	.15	.15	.20
5-in. Long	.....	.10	.10	.10	.10	.15	.20	.20	.25
6-in. Long	.....	.10	.10	.10	.15	.15	.20	.25	.30

FITTINGS, PIPE—Galvanized—

	⅛	¼	⅜	½	¾	1	1¼	1½	2
Bushings	.....	.10	.10	.15	.20	.20	.20	.35	.40
Caps	.....	.10	.10	.10	.15	.20	.30	.30	.50
Couplings	.....	.10	.10	.15	.15	.20	.30	.40	.50	.60
Crosses	.....	...	.20	.25	.40	.60	.70	.90	1.50
Elbows, 90 deg.	.15	.10	.15	.10	.15	.20	.35	.40	.70
Elbows, 45 deg.	.....	.10	.10	.15	.20	.25	.50	.55	.85
Elbows, Reduc.	.....	.15	.15	.15	.25	.25	.40	.50	.90
Elbows, S. O.	.....	...	.20	.15	.30	.50	.70	.90	1.50
Elbows, Street	.....	...	.10	.15	.25	.25	.40	.50	.90
Floor Flanges	.....	.40	.45	.50	.55	.60	.75	.90	1.30
Lock Nuts	.....	.12	.10	.10	.15	.30	.40	.50	.50	.80
Plugs	.....	.10	.10	.10	.10	.10	.10	.15	.20
*Reducers	.....	.10	.10	.15	.20	.25	.30	.35	.60
Ret. Bends, Cl.	.....	...	.25	.30	.30	.60	.90	1.00	1.60
Tees	.....	.20	.10	.20	.20	.20	.25	.40	.60	1.00
Tees, 4-way	.....	...	.15	.25	.30	.50	.85	1.20	2.00
*Tees, Reduc.	.....	.20	.20	.20	.30	.35	.55	.70	1.25
Unions	.....	.25	.25	.30	.30	.40	.50	.65	.90	1.00

NIPPLES—

	⅛	¼	⅜	½	¾	1	1¼	1½	2
Close	.....	.10	.10	.10	.10	.10	.10	.15	.20	.25
Long	.....	.10	.10	.10	.10	.10	.15	.15	.20	.25
4-in. Long	.....	.15	.15	.15	.15	.10	.15	.20	.25	.30
5-in. Long	.....	.15	.15	.15	.15	.15	.20	.25	.30	.35
6-in. Long	.....	.15	.15	.15	.15	.15	.25	.30	.35	.40

FITTINGS, From 2½ to 4-inch—Black Only—

	2½	3	3½	4
Bushings	.....	.30	.40	.50	.70
Caps	.....	.45	.65	.80	1.05
Couplings	.....	.60	.90	1.20	1.50
Crosses	.....	1.30	2.15	2.35	4.10
Elbows, 90 degrees	.....	.85	1.25	1.50	2.50
Elbows, 45 degrees	.....	.75	1.05	1.45	2.10
Plugs	.....	.25	.30	.50	.50
*Reducers	.....	.60	.85	1.15	1.45
Tees	.....	1.15	1.70	2.30	3.50
Unions	.....	1.45	2.10	3.10	3.75

NIPPLES—	2½	3	3½	4
Close	.....	.30	.35	.50	.60
5 Inches Long	.....	.40	.50	.80	.95
6 Inches Long	.....	.50	.60	.80	.95
8 Inches Long	.....	.75	.95	1.20	1.35
10 Inches Long	.....	.95	1.20	1.35	1.60

*Reducers and Reducing Tees 1-inch and larger, reducing to 1½-inch and smaller, advance 50 per cent over prices shown.

BATHS AND LAVATORIES

(Bath Tub Prices Less Fittings)

BATH TUBS—K64, C370, P1990, Essex, on Feet, 4-ft., $44.00; 4½-ft., $44.00; 5-ft., $42.00; 5½-ft., $47.50; 6-ft., $66.70.

K57, C360, P1991, Essex, on Base—4½-ft., $55.50; 5-ft., $55.50; 5½-ft., $61.50; 6-ft., $82.70.

K80, P1993, Knickerbocker—5-ft., $45.50; 5½-ft., 53.50.

K10 to K10¼, P2160 to P2173, Conred Enam. Allover, Cardinal—4½-ft., $76.00; 5-ft., $80.00; 5½-ft., $86.70.

K10 to K10¼, P2160 to P2173—Conred, Enameled Inside, Cardinal—4½-ft., $60.00; 5-ft., $64.00; 5½-ft., $70.70.

K10½, P2180 to P2186, Recona, Enam. Allover, Cardinal—4½-ft., $72.00; 5-ft., $74.70; 5½-ft., $81.50.

K10½, P2180 to P2186, Recona, Cardinal (Enam. Inside)—4½-ft., $60.00; 5-ft., $64.00; 5½-ft., $70.70.

F12 to F15, C316 to C319, P2305 to P2313, Pembroke, Viceroy, Sierra (Corner)—4½-ft., $90.70; 5-ft., 94.70; 5½-ft., $102.70; 6-ft., $133.50.

F16 to F17, C320 to C321, P2315 to P2318, Pembroke, Viceroy, Sierra (Recess)—4½-ft., $81.50; 5-ft., $86.70; 5½-ft., $94.70; 6-ft., $128.00.

F10 to F11, P2319 to P2322, Pembroke, Viceroy (Pier)—5-ft., $199.50; 5½-ft., $141.50; 6-ft., $157.30.

F7 to F8, P2380 to P2388, Woodmere, Imperator (Corner)—5-ft., $177.50; 5½-ft., $184.00.

F9, P2390 to P2393, Woodmere, Imperator (Recess)—5-ft., $166.70; 5½-ft., $177.50.

F5, Imperator (Standing Pattern)—5-ft., $261.50; 5½-ft., $278.70.

F6, Imperator (Wall Pattern) 5-ft., $230.70; 5½-ft., $244.00.

BATH TUBS, PORCELAIN—H5015, 2028N, Regular selection, light weight, Corner—5-ft., $145.35; 5½-ft., $158.35.

H5015, 2028N, Special selection, light weight, Corner—5-ft., $177.00; 5½-ft., $198.35.

H5020, 2029N, Regular selection, light weight, Recess—5-ft., $133.33; 5½-ft., $146.70.

H5020, 2029N, Special selection, light weight, Recess—5-ft., $166.70; 5½-ft., $183.35.

SHOWER RECEPTORS—K112, P2510, with Strainer and Waste—86x36-in., $84.00; 42x42-in., $112.00.

K108, P2511, with Strainer and Waste—86x36-in., $113.50; 42x42-in., $150.70.

K107, P2512, with P2530 Drain—38x38-in., $149.50.

K105, P2525, with P2530 Drain—36x36-in., $120.00; 42x42-in., $153.50.

SHOWER MIXING VALVES—NC1, H15, P2745, $80. NC1, H12, P2746, $30.00. NF1, H10, P2747, $30.00. P2748, $30.00.

SHOWERS—

H965, P2766, Shower and Rose Sprays	$110.00
H1014, P2771, Shower and Needle Bath	109.00
NF1200, H911, P2790, Shower	54.70
H909½, P2791, Shower and Shampoo	64.00
NC100, H952½, P2803, Shower	29.35
H953½, P2804, Shower	30.70
NC1100, H954½, P2807, Shower	41.35
NC1100 (with stons), H954½, P2809, Shower	40.70
H943½, P2815, Shower	48.70
H944½, P2816, Shower	46.70
H945½, P2819, Shower	56.70
H946½, P2820, Shower	55.35
NC1100½, H956, P2821, Shower and Shampoo	47.70
P2823, Shower and Shampoo	54.70
H1402, P2826, Shower	16.00
H1406, P2827, Shower	15.70
H1400, P2828, Shower and Shampoo	31.70
H1404, P2829, Shower and Shampoo	30.70
H1410, P2836, Shower	36.70
H1411, P2837, Shower	38.00
H1408, P2841, Shower and Shampoo	50.70
H1409, P2842, Shower and Shampoo	52.00
NF1050, H900, P2855, Shower	38.70
NF1050½, P2856, Shower and Shampoo	51.00
NF1055, H895, P2857, Shower	46.70
H904, P2860, Shower	45.35
P2861, Shower and Shampoo	58.00
H1246, P2868, Shower	34.70
H1250, P2870, Shower	27.70
H1600, Industrial Mixometer Shower	34.70
H1625, Industrial Combination Valve Shower	14.15
H1202, P2914, Shower	52.00

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

SHOWERS—Continued—
H1200, P2916, Shower 66.35
H1206, P2918, Shower 44.35
H1204, P2919, Shower 46.00
P2920, Shower and Shampoo 59.00
P2921, Shower and Shampoo 60.35
Portable Showers—
H1275, P2946, Portable Shower 22.70
S124, Portable Shower 15.00
Wall and Ceiling Showers—
H1270, P2950, Wall Shower 13.00
H1268, P2952, Ceiling Shower 13.00

LAVATORIES—(Less Fittings)—
C105, P3050, P3055, P3057, Copley—18x27-in., $52.00; 22x33-in., $66.65.
C114, K205, P3110, P3115, P3117, Laton—20x24-in., $37.35; 22x27-in., $42.65; 22x30-in., $51.30.
C145, K332, P3840, P3845, P3846, P3847, Ophir—17x21-in., $14.50; 18x24-in., $18.20; 20x24-in., $22.30; 22x27-in., $38.70.
C145, K332, P3847, Ophir—20x24-in., $22.30; 22x27-in., $38.70.
C145, K332, P3850, P3855, Ophir—20x24-in., $22.30.
C152, K582, P4045, Ralwon—17x19-in., $12.30.
P4125, Arion—19x24-in., $22.65.
P4205, Othello—18x21-in., $13.80.
K580, C150, P4206, Othello—18x21-in., $13.80.
K608, C162, P4335, Beverly—18x21-in., $13.20.
K614, C164, P4345, Crescent—17x19-in., $10.00.
K752, P4365, Alva—16x24-in., $10.00.
K668, C180, P4940, P4945, Athena—20-in., $30.00.
K668, C180, P4946, Athena—20-in., $30.00.
K672, C182, P4950, P4955, P4956, P4957, Anglo—19-in., $20.00.
K690, C184, P4980, P4985, Verdun—16-in., $15.20.
P5080, P5085, P5086, P5087, Everett—19-in., $18.70.
K732, C190, P5110, P5115, Yale—16-in., $11.50.
K762, C192, P5145, Aida—16-in., $11.50.
Add for Waste when required—P11285, Imperial, $9.35; P11289, Empire, $8.00; P11290, Princess, $6.70.

SINKS AND FOUNTAINS

WASH SINKS—(Less Bibbs and Trap)—F910, P6450—3-ft., $64.50; 4-ft., $82.20; 5-ft., $100.00; 6-ft., $135.50.
P6495, Enameled inside, less Supply Pipe and Bibbs—48x24-in., $40.00; 60x24-in., $60.00; 72x24-in., $73.35.
P6496, Enameled inside, less Supply Pipe and Bibbs—4x24-in., $60.00; 5x20-in., $76.00; 5x24-in., $85.35; 6x20-in., $96.70; 6x24-in., $112.70.

DOUBLE WASH SINK COCKS—H1645, P6500, $7.35; P6501, $8.00; H1640, P6502, $8.85; H1635, P6503, $10.00; P6504, $10.00.

CHICAGO FAUCET DRINKING FOUNTAINS—A6700, $20.00; A700, with Trap, $18.00; A7100, Self Closing, $7.00; A7200, Self Closing, $5.35; A7400, Self Closing, Swinging, $11.00; A7700, Self Closing, $8.70; A7800, Self Closing, $7.00; A8000, Self Closing, Swinging, $14.00; A8100, Self Closing, Swinging, $12.70; A8600, Nozzle, ½-in., I. P., $1.50.

GLAUBER DRINKING FOUNTAINS—H503A, $12.00; H504E, $10.95; H510A, $12.80; H510B, $12.80.

MUELLER DRINKING FOUNTAINS—E3728, $8.95; E3729, $10.65.

RUBBER MATS—P6990, for Interchangeable Drain Board—18x18-in., $3.50; 18x24-in., $4.50; 20x18-in., $3.70; 20x24-in., $4.70; 22x18-in., $4.00; 22x24-in., $5.35.
P6991, P6706-7, P6715-16, P6720-21—20x24-in., $3.70; 20x30-in., $4.35; 22x36-in., $5.35.
P6710—20x30-in., $4.35; 22x32-in., $4.70; 22x36-in., $4.70.
P6730-31, P6230-31—30x30-in., $4.35; 22x36-in., $5.35.
P6814—22x26-in., $4.00.
P6815-16—20x24-in., $3.70; 20x30-in., $4.35; 22x30-in., $4.50; 22x36-in., $5.35.
P6817-18, P6822-23, P6826-27—20x30-in., $3.50.
P6820-21, P6824-25—20x30-in., $4.35; 22x30-in., $4.50; 22x36-in., $5.35.

ADJUSTABLE SINK LEGS—P6992—Type "A"—Painted, $2.65 each; enameled, $4.00.
Type "B"—Painted, $3.50 each; Enameled, $5.35.
The Adjustable Sink Legs have an adjustment of 6 inches, making it possible to set the Sink at any height ranging from 30 to 36 inches from floor to top of rim.

SINK BACKS—K1176, C730, P7010—20-in., $5.70; 24-in., $6.80; 30-in., $7.50; 36-in., $10.90; 40-in., $12.50; 42-in., $16.40; 48-in., $18.70.

END PIECES—K1182, P7012—18-in., $5.70; 20-in., $6.20; 22-in., $6.90.

FLAT RIM SINKS—K1160, C725, P7020, with Nickel Plated Duplex Strainer—12x18-in., $6.80; 14x20-in., $8.80; 16x24-in., $9.60; 18x24-in., $9.70; 18x30-in., $9.80; 18x36-in., $14.40; 20x24-in., $9.80; 20x30-in., $10.00; 20x36-in., $15.70; 22x36-in., $18.50; 20x40-in., $20.00; 24x48-in., $26.70.

STEEL SINKS—New Era Galvanized—16x24-in., $5.30; 18x30-in., $6.90; 18x36-in., $7.80; 20x30-in., $7.80; 20x36-in., $9.30; 20x40-in., $10.70.
New Era, Painted—16x24-in., $4.40; 18x30-in., $5.60; 18x36-in., $6.70; 20x30-in., $6.40; 20x36-in., $8.00; 20x40-in., $9.35.

GREASE TRAPS—No. 27 Wade—5-gal., 10x12-in., $53.40; 10-gal., 12½x14-in., $93.40.

SLOP SINKS—(Less Fittings)—K1200, C750, P7200—16x20-in., $38.00; 18x22-in., $44.00; 20x22-in., $46.70; 20x24-in., $49.40.
K1212, P7235—16x20-in., $34.00; 18x22-in., $40.00; 20x22-in., $42.00; 20x24-in., $44.70.
K1218, P7260—16x16-in., $30.70; 16x20-in., $34.70; 18x22-in., $38.70; 20x22-in., $40.00; 20x24-in., $43.40.
K1218, C756, P7263—16x16-in., $25.40; 16x20-in., $28.00; 18x22-in., $32.00; 20x22-in., $35.00; 20x24-in., $36.00.
K1230, C760, P7274—Enameled inside, with 2-in. outlet and N. P. Duplex Strainer—16x16x10-in., $11.40; 16x16x12-in., $12.40; 20x14x12-in., $12.40; 20x16x12-in., $14.00; 22x20x12-in., $18.00; 24x18x12-in., $16.40; 24x20x12-in., $18.70; 30x20x12-in., $28.00; 36x20x12-in., 33.40.

SLOP SINK TRAPS—P7280 to P7298—Enameled inside, $12.70; Enameled all over, $16.70.

TRAYS AND ENAMELED URINALS

LAUNDRY TRAYS—Less Fittings—K1248, P7300, $102.70.
For additional hardwood Wringer Holder between sections, add $4.00.
K1250, P7320—1-Section, $62.70; 2-Section, $113.40; 3-Section, $164.00.
Without Wringer Holders, deduct $4.00 each.
P7338—1-Section, $56.70; 2-Section, $102.70; 3-Section, $158.40.
Without Wringer Holders, deduct $4.00 each.
K1268, C830, P7350—1-Section, $29.40; 2-Section, $58.70; 3-Section, $88.00.
For Wood Covers, each section, add $6.70.
For N. P. Union Strips, add $2.40 each.
For N. P. Union Strips with hardwood Wringer Holders, add $5.00 each.
K1276, C830, P7380—1-Section, $25.00; 2-Section, $50.00, 3-Section, $83.40.
For N. P. Union Strips with hardwood Wringer Holders, add $3.70 each.
K1282, C850, P7400—20x24-in., Enameled Iron F. R. Laundry Tray with Painted Pedestal, $20.70.
K1286, C852, P7405—On Wall Hanger, $19.00.

SINK AND TRAY COMBINATIONS—Less Fittings—
P7425 and P7426, $90.00.
For Combination Drain Board and Tray Cover add $10.70 each.
P7460 and 7465—1 Tray, $106.70; 2 Trays, $180.00.
For Combination Drain Board and Tray Cover add $10.70 each.
P7480 and P7485, Sink and One Laundry Tray—20x24-in., $57.40; 20x30-in., $60.00; 20x36-in., $63.40.
P7480 and P7485, Sink and Two Laundry Trays—20x24-in., $90.00; 20x30-in., $100.00; 20x36-in., $106.90.

ENAMELED IRON CLOSETS—P9050, Delecto Bowl—Enameled inside, $36.70; Enameled all over, $40.00.
P9055, Arno Bowl—Enameled inside, $30.00; Enameled all over, $33.35. For Local Vent, add $3.35.

ENAMELED IRON TANKS—P9262, Enameled all over, with Fittings, $26.70.
P9264, Enameled all over, with Fittings, $26.70.
H1, Haas Frost Proof Closets, $36.90.
H2, Haas Frost Proof Closets, $20.55.
700, Haas Pressure Valve Tank, Flush Tank and Seat, Less Bowl, $38.70.
No. 1, Vogel, with Tank, $36.90.
No. 2, Vogel, Direct Flush, $23.35.

URINALS—K1479, C960, P9960—Enameled Inside Urinal with Concealed Wall Hangers, Brass Bee Hive Strainer, Tank with Automatic Fittings, Flush Pipe, Tee and Brass Washdown Pipe, less Trap—2-ft., $66.70; 2½-ft., $73.40; 3-ft., $78.70; 3½-ft., $83.50; 4-ft., $90.00; 5-ft., $106.70; 6-ft., $123.50.
P9965—Add to List Price of P9960 Urinal the List Price for Polished Brass Perforated Washdown Pipe fitted along back, ends and front. The length given refers to length of P9960 Urinal desired—2-ft., $13.40; 2½-ft., $14.70; 3-ft. $15.40; 3½-ft., $16.00; 4-ft., $16.70; 5-ft., $18.00; 6-ft., $19.40.
K1475, C950, P9970—Supported with Concealed Wall Hanger, Brass Bee Hive Strainer, Washdown Pipe and Stop—Enameled inside—2-ft., $36.00; 2½-ft., 39.60; 3-ft., $45.60; 3½-ft., $51.40; 4-ft., $56.30; 5-ft., $71.00; 6-ft., $87.00.
K1481, P9995—Flat Back Lipped Urinal with Concealed Wall Hanger, with Inlet and Outlet Couplings—Enameled all over, $33.40.
K1483, P9996—Corner Urinal, with Concealed Wall Hanger, with Inlet and Outlet Couplings—Enameled all over, $33.40.

BRASS AND RUBBER GOODS

BATH FITTINGS, BUILT-IN—
H7025 Special, P11000—Compression, ½-in., Valves, 2-in. Waste (End Wall), $29.00.
P11001—¾-in. Valves, 2¼-in., Waste, $42.70.
H7025 Special, P11002—½-in. Valves, 2-in. Waste (Back Wall), $31.70.
P11003—¾-in. Valves, 2¼-in. Waste, $45.35.
P11010—½-in. Valves, 2-in. Waste, $37.35.
P11011—¾-in. Valves, 2¼-in. Waste, $44.70.
P11012—½-in. Valves, 2-in. Waste, $42.70.
P11013—¾-in. Valves, 2¼-in. Waste, $47.35.
P11015, "Quicko"—½-in. Valves, 2-in. Waste, Top Nozzle, $42.70.
P11016—¾-in. Valves, 2¼-in. Waste, Top Nozzle, $47.35.
P11017—½-in. Valves, 2-in. Waste, Top Nozzle, $45.35.
P11018—¾-in. Valves, 2¼-in. Waste, Top Nozzle, $50.00
Compression—
P11025—½-in. Valves, 1⅜-in. C. W. & O., $23.70.
F11026—¾-in. Valves, 1½-in. C. W. & O., $28.35.
P11030—½-in. Valves, 1⅜-in. C. W. & O., $27.35.

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

P11031—¾-in. Valves, 1½-in. C. W. & O., $32.00.
P11040—½-in. Valves, 1½-in. Waste, $46.70.
P11041—¾-in. Valves, 2-in. Waste, $51.35.
NC2570—Fittings for Por. Tubs, ¾-in. Valves, 2¼-in. Waste, $64.00.
H2466—Speakman Dishler, ½-in. Valves, 2-in. Waste, for Por. Tubs, $36.00.
Exposed for Essex Baths—Compression—
P11065—½-in. Valves, 2-in. Waste, $34.70.
P11066—¾-in. Valves, 2¼-in. Waste, $50.70.
"Quicko"—
P11090—½-in. Valves, 2-in Waste, $46.00.
P11091—¾-in. Valves, 2½-in. Waste, $50.70.
Exposed for Conred Tubs—
H6978 Special, 11115—½-in. Valves, 2-in. Waste, $30.85.
Exposed for Pembroke and Woodmere Baths—Compression—
H6978 Special, P11115—½-in. Valves, 2-in. Waste, $40.00.
¾-in. Valves, 2¼-in. Waste, $40.00.
P11125—½-in. Valves, 2-in. Waste, $48.00.
Bath Cock Combination Fittings—For Essex Baths—
P11150—Compression Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, $8.70.
P11155—"Quicko" Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, $8.70.
P11160—Compression Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, $21.35.
P11165—"Quicko" Supply and Waste Fitting, 9-16-in O. D. Annealed Supplies, $22.70.

BATH WASTES—P11175—Imperial 2-in. Waste, $17.25.
P11176—Imperial 2¼-in. Waste, $18.70.
P11179—Imperial 2-in. Waste, $18.00.
Bath C. W. & O.—
P11185—1⅜-in. N. P. C. W. & O. for Essex Bath, $3.10.
P11188—1⅜-in. N. P. C. W. & O. for Conred Bath, $6.15.
1½-in. N. P. C. W. & O. for Conred Bath, $6.70.
P11189—1⅜-in, Rough C. W. & O. for Conred Bath, $5.00.
1½-in. Rough C. W. & O. for Conred Bath, $6.70.
P11190—1½-in. Rough C. W. & O. for Pembroke Bath, $6.70.

COMBINATION LAVATORY FITTINGS—
P11260—Verona, Compression, Enamel Lavatory, $23.35.
P11263—Verona, Compression, Vitreous Lavatory, $23.35.

LAVATORY WASTES—
P11285—Imperial, China Knob 9.35
P11288—Imperial, China Knob 9.35
P11289—Empire, China Knob 8.00
P11290—Princess, China Knob 6.70
P11291—Princess, China Knob 6.70
P11293—Princess, China Lever 6.70
P11294—Princess, China Lever 6.70
P11295—Princess, China Lever 6.70
P11296—Princess, "B" China Handle 6.70
P11297—Princess, 4 Ball Handle 6.70

SHAMPOO FIXTURES—
P11358—Quicko Double Basin Cock 12.00
P11359—Pedestal China Soap Dish with Drain 2.70
P11360—Compression, as described 20.00
P11363—Quicko, as described 20.00

MIXOMETER FIXTURE—H2285—Built-in Mixometer, $53.35.

LAVATORY SUPPLY PIPES—Strictly I. P. Size—Pipes to Wall—Short Pattern, 6-in. x 7-in.
P11371—With W. H. Stop, ⅜-In., $7.45; ½-in., $8.70.
P11372—With C. I. Stop, ⅜-in., $8.15; ½-in., $9.35.
P11373—With L. K. Stop, ⅜-in., $7.45; ½-in., $8.70.

LAVATORY PLUGS AND CHAIN STAYS—
P11395—P. O. Plug for Porcelain Enameled Lavatory.. 1.00
P11396—P. O. Plug for Vitreous Lavatory 1.70
P11397—Chain Stay for Vitreous Lavatory ..... .70

COMBINATION SINK AND SUPPLY FAUCETS—P11425—Quicko, Swing Spout, No. 100, Classic or Faultless, $10.70.

NICKEL PLATED SINK AND LAVATORY TRAPS—Tubing Pattern, less Cleanout—
P11450—1¼-in. Plain "P," $2.00; 1½-in., $2.00.
P11451—1¼-in. Vented "P," $3.00; 1½-in., $3.15.
P11456—1¼-in. Bag, $4.70; 1½-in., $4.60.
P11462—1¼-in. Plain "S," $2.70; 1½-in., $2.70.
P11463—1¼-in. Vented "S," $3.60; 1½-in., $4.00.
With Cleanout—
P11450—1¼-in. Plain "P," $2.80; 1½-in., $2.70.
Cast Brass Traps with Cleanout—
P11450—1¼-in. Plain "P," $2.75; 1½-in., $2.70.
P11451—1¼-in. Vented "P," $3.75; 1½-in., $3.95.
P11456—1¼-in. Bag, $3.75; 1½-in., $4.75.
P11458—1¼-in. "P" (N. Y. Reg.), $2.70; 1½-in., $3.10.
P11462—1½-in., Plain "S," $3.20; 1½-in., $3.40.
P11463—1¼-in. Vented "S," $4.15; 1½-in., $4.35.

COMPRESSION BIBBS—H100—½-in. Rough Plain SSS, $1.05; Finished, $1.30; Nickle Plated, $1.55. ¾-in. Rough, $1.35; Finished, $1.65; Nickel Plated, $2.00.
H102—½-in. Rough Hose SSS, $1.20; Finished, $1.50; Nickel Plated, $1.70. ¾-in. Rough Hose, $2.20; Finished, $1.85; Nickel Plated, $2.10.
H110—½-in. Rough Plain SOT, $1.20; Finished, $1.45; Nickel Plated, $1.70. ¾-in., Rough Plain SOT, $1.65; Finished, $1.90; Nickel Plated, $2.05.
H112—½-in. Rough Hose SOT, $1.35; Finished, $1.65; Nickel Plated, $1.90. ¾-in. Rough Hose, $1.70· Finished, $2.04; Nickel Plated, $2.30.
H135—½-in. N. P. Plain Adj. Flange, $2.25; ¾-in., $2.80.
H137—½-in. N. P. Hose Adj. Flange, $2.45; ¾-in. $3.00.
H140—½-in. N. P. Plain Set Screw Flange, $2.10; ¾-in., $2.50.
H142—½-in. N. P. Hose, $2.25; ¾-in., $2.70.
H365—½-in. N. P. Comp. Stub W. T. Bibb, Plain, $1.50
H367—½-in. N. P. Comp. Stub W. T. Bibb, Hose, $1.70.

QUICK COMPRESSION BIBBS—
H410—½-in. Nickel Plated, Plain SOT, Metal Handle, $2.55; ¾-in., $2.95.
H412—½-in. Nickel Plated, Hose, SOT, Metal Handle, $2.75; ¾-in., $3.20.
H413—½-in. Nickel Plated, Plain SOT, China Handle, $3.15; ¾-in., $4.29.
H414—½-in. Nickel Plated, Hose SOT, China Handle, $3.20; ¾-in. Nickel Plated, Hose SOT, China Handle, $4.60.
H435—½-in. Nickel Plated, Adj. Flange, $2.85; ¾-in., $3.30.
H437—½-in. Nickel Plated, Adj. Flange, Hose, $3.10; ¾-in., $3.50.
H438—½-in. Nickel Plated, Plain, $3.30; ¾-in., $3.70.
H439—½-in. Nickel Plated, Hose, $3.50; ¾-in., $3.95.
H440—½-in. Nickel Plated, Plain S. S. Flange, Metal Handle, $2.65; ¾-in., $3.05.
H442—½-in. Nickel Plated, Hose, S. S. Flange, Metal Handle, $2.90; ¾-in., $3.30.
H443—½-in. Nickel Plated, Plain, S. S. Flange, China Handle, $3.05; ¾-in., $3.50.
H444—½-in. Nickel Plated, Hose, S. S. Flange, China Handle, $3.30; ¾-in., $3.60.

SELF-CLOSING BIBBS—H478—½-in. Finished, Plain SOT, $2.80; Nickel Plated, $3.00.

FULLER BIBBS—H510—½-in. Nickel Plated, Plain SOT, $2.25; ¾-in., $2.60.
H512—½-in. Nickel Plated, Hose SOT, $2.50; ¾-in., $2.85.
H540—½-in. Nickel Plated, Plain S. S. Flange, $2.90; ¾-in., $3.30.
H542—½-in. Nickel Plated, Hose S. S. Flange, $3.15; ¾-in., $3.55.

GROUND KEY BIBBS—H575—½-in. Finished, Plain SSS, $1.45; ¾-in., $2.05.
H577—½-in. Finished, Hose SSS, $2.05; ¾-in., $2.25.
H585—½-in. Finished Plain SOT, $1.65; ¾-in., $2.25.
H587—½-in. Finished, Hose SOT, $1.85; ¾-in. $2.35.

COMPRESSION STOPS—H600 and H603—½-in. Rough I. P. both ends T. H., $1.15; ⅝-in., $1.45. ½-in. Nickel Plated both ends T. H., $1.95; ⅝-in., $2.35.
H605 and H608—½-in. N. P. I. P. both ends W. H., $2.15; ⅝-in., $2.65.
H615 and H618—½x½-in., O. D. T. H. or W. H. N. P., $1.50. ½x9-16-in. O. D., $1.50. ½x11-16-in., O. D., $1.75.
H620 and H623—½-in. I. P. both ends Finished, $2.15. ¾-in. I. P. Nickel Plated, $2.60.

SELF CLOSING STOPS—H640 and H641—½-in. I. P. both ends N. P., $3.65.

COMPRESSION SILL COCKS—H650 to H654—½-in. Angle Pattern, $1.45; ¾-in., $1.60.

BOILER DRAIN COCKS—H655 and H658—½-in., $1.10; ¾-in. Rough N. P. Male, $1.10; ¾-in., $1.45.
H656 and H659—½-in. Rough N. P. Female, $1.10; ¾-in., $1.45.
H700—½-in. TH or LH Stops, Solid Head, $1.45; ⅝-in. $2.05.
H703—½-in. TH or LH Stop and Waste, $1.50; ⅝-in., $2.10.

GROUND KEY STOPS AND STOP AND WASTES—H730 and H731—½-in. TH or LH Stops, Loose Handle, $1.30; ⅝-in., $1.85.
H733 and H734—½-in. TH or LH Stop and Wastes, Loose Handle, $1.35; ⅝-in., $1.90.

COMPRESSION BASIN COCKS—H852—No. 1½ Midget Basin Cocks, Pair, $3.40.
H855—No. 2 Medio Basin Cocks, Pair, $4.20.
H856—No. 2A Medio Basin Cocks, Pair, $5.25.
No H870—No. 5 Dunlo Basin Cocks, Pair, $5.85.
H871—No. 5A Dunlo Basin Cocks, Pair, $5.95.

QUICKO BASIN COCKS—H901—No. 1½, $3.35.
H902—No. 2 Quicko Basin Cocks, $4.00.
H903—No. 3 Quicko Basin Cocks, $7.50.
H908—No. 5 Quicko Basin Cocks, $7.50.
"Allwite" Quick Comp. Basin Cocks, $10.95.

FULLER BASIN COCKS—H925—No. 0 Fuller Basin Cocks, $5.25.
H926—No. 0 Fuller Basin Cocks with Union, $6.90.

SELF CLOSING BASIN COCKS—H950—"Standard" Ball Bearing, Cross Handle, pair, $8.40.
H951—"Standard" Ball Bearing, China Level, pair, $10.05.
H970—"Standard" Boston, pair, $10.05.
Junior Size Ball Bearing 4 Arm Indexed Self Closing, pair, $7.90.

DOUBLE BASIN COCKS—H980—Quicko Double Basin Cocks, each, $12.35. (For China Soap Cup, see U11359.)
Glauber "Winton," Nu-Rapid—Double Basin Cock with Gooseneck and China Index Lever Handles, 12-in. C to C of Cock Holes, $19.35.

PANTRY COCKS—
H1000—No. 1 Compression, pair..... 7.32
H1010—No. 1 Quicko, pair 8.65
H1015—Quicko, Double, each 10.85
H1030—No. 1 Fuller, pair 8.80

SLOP SINK COCKS—
H1070—Compression 19.50
H1075—Fuller 19.50

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

DOUBLE BATH COCKS—
H1100—No. 3 Compression 5.20
H1105—No. 3A Compression 5.55
H1142—No. 1½ Quicko 5.60
H1150—No. 2½L Quicko 7.50
H1152—No. 2½ Quicko 7.90
H1160—No. 10 Quicko 13.50
H1170—No. 5½L Fuller 6.40
H1172—No. 5½ Fuller 6.75
H1175—No. 4½L Fuller 6.40
H1177—No. 4½ Fuller 6.75

CHICAGO FAUCET COMPANY'S BRASS GOODS—
A100—"Classic" N. P. Quaturn Swing Spout Mixing Faucet with Index Lever Handles, $10.70 each. Extra Washers for same, $2.35 per hundred.
A500—N. P. Quaturn Plain Bibbs SOT, Detachable Tapered Shank, ½-in., $3.00.
A900—N. P. Quaturn Plain Bibbs with Detachable Shank, Adjustable Screw Flange, ½-in., $3.35.
A1600—N. P. Quaturn Single Pantry Cock with China Lever Handle, $5.90.
A1700 N. P. Quaturn Double Pantry Cock with China Indexed Lever Handle, $17.40.
A1900—N. P. Quaturn Basin Cock with Top China Indexed Lever Handle, $3.50.
A2000—N. P. Quaturn Basin Cock with Side China Indexed Lever Handle, $4.90.
A2100—N. P. Quaturn Double Basin Cock with China Indexed Lever Handle, $14.70.
A4500—No. 102 Amazon Basin Cocks, N. P. with China Index Top, $5.50.
Phosphor Bronze Removable Sleeve Seats for all "Quaturn" Bibbs, Basin Cocks, Bath Cocks, Pantry Cocks, Ball Cocks, etc., Hot or Cold, 40c each.

N. P. BRASS ANNEALED TUBING—½-in. O. D. N. P. Brass Annealed Tubing, $24.00 per hundred ft.
O. D. N. P. Brazed Brass Tubing—Per 100 ft.—⅝-in., $37.50; ¾-in., $41.25; ⅞-in., $48.75; 1-in., $39.00; 1⅛-in., $42.75; 1¼-in., $48.00; 1⅜-in., $52.50; 1½-in., $56.25; 2-in., 75.00.

SEAMLESS BRASS PIPE—I. P. Size, per lb.—⅛-in.,61c; ¼-in., 57c; ⅜-in., 53c; ½-in., 50c; ¾-in., 47c; 1-in., 47c; 1¼-in., 47c; 1½-in., 47c; 2-in., 47c; 2½-in., 47c; 3-in., 47c.
Add 70 per cent for Nickel Plating Pipe. Add 10 cents for cut lengths. Add 75 per cent for Copper Pipe.

MISCELLANEOUS BRASS TRIMMINGS—
1½-in. Laundry Tray Plugs, 1½ O. D. Tail Piece, doz.,.19.90
1½-in. Laundry Tray Plugs, 1½ I. P. Tail Piece, doz...19.90
Fin. Brass Wash Tray Plugs, 1¼ Met. Stopper, doz... 5.50
N. P. Chain Stays, No. 1, doz..... 5.20
N. P. Chain Stays, Nos. 1, 2, 3, dozen..... 5.20
China Chain Stays, doz..... 9.50
N. P. Chain Stay and Cock Hole Cover..... 6.75
N. P. Basin Cock Hole Cover, doz..... 4.40
N. P. Basin Chain wf. Snaps, No. 00, doz..... 1.80
N. P. Basin Chain wf. Snaps, No. 0, doz..... 2.10
N. P. Bath Chain wf. Snaps, No. 00, doz..... 2.50
N. P. Bath Chain wf. Snaps, No. 0..... 2.90
N. P. Basin Chain 12 Yd. Box, No. 00, box..... 2.50
N. P. Basin Chain 12 Yd. Box, No. 0, box..... 3.00
N. P. Basin Chain 12 Yd. Box, No. 1, box..... 3.80
N. P. Basin Chain, No. 00, per 100 feet..... 6.80
N. P. Basin Chain, No. 0, per 100 feet..... 8.50
N. P. Basin Chain, No. 1, per 100 feet..... 10.50
N. P. Basin Chain, 500-foot reels, No. 00..... 5.80
N. P. Basin Chain, 500-foot reels, No. 0..... 8.80
N. P. Basin Chain, 500-foot reels, No. 1..... 10.80
Beaded Basin Chains, per dozen..... 3.50
Beaded Bath Chains, per dozen..... 3.90
N. P. Chain Snaps, large, per dozen..... .48
N. P. Chain Snaps, small, per dozen..... .30
N. P. Chain "S" or "8" Hooks, per dozen..... .48
¼-inch Threaded Brass Rod, per foot..... .37
¼-inch Rough N. P. Brass Nuts, threaded through, 100. 6.40
¼-inch N. P. Brass Cap Nuts, per 100..... 5.60

FAIRFACTS BUILT-IN BATH ROOM ACCESSORIES—
F 1—Built-in Paper Holder, 6x6..... 10.00
F115 and F125—Built-in Soap Holder, 6x6..... 5.00
F140—Built-in Grab Rail, 6x6..... 10.00
F150—Built-in Comb, Rail and Soap, 6x6..... 10.00
F160—Built-in Tumbler Holder, 6x6..... 5.00
F170—Built-in Sponge Holder, 6x6..... 8.00

BRASSCRAFTERS ALL WHITE ACCESSORIES—
14086—Slab Soap Dish..... 3.40
14039—Wall Soap Dish..... 3.35
14076—Wall Soap Dish..... 3.90
14049—Wall Soap Dish..... 5.00
14073—Wall Soap Dish..... 3.40
14044—Tub Rim Soap Dish..... 2.90
14080—Tub Rim Soap Dish..... 4.00
12306—6-inch Three arm Swinging Bar..... 5.30
12103—14-inch Three arm Swing Bar..... 6.80
12518—⅝x18-inch Towel Bar..... 3.90
12524—24-inch Towel Bar..... 4.30
12530—30-inch Towel Bar..... 5.35
11818—¾x18-inch Towel Bar..... 4.70
11824—24-inch Towel Bar..... 5.10
11830—30-inch Towel Bar..... 5.80
11612—1x12-inch Towel Bar..... 6.70
11618—18-inch Towel Bar..... 7.20
11624—24-inch Towel Bar..... 7.70
11630—30-inch Towel Bar..... 8.55
11912—1½x12-inch Towel Bar..... 13.95
14241—Wall Pattern Soap and Sponge Holder..... 12.50
14502—Wall Towel Basket..... 21.90
15124—Tumbler and Toothbrush Holder..... 5.80
15118—Tumbler and Toothbrush Holder..... 5.75
15167—Tumbler Holder..... 3.90
15235—Combination T. T. B. and Soap..... 13.70
15222—Combination T. T. B. and Soap..... 9.35
15150—Tooth Brush Holder..... 1.60
15103—Tooth Brush Holder..... 1.80
15176—Tumbler Holder..... 3.85
15195—Tumbler and Toothbrush Holder..... 5.55
15192—Tumbler and Toothbrush Holder..... 5.75
15298—Tumbler and T. B. and Soap..... 13.70
15291—Tumbler and T. B. and Soap..... 9.35
15297—Tumbler and T. B. and Soap..... 7.60
15293—Tumbler and T. B. and Soap..... 13.70
14811—Comb Tray..... 6.55
14800—Comb Tray..... 8.00
15752—6x24 Shelf..... 12.30
15706—5x20 Shelf..... 9.00
15710—5x18 Shelf..... 8.55
15712—5x24 Shelf..... 9.70
15714—5x30 Shelf..... 10.95
15301—5x20 Rail..... 5.20
15202—5x24 Rail..... 5.75
15304—5x30 Rail..... 6.55
15307—6x24 Rail..... 6.35
15435—Paper Holders (Roll)..... 7.10
15420—Paper Holders (Roll)..... 3.35
15451—Paper Holders (Sheets)..... 5.35
15510—Hooks..... .55
15528—Hooks..... 1.20
15513—Hooks..... 1.40
15534—Hooks..... 2.90
15533—Hooks..... 3.75
15521—Hooks..... 1.30
15520—Hooks..... 1.35
15501—Hooks..... 2.00
14510—Stool..... 14.00

CABINETS—6013—Double Pattern, 22½x33x5..... 100.00

CHURCH BATH ROOM TRIMMINGS—
No. 2 White Pyralin Routh Bath Stool, Rub'r Bumpers. 19.15
No. 7 White Pyralin Square Bath Stool, Cork Top..... 22.20
No. 1 French Beveled Plate Glass Oval Mirror with White Pyralin Frame, 16x4..... 34.30
No. 2, same, 20x28..... 43.35
No. 1, same, Oblong with Square Corners..... 42.50
No. 2, same, 20x28..... 42.20
No. 3, same, 20-inch Round..... 36.70
No. 4, same, 24-inch..... 48.35

BRASSCRAFTERS NICKEL PLATED ACCESSORIES—
1612—1x12-inch N. P. Towel Bar..... 4.55
4600—20-inch Roller Towel Bar with Lock..... 5.75
2112—14-inch 2-arm Crystal Swing Rack..... 3.40
2113—14-inch 3-arm Crystal Swing Rack..... 4.55
2818—⅝x18-inch Crystal Bar..... 2.15
2824—24-inch Crystal Bar..... 2.40
2918—1x18-inch Crystal Bar..... 3.75
2924—24-inch Crystal Bar..... 4.20
2930—30-inch Crystal Bar..... 5.00
2936—36-inch Crystal Bar..... 6.70
2618—⅝x18-inch Opal Bar..... 2.15
2624—24-inch Opal Bar..... 2.40
2718—1x18-inch Opal Bar..... 3.95
2724—24-inch Opal Bar..... 4.35
2730—30-inch Opal Bar..... 5.10
2736—36-inch Opal Bar..... 6.80
5610—5x18-inch Crystal Shelf..... 4.95
5612—5x24-inch Crystal Shelf..... 5.40
5606—5x20-inch Crystal Shelf..... 5.10
5301—5x20-inch N. P. Shelf Rail..... 3.50
5101—Crystal Tooth Brush Holder..... .95
5150—Opal Tooth Brush Holder..... 1.00
5108—N. P. Tooth Brush Holder..... .55
5146—Comb, Tumbler and T. B. Holder..... 1.70
5191 and 5117—Tumbler Holder..... 2.40
5170—Tumbler Holder..... 1.15
5196 and 5141—Tumbler and Toothbrush Holder..... 3.35
5222—Tumbler, T. B. and Soap Holder..... 6.60
5291—Tumbler, T. B. and Soap Holder..... 6.60
5293—Tumbler, T. B. and Soap Holder..... 9.00
5298—Tumbler, T. B. and Soap Holder..... 9.35

DRAIN COCKS—E1739—T. H. Compression for Range Boiler Hose or Plain Rough, N. P., ½-inch, $1.10; ½x¾, $1.25.

URINAL COCKS—E1765—Self Closing N. P., ½-inch, $3.10.

BALL COCKS—E1771—Silent ½-inch O. D. without Integral Stop, less Ball and Stem, $3.55.

BASIN COCKS—
E1876—N. P. Comp. 4-arm China Index Brass Handle with Nut for O. D. Tubing..... 2.25
E1887—N. P. Comp. 4-arm, All China Index Handle with Nut for O. D. Tubing..... 2.90
E1902—Rapidac N. P. China Index Side Lever Handle with Nut for O. D. Tubing..... 3.10
E1905—Rapidac N. P. China Index Top Lever Handle with Nut for O. D. Tubing..... 2.20
E1912—Rapidac N. P. 4-arm, All China Index Handle with Nut for O. D. Tubing..... 2.95
E1915—Rapidac N. P. Double China Index Side Lever Handle with Special Br. Y. with Nut for O. D. Tub... 11.50
E1926—Rapidac N. P. China Index Side Lever Handle (large pattern), Nut for O. D. Tubing..... 5.55

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RETAIL SELLING PRICES—Continued.

E1985—Self Closing N. P. 4-arm Brass Handle China Index Nuts with Nut for O. D. Tubing..... 4.10
E1995—Self Closing N. P. China Index Lever Handle, Plain Brass Nut with Nut for O. D. Tubing..... 4.80

CLOSETS AND TRIMMINGS

CLOSET SEATS—
L3500—White Seat, less Cover.....18.35
L3600—Birch Mahogany, less Cover..... 5.55
L3700—Oak, less Cover 5.35
L3501—White Seat and Cover.....14.35
L3601—Birch Mahogany and Cover..... 5.55
L3701—Oak and Cover..... 5.35
B. O. T. Church, B326, 47-1A, L3503—All White Seat and Cover, White Hinge 22.70
L3515—White Crescent Seat 14.40
L3615—Birch Mahogany Seat 10.15
L3615½—Birch Mahogany, Cantonment Type..... 5.20
L3715—Oak Seat, Mahogany, Cantonment..... 4.90
L3715—Oak Seat, Cantonment Type..... ..... 4.70
L3516—White Crescent Seat and Cover.....18.20
L3616—Birch Mahogany Crescent Seat and Cover.....10.70
L3716—Oak Crescent Seat and Cover.....10.70
L3520—White Horseshoe Seat 16.70
L3620—Birch Mahogany Horseshoe Seat.....10.15
L3720—Oak Horseshoe Seat 10.15
L3521—White Horseshoe Seat and Cover 21.80
L3621—Birch Mahogany Horseshoe Seat and Cover...10.70
L3721—Oak Mahogany Seat and Cover 10.70
L3535—White Extended Seat Closet Front.....20.00
L3635—Birch Mahogany Extended Seat Closet Front..18.35
L3735—Oak Extended Seat Closet Front 18.35
L3536—White Extended Closet Front with Cover.....25.00
L3636—Birch Mahogany Ext. Closet Front with Cover.16.70
L3736—Oak Extended Closet Front with Cover.....16.70
L3565—White Extended Open Front and Back.....21.70
L3765—Oak Extended Open Front and Back.....16.90
L3566—White, Ditto, with Cover.....26.70
L3766—Oak, Ditto 20.00

RANGE BOILERS

Standard Galvanized Vertical Pattern, High or Low Top—

No.	Each.
18, 12x36	12.70
24, 12x48	13.70
30, 12x60	13.00
40, 14x60	18.70
52, 16x60	31.35
66, 18x60	45.35
82, 20x60	54.70
100, 22x60	76.00
120, 24x60	86.70
144, 24x72 .....124.00	
168, 24x84 .....146.70	
192, 24x96 .....158.70	

Standard Galvanized Horizontal—

No.	Each.
30, 12x60 .....16.15	
40, 14x60 .....22.75	
52, 16x60 .....38.15	
66, 18x60 .....66.00	

Extra Heavy Galvanized Vertical or Horizontal—

No.	Each.
30, 12x60	14.70
40, 14x60	21.35
52, 16x60	36.35
66, 18x60	63.35
82, 20x60	76.00
100, 22x60 .....106.70	

Double Extra Heavy, Vertical, six-year guarantee—
30, 12x60 .....28.00

No.	Each.
40, 14x60, ...87.35	

Graves 300-lb. W. P. 6-year guarantee Boiler, coated with heat proof blue enamel—

No.	Each.
30, 12x60 .....47.50	
40, 14x60 .....57.35	

Extra Heavy, Horizontal or Vertical, with 1-inch Steam Coil—

30, 12x60	48.35
40, 14x60	57.35
52, 16x60	81.65
66, 18x60 .....111.35	
82, 20x60 .....129.65	
100, 22x60 .....166.65	

Boiler Stands—

Hawks Universal.....	2.70
Sanders Adjustable ...	2.15
Foster	2.15
12-in. American Ring..	2.20
14-in. American Ring..	2.55
16-in. American Ring..	3.60
18-in. American Ring..	5.00
20-in. American Ring..	6.00
22-in. American Ring..	8.00
24-in. American Ring..	9.35
½-in. Range Boiler Relief Valves	2.00
½-in. Stack Combination Relief Valves & Faucets. Set 85 lbs.....	7.35
Ditto, Set 150 lbs.....	7.35

GAS WATER HEATERS

AUXILIARY TYPE—
No. 1½, Lion, No. 25 Ruud, Double Copper Coil.19.70
No. 2, Lion, No. 35 Ruud, Triple Copper Coil..43.50
STORAGE TYPE—
Pittsburg or Ruud Multi-Coil Storage Heaters—

No.	Each
30	50.00
50	60.00
100 .....240.00	
200 .....285.00	
300 .....350.00	
500 .....570.00	

Moment Valve Thermostats—

No.	Each
30, ¾-inch.....	40.00
50, ¾-inch.....	40.00
100, ¾-inch.....	65.00
200, 1-inch.....	70.00
300, 1-inch.....	70.00
500, 1½-inch.....	80.00

DRAINS

DRAINS, CESSPOOLS, ETC.—
Extra Heavy Stable Cesspool—12x12x10, $8.75 each; 16x16x10, $11.25.
C. I. Plain Top Cesspools—6x6x2, $1.10 each; 9x9x3, $1.90; 12x12x4, $3.35; 13x13x4, $3.95.
C. I. Extra Heavy, Hinged Top—6x6x2, $1.75 each; 9x9x3, $3.15; 12x12x4, $7.50; 13x13x4, $9.40.
Galvanized Refrigerator Drains, 1¼-in. I. P., $1.60 each.
Blake, Iron wf. B. W. Valve—G102, 2-inch, $10.15 each; G103, 3-inch, $16.50; G104, 4-inch, $24.75.
JOSAM DRAINS—
I. P. Govt. Pattern—203A, 5x2-inch, $14.40 each; 207A, 6x3-inch, $20.00; 2003A, 6x2-inch, $21.60.
300—4-inch N. P. Strainer, 2-inch I. P., $8.15 each.
Roof Drains—400, 4-inch, $14.40; 401, 5-inch, $17.55; 402, 6-inch, $19.20.
Wood Roof Drains—400A, 4-inch, $19.20 each; 401A, inch $22.55; 402A, 6-inch, $24.00.
Floor Drains, 4-inch I. P.—500A, 10-inch, $13.15; 600, 8-inch, $9.00.
M. & J. SAFETY DRAIN WITH B. W. VALVE—
2-inch Flat Iron Top, $19.80 each; 4-inch Flat Iron Top, $28.95; 4-inch Raised Iron Top, $37.95.
SHOWER STRAINERS—
3¾-inch N. P. Top by 1½-inch I. P. Female Outlet, P2998, $2.40 each; 4-inch ditto by 2-inch ditto, $2.70.
5-inch N. P. Top by 2-inch I. P. Outlet Combination Drain and Trap. P2986, $10.35.
PENBERTHY AUTO CELLAR DRAINERS—
No. 1, $32.25 each; 2, $54.00; 3, $74.40. No. 1, Non-Automatic, $21.90.
Washing Machine Drainers, $4.20 each. Hose and Adapters, 80c.

SEWER PIPE

VITRIFIED SEWER PIPE—3-inch, 22c per foot; 4-inch, 27c; 6-inch, 38c; 8-inch, 52c; 10-inch, 75c.
BRANCHES AND CURVES—3-inch, 85c each; 4-inch, $1.10; 6-inch, $1.50; 8-inch, $2.15; 10-inch, $3.00.
TRAPS—3-inch, $2.15 each; 4-inch, $2.70; 6-inch, $3.75; 8-inch, $6.40; 10-inch, $8.95.

LEAD GOODS

HALF AND HALF SOLDER—500 lb. lots, $35.70; 100 lb. lots, $35.00; Less, $36.35.
EXTRA WIPING SOLDER—500 lb. lots, $29.00; 100 lb. lots, $30.35; Less, $31.70.
Wire Solder, Smooth, $35.35.
PIG LEAD—2000 lb. lots, $7.55; 500 lb. lots, $7.90; Less, $8.20.
CALKING LEAD—2000 lb. lots, $7.90; 500 lb. lots, $8.20; Less, $8.55.
LEAD PIPE—⅜-inch to 1½-inch, full reels and coils, $12.00; 2, 3, 4-inch Lead Soil Pipe, full lengths, $12.00; Other sizes 2½ to 5-inch, full lengths, $12.70; Cut Pieces, all sizes, $13.20.
SHEET LEAD—Full Rolls, $12.70; Cut Pieces, full width, $13.90; Cut Pieces, odd sizes, $14.70.
¼-inch Lead Tubing, $16.60.
Bar Tin, $60.00.
Block Tin Pipe, full reel and coils, $63.35.
Block Tin Pipe, cut pieces, $78.35.
LEAD WASHERS—$26.20 per 100 lbs.
LEAD WOOL—$18.55 per 100 lbs.
Note—Add to lead pipe when full reels are taken $2.70 per reel.
Wood reels when returned to American Smelters Securities Co., San Francisco, Cal., direct via prepaid freight will be credited at $2.00 each net, no freight allowance, on receipt of prepaid B. L.

PIPE CUT TO ORDER

On Pipe cut to specified lengths, where the loss occasioned by cutting up stock lengths is assumed, a higher price is charged than for pipe in random lengths. This advance covers the pipe only, and there is an extra charge for cutting and threading as follows:

(1) Pipe cut to special lengths and threaded both ends, two threads are charged for each piece of pipe furnished, and no charge made for the cut.

(2) Where one end of the pipe is left blank, the charge is for one thread and one cut on each piece, the price of the cut being one-half of the threading list.

(3) Where both ends are left blank, a charge is made for all cuts and for the one thread necessary to make the remaining scrap salable. This applies to whatever the number of cut pieces may be.

(4) When pipe is made up to sketch, all couplings used are charged for and all pipe is charged at cut length prices.

(5) When pipe of any size is furnished in exact lengths longer than one random length by coupling on a short piece, the cut price is charged for the entire length. All couplings furnished are charged for, but only two threads. This applies to whatever number of random lengths may be included in the run.

(6) A customer can make his own measurements, and to call for the exact lengths necessary to make up the run required, which will be charged at the cut price with two threads with additional charge for any extra couplings furnished.

(7) In the case of an order for specified amount of pipe, WHERE EXACT MEASUREMENTS ARE NOT ABSOLUTELY NECESSARY, the cut length price may be charged for the last piece furnished necessary to equal the amount called for after the random measurements have been ascertained.

(8) When pipe is furnished in random lengths by customer (he assuming the loss on the scrap), to be cut to order, the actual work done is charged for; that is, all cuts and all threads actually made. In such cases the scrap belonging to the customer, and no credit allowed for same.

(9) In charging cut pipe, no allowance is made for couplings or for threads already on the pipe.

(10) Where pipe in sizes to 2 feet inclusive is cut on roller cutter in pieces of 12 inches or less and not reamed or threaded one cut is charged for each piece at one-quarter of the Threading list.

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BUSINESS OPPORTUNITIES

Announcements in this department will be inserted at the rate of five cents a word, including address, with a minimum charge of $1.00; payable in advance. Copy should reach this office not later than the tenth of the month to secure insertion the following issue.

POSITION AS MANAGER

Are you in need of a man capable of taking charge of your business; who is thoroughly versed in modern methods of merchandising and store arrangement, and has made a success managing big business. Reputation speaks for itself. Highest references furnished. Address Box 24, care HARDWARE WORLD.

REPRESENTATION WANTED

Factory Sales Organization, with staff of efficient salesman calling on jobbers and retailers in Hawaiian Islands, open to represent Pacific Coast lines—commission basis. Address Box 957, Honolulu, T. H.

FOR EXCHANGE

Fine income property in Seattle, Washington, valued at Thirty-five Thousand Dollars. Annual income Thirty-four Hundred Dollars; can be increased to five thousand with small expense. Will exchange for Hardware store any place on Pacific Coast. Carl M. Dies, 2200 Alki Avenue, Seattle, Washington.

FOR SALE

General Merchandise Store, including Dry Goods, Shoes, Hardware and Groceries, located in the heart of the Raisin district in the San Joaquin Valley, forty miles from Fresno. Business established 25 years. No Credit—all departments on Cash basis. Sales, this year, $140,000. Operating expenses about 12 per cent. Stock will invoice about $35,000, which can be materially reduced by judicious sales, and will be sold for market value, plus freight. This store has always been a money-maker, and is today a wonderful opportunity for the right man. Will sell separately the hardware and grocery departments. The death of partner is reason for selling. Address Box F 32, care HARDWARE WORLD.

SALESMAN WANTED

Calling on the Implement, Hardware, House Furnishings, or Electrical trade to sell well known line of washing machines in Texas and New Mexico. Liberal commission to good representative. Write for details. THE DEXTER COMPANY, Fairfield, Iowa.

REPRESENTATION WANTED

Manufacturers' Agent doing a jobbing business on hardware and electrical goods and calling on all the hardware, furniture dealers in Southern California, would like to represent one or two firms exclusively. Address Box 653, care HARDWARE WORLD.

FOR SALE

Hardware and Implement Business in a good Irrigation District in Colorado. Will sell stock and lease building. Address C. S. P., care HARDWARE WORLD.

WANTED

Hardware Men, Agents, Jobbers, Salesmen, attention! I have a dandy new Lawn Mower Sharpener that sells like hot cakes. Alright, enough said. Address Box 265, Station C. Los Angeles, California.

WANTED

Salesman calling on Hardware and Furniture dealers to sell polish and mops for following territory: San Francisco, Fresno, Arizona. Address Box 1217, care HARDWARE WORLD.

The Oakdale Hardware & Implement Co. suffered a loss of approximately $1000 in a fire recently at Oakdale, Cal.

The Big Bend Trading Company are the successors to M. E. & E. T. Hay at Wilbur, Wash., who have operated a large department store for many years. They plan to add new lines and increase the business wherever possible.

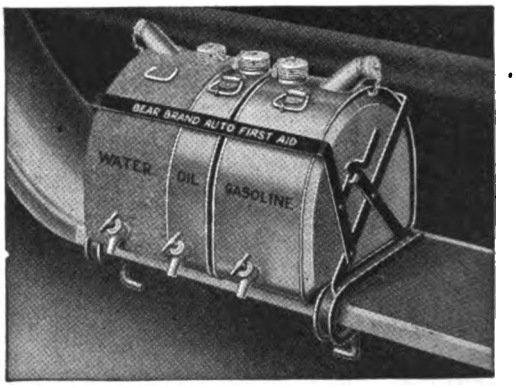
H. C. Garnett of Medford, Oregon, has purchased the hardware business of Albert Hall at 11 West Main Street, Alhambra, Cal.

The Blythe Furniture & Hardware Co., Blythe, Cal., have filed articles of incorporation, with an authorized capital stock of $25,000. The incorporators are C. L. Hearne, C. B. Randall, Gertrude H. Hearne and Annie G. Randall.

BEAR BRAND CANTEENS



"Keep up your stock during the fall and winter —see that every plow and tractor has a Bear Brand Canteen swung on it when plowing commences."



No. 50 "First Aid"

"Carry a few Bear Brand Canteen sets in stock continually, as there is a year-round demand due to winter touring."

"Plenty of hot weather ahead. You should carry a good stock of Canteens"

WOOLWINE METAL PRODUCTS COMPANY

Los Angeles, California: Eighth Street and Santa Fe Ave.

SALES OFFICES

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Dan M. Bell, 222 Slaughter
Strimple & Cox, Corbett Building, Portland, Oregon
Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colo.
Rankin & Cox, Newhouse Building, Salt Lake City, Utah
Building, Dallas, Texas

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Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—Metallic

Blank Rim Fire—	Semi-Smkls	Box Smkls
22 Short	.20	...
32 Short	.40	...
Blank, Center Fire—		
32 S & W	.65	...
38 S & W	.85	...
38 Long Colt	1.35	...
44 W C F	1.80	...
Shot, Rim Fire—		
22 Long	.60	.70
32 Long	1.20	...
Shot, Center Fire—		
32 S & W	1.10	...
32 W C F	1.55	...
38 S & W	1.80	...
38 W C F	1.80	...
44 W C F	1.80	2.15
44 X L	1.90	2.35
44 Game Getter	1.80	2.15
Rim Fire, Ball—	...	....
BB Caps	...	.40
CB Caps	...	.50
22 Short	.30	.35
22 Short H P	.35	.40
22 Long	.35	.40
22 Long H P	.40	.45
22 Long Rifle	.40	.45
22 Long Rifle H P	.45	.50
22 W R F	.60	.65
22 W R F, H P	.65	.70
22 Win Auto	...	.65
22 Win Auto, H P	...	.70
25 Short Stevens	.70	...
25 Stevens	1.00	...
32 Short	.70	...
32 Long	.80	...
38 Short	1.15	...
38 Long	1.25	...
41 Short	1.05	...
Center Fire Pistol—		
22 Win SS	1.60	1.80
25 Colts Auto	...	1.60
25-20 Single Shot	1.70	2.00
25-20 Win	1.55	1.90
25-20 Win HV	...	2.20
7.63 MM-Mauser	...	2.75
7.65 MM-Mauser	...	2.75
9 MM-Luger	...	2.80
32 Colts Auto	...	1.75
32 Colt's Short	1.05	1.15
32 Colts Long	1.15	1.30
32 Colts Police Positive	1.15	1.30
32 S & W	1.05	1.15
32 S & W Long	1.15	1.30
32-20 Marlin	1.55	1.90
32 Winchester	1.55	1.90
32-20 Win HV	...	2.20
35 S & W Auto	...	1.90
38 Colts Auto	...	2.50
38 Colts Short	1.30	1.50
38 Colts Long	1.40	1.60
38 Colts Police Positive	1.40	1.60
38 S & W	1.40	1.60
38 S & W Special	1.60	1.80
38 Winchester	1.85	2.30
41 Colts Short DA	1.60	1.80
41 Colts Long DA	1.85	2.10
44 Bull Dog	1.55	...
44 S & W Amer	2.00	2.30
44 S & W Rus	2.10	2.30
44 S & W Special	2.15	2.35
44 Webley	1.75	...
44 Winchester	1.85	2.30
45 Colts	2.35	2.60
45 Colts Auto	...	2.85
Center Fire Military and Sporting—		
22 Savage	...	1.60
250-3000 Savage	...	1.75
25-35 Winchester	...	1.40
25-35 Short Range	...	1.40
25-36 Marlin	...	1.50
25 Remington Rimless	...	1.40
6 MM U S N	...	2.30
7 MM Spanish Mauser	...	2.30
7.65 MM Bel Mauser	...	2.30
8 MM Mauser	...	2.30
9 MM Mauser	...	2.50
30-30 Winchester	...	1.60
30 Remington Rimless	...	1.60
30 Government Rimless	...	2.30
303 Savage	...	1.60
32 Remington Rimless	...	1.60
32-40 Winchester	1.15	1.35
32-40 Winchester HV	...	1.75
32 Winchester Slf Ldg	...	3.10
32 Winchester Special	...	1.60
33 Winchester	...	2.30
35 Winchester Rimless	...	1.75
35 Winchester	...	2.50
35 Winchester Slf Ldg	...	3.15
351 Winchester Slf Ldg	...	3.35
38-55 Winchester Lead	1.50	1.70
38-55 Winchester HV	...	2.00
38-56 Winchester	1.60	1.80
40-60 Marlin	1.60	...
40-60 Winchester	1.50	...
40-65 Winchester	1.60	1.80
40-70 Winchester	1.65	...
40-72 Winchester	1.60	1.95
40-82 Winchester	1.65	1.95
401 Winchester Auto	...	1.80
405 Winchester	...	2.75
45-60 Winchester	1.60	...
45-70-405 Government	1.60	1.85
45-75 Winchester	1.60	...
45-90 Winchester	1.65	1.95

SHELLS, LOADED—

MEDIUM GRADE.

BULK—SMOKELESS.

12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot $1.30
3 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot 1.25
3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., drop shot 1.25
3¼ drs. x 1⅛ oz., BB shot, drop shot 1.35
3¼ drs. x Buck shot, drop shot 1.35
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot 1.15
2¾ drs. x ⅞ oz., BB shot, drop shot 1.25
20 2¼ drs. x ¾ oz., 18 grs., x ¾ oz., drop shot 1.15

HIGH GRADE SMOKELESS

12 3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot 1.40
3½ drs. x 1⅛ oz., 28 grs. x 1⅛ oz., chilled shot 1.45
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot 1.30
20 2¼ drs. x ¾ oz., chilled shot 1.25
2½ drs. x ⅞ oz., chilled shot. 1.35

Trap Loads—

12 3 drs. x 1¼ oz., 7½ chilled 1.35
3½ drs. x 1¼ oz., 7½ chilled 1.40

Black Powder—Loads—

12 3¼ drs. x 1⅛ oz., drop shot 1.05

Caps and Primers—

Percussion	.20	....
Musket Caps	.25	....
Primers, 100 in box	.35	....
Primers, 250 in box	.80	....

Empty Paper Shells—Black pow.—

12, 16, 20 Ga., per 100. ... 1.50
10 Ga., per 100 ... 1.65

MEDIUM GRADE SMOKELESS—

12, 16, 20, 28 Ga. per 100 .. 1.80
10 Ga. per 100 .. 2.10

HIGH GRADE SMOKELESS—

12, 16, 20, 28 Ga. ... 2.30
10 Ga. per 100 ... 2.40

Empty Brass Shells—

Best Qual. 12, 16, 20 28, Box 25 ... 2.75
2nd Qual. 12, 16, 20 28, box 25 ... 2.10

Wads—

Cardboard, box 250 ... .20
Black Edge, Reg., box 250 ... .50
Black Edge, ¼ in., 125 in box ... .40
Black Edge, ¼ in., 250 in box ... .80

ADZES—All makes of Lipped Ship Adzes, 4 to 6, $5.50; larger, $6.00.

Lippincotts—House, $3.50; Ship, $4.00.

Whites or Bartons—House, $5.00.

Ship Axes and Slicks—All makes Ship Axes, $5.50; all makes Slicks, 3 to 3½, $5.00; Standard Slicks, $4.75.

ALUMINUM WARE, CAST—

Griddles—

Size 7 ... 3.35
Size 8 ... 3.75
Size 9 ... 4.25
Size 10 ... 4.00
Size 12 ... 4.75

Kettles, Berlin—

2½ qts. ... 5.75
4 qts. ... 6.65
5 qts. ... 8.00
6 qts. ... 8.75

Kettles, Maslin—

4 qts. ... 5.10
6 qts. ... 5.75
8 qts. ... 7.50
12 qts. ... 10.50

Kettles, Tea—

Size 6 ... 6.85
Size 7 ... 6.50
Size 8 ... 7.00

Pans, Lipped Sauce—

2 qts. ... 4.75
3 qts. ... 5.25
4 qts. ... 5.75

Skillets—

Size 6 ... 3.50
Size 7 ... 3.50
Size 8 ... 4.00
Size 9 ... 4.50

Spoons, Basting—

15-inch ... .30

Spoons, Mixing—

13-inch ... .30

Waffle Moulds—

Size 7, Low ... 4.75
Size 8, Low ... 5.15
Size 7, Deep ... 5.15
Size 8, Deep ... 7.90

ALUMINUM WARE, PRESSED—

Boilers, Rice—

1½ quart ... 2.00
3 quart ... 3.00

Cups—

Collapsible ... .15
Measuring ... .25

Covers, Pot—

7¾ inch ... .25
8½ inch ... .25
9½ inch ... .35
10½ inch ... .40
11½ inch ... .50

Kettles, Convex—

2 quart ... 1.25
4 quart ... 1.75
6 quart ... 2.25
8 quart ... 2.75
10 quart ... 3.25

Kettles, Preserving—

3 quart ... 1.25
6 quart ... 2.00
10 quart ... 2.50
14 quart ... 4.00

Kettles, Tea—

5 quart ... 4.00
6 quart ... 5.25
8 quart ... 6.00

Ladles—

½ pint ... .25

Moulds, Jelly—

2841 to 2848 ... .10

Pans, Biscuit—

11⅝ x 7½ x 1½ inch ... .65

Pans, Bread—

9¾ x 5⅝ x 2¾ inch ... .65

Pans, Cake—

Round, Plain, 8⅞ in. .35
Round, Plain, 9⅝ in. .40
Rd., Loose Bot., 8⅞ in. .45
Rd., Loose Bot., 9⅝ in. .50
Square, Plain, 9½ in. 1.25
Tube, Plain, 9 inch ... .90
Tube, Plain, 9⅝ inch. 1.25
Mountain, 9¾ inch .. .45

Pans, Corn Cake—

6-cup ... .90
12-cup ... 1.75

Pans, Dish—

10 quart ... 3.00
17 quart ... 4.25

Pans, Fry—

9⅞ inch ... 2.65

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RETAIL SELLING PRICES—Continued.

L. & G.—ROYAL ENAMEL WARE

Biggins, Coffee
0 ..... 1.00
00 ..... 1.25
020 ..... 1.50
030 ..... 1.70

Boilers, Coffee
60 ..... 1.35
80 ..... 1.85
100 ..... 3.15

Boilers, Rice
14 ..... 1.15
18 ..... 1.45
22 ..... 1.85
26 ..... 2.50

Bowls, Wash
26 ..... .50
30 ..... .60
34 ..... .80

Buckets, Covered
21 ..... .50
23 ..... .75
26 ..... 1.05
28 ..... 1.35
32 ..... 1.85
150 ..... .65
350 ..... .85
450 ..... 1.00
650 ..... 1.25
850 ..... 1.65
1050 ..... 1.85
1250 ..... 2.15

Buckets, Dinner
110 ..... 2.00
112 ..... 2.35
118 ..... 2.75
502 ..... 1.65
503 ..... 1.85

Chambers
1 ..... .65
2 ..... .95
3 ..... 1.00

Chamber Covers
10 ..... .30
20 ..... .40
30 ..... .50

Colanders
1 ..... .65
3 ..... .95
104 ..... .65
306 ..... .90

Cups
3 Mug) ..... .35
6 ..... .35
8 ..... .20
9, 10, 11, 25.. .25
40 ..... .35

Cups and Saucers
300 ..... .45
300S ..... .25

Cuspidors
10 ..... .60
30 ..... .85
300 ..... 1.40

Dippers, Cup
10 ..... .35

Dippers, Windsor
110 ..... .45

Dippers, Suds
4 ..... .70

Dishes, Soap
50, 60 ..... .40

Fillers, Fruit Jar
20 ..... .35

Flasks, Coffee
10 ..... .75

Funnels, Pieced
01 ..... .35
03 ..... .50
05 ..... .70
06 ..... .85

Kettles, Convex
03 ..... .80
05 ..... 1.00
08 ..... 1.40
010 ..... 1.75
014 ..... 2.25
020 ..... 3.15

Kettles, Lipped Preserving
14 ..... .45
18 ..... .55
22 ..... .70
26 ..... .85
30 ..... 1.15
36 ..... 1.65
40 ..... 2.50
50 ..... 3.75

Kettles, Milk
71 ..... .70
73 ..... 1.00
74 ..... 1.20

Kettles, Tea
30 ..... 1.00
50 ..... 1.25
70 ..... 1.60
90 ..... 2.15
100 ..... 2.60
160 ..... 1.60
180 ..... 2.10
190 ..... 2.50

Ladles, Deep
100 ..... .35
120 ..... .40
111 ..... .40

Measures
02 ..... .40
04 ..... .65
06 ..... 1.25
11 Graduated. .65

Pails, Chamber
2 ..... 1.85
40 ..... 2.60

Pails, Water
110 ..... 1.50
114 ..... 2.00

Pans, Bed
1 ..... 3.65

Pans, Douche
2 ..... 2.40

Pans, Bread
11 ..... .50
13 ..... .70

Pans, Cake
9 ..... .35
10, 69, 70.... .40
200 ..... .45

Pans, Corn Cake
706 ..... .75
709 ..... .90
712 ..... 1.10

Pans, Muffin
406 ..... .60
412 ..... 1.00

Pans, Deep Pudding
50 ..... .30
150 ..... .40
300 ..... .50
500 ..... .60
800 ..... .80
1000 ..... .90

Pans, Dish
15 ..... 1.85
80 ..... 1.10
140 ..... 1.50
210 ..... 2.00
300 ..... 2.90
400 ..... 4.40

Pans, Rinsing
08 ..... 1.05
014 ..... 1.35
017 ..... 1.60

Pans, Lipped Fry
30 ..... .40
32 ..... .55
34 ..... .70
36 ..... .85

Pans, Milk
0 ..... .25
11 ..... .30
20 ..... .40
40 ..... .50
60 ..... .70
100 ..... .90
120 ..... 1.00

Pans, Convex Sauce
02 ..... .70
04 ..... .95
06 ..... 1.15
010 ..... 1.65
012 ..... 2.00

Pans, Combination Sauce
1D 1.85
10T 2.85

Pans, Lipped Sauce
10 ..... .35
14 ..... .45
18 ..... .55
24 ..... .75
28 ..... 1.00

Pans, Straight Sauce
250 ..... .80
450 ..... 1.05
650 ..... 1.30
850 ..... 1.40

Pans, Stew
3 ..... .40
5 ..... .50
6 ..... .65

Pans, Oblong Stove
04 ..... .45
100 ..... .60
300 ..... .85
350 ..... 1.05
450 ..... 1.35
550 ..... 1.80

Pans, Square Stove
110 ..... .80
112 ..... .95
114 ..... 1.25
116 ..... 1.60
120 ..... 1.85

Pitchers, Molasses
601 ..... .75

Pitchers, Water
2 ..... 1.20
4 ..... 1.55
5 ..... 1.20
10 ..... 1.35

Plates, Deep Pie
39 ..... .35
40 ..... .30

Plates, Shallow Pie
27 ..... .35
30 ..... .40

Plates, Dinner
20 ..... .40

Pots, Fireless Cooker
1450 ..... 1.90
1850 ..... 2.75

Pots, Coffee
2½ ..... .60
5 ..... .75
25 ..... .95
45 ..... 1.15

Pots, Tea
00 ..... .65
0 ..... .80
20 ..... 1.00
011 ..... .80
101 ..... 1.00
102 ..... 1.10

Pots, Straight Sauce
018 ..... .95
022 ..... 1.25
026 ..... 1.85
030 ..... 2.85

Pots, Soup Stock
318 ..... 9.75
336 ..... 13.75
218 ..... 7.50
236 ..... 11.25

Roasters
150 ..... 2.90
180 ..... 3.50

Skimmers, Flat
12 ..... .35

Spoons, Basting
10 ..... .20
14 ..... .25
18 ..... .35

Steamers
7 ..... 1.50
8 ..... 1.75

Steepers, Tea
3 ..... .70

Tubs, Oval Foot
0 ..... 1.50
2 ..... 2.00
4 ..... 3.25

Turners, Cake
14 ..... .25

ALUMINUM WARE, PRESSED—Continued.

10¾ inch 3.25

Pans, Milk—
6 quart 1.65

Pans, Pie—
9¾ inch ..... .40

Pans, Pudding—
1 quart ..... .50
2 quart ..... .75
4 quart 1.25

Pans, Convex Sauce—
1 quart ..... .75
3 quart 1.65
6 quart 2.25

Pots, Fireless Cooker—
4 quart 1.50
6 quart 1.85
8 quart 2.25

ANCHORS—Screws per 100, 3-16, $4.15; ¼, $6.25.
Sebco, 3-16x½ in. -¾ in. -1 in., $5.00 per hundred list; ¼x½ in. -¾ in. -1 in., $5.60 per hundred net.

ANVILS—Vulcan No. 2, 20-lb., $7.50; No. 3, 30-lb., $9.00; No. 4, 40-lb., $10.00; No. 5, 50-lb., $11.50; No. 6, 60-lb., $13.00; No. 7, 70-lb., $14.50; No. 8, 80-lb., $10.50.
Columbian—80 to 425 lbs., 32c per lb.; 70 to 79 lbs., 32½c lb.; 60 to 69 lbs., 33c lb.; 50 to 59 lbs., 34c lb. With Clip Horn, 2c per lb. extra.

ANTIMONY—Slab, 25c lb.

APRONS—Carpenters—California Leg, $2.25; No. 12 Long Brown, $1.75; No. 2 Short Brown, 75c.

AUGERS—Snell's Carpenters' Nut—

Size	½	⅝	¾	⅞	1	1¼
Each	$1.15	$1.15	$1.30	$1.50	$1.75	$2.25
Size		1½	1¾	2	2½	3
Each		$3.00	$3.40	$3.85	$6.75	$11.75
16ths	8-10	11-12	13	14	15	16
With Screw	$1.50	$1.60	$1.75	$1.75	$2.00	$2.00
No Screw	1.80	1.95	2.10	2.10	2.35	2.35
16ths	17	18	19	20	21	22
With Screw	$2.10	$2.10	$2.40	$2.40	$2.70	$2.70
No Screw	2.60	2.60	2.85	2.85	3.25	3.25
16ths	23	24	25	26	27	28
With Screw	$2.45	$2.45	$4.00	$4.00	$4.85	$4.85
No Screw	4.15	4.15	4.85	4.85	5.75	5.75
16ths	29	30	31	32		
With Screw	$5.75	$5.75	$6.75	$6.75		
No Screw	6.85	6.85	8.10	8.10		

AUGERS—Post Hole—Iwan, 6-inch, $3.00 each; 7-inch, $3.25; 8-inch, $3.25. Vaughan's, 4 to 8-inch, $2.75.

ASBESTOS—
Mill board, 30c lb.; cut, 35c lb.
Paper, 30c lb.; cut, 35c lb.
Wicking, ½-lb. balls, 40c each.
Wicking, 1-lb. lots, 75c.
Cement, per sack, $9.00; per lb., 12½c.

AXES—Plumbs' Hunter's handled, 12 oz., $1.50; 1 lb., $1.65; 1½ lb., $1.75.
Boy Scout—Handled with sheath, $2.25; without sheath, $2.00; sheaths, 85c.
Double Bit—Handled, $3.75; unhandled, $2.75.
Single Bit—Handled warranted, $3.00; second grade, $2.75; unhandled, $2.00.
Marble's Pocket—No. 2, $3.25; No. 3, $3.50; No. 5, $2.00; No. 6, $2.25.

BAGS—WATER—

Closed Top		Sanitary Top—	
1-gal.	1.25	1-gal.	1.40
2-gal.	1.75	2-gal.	1.85
3½-gal.	2.65	3½-gal.	2.85
5-gal.	3.50	5-gal.	3.75

BABBITT—Frictionless, 45c lb.; Magnolia, 45c lb.; No. 4, 11½c lb.; No. 3, 15c lb.; No. B, 22c lb.; No. A (genuine), 70c lb.; XXXX Nickeled, 75c lb.

BARS, CROW—Pinch Point, Wedge or Lining, 15c lb. Claw, 25-lb., 20c lb.; 30-lb., 20c lb. Ripping or Wrecking, ½x12-in., 25c each; ⅝x20-in., 50c; ⅝x24-in., 55c; ¾x24-in., 60c; ¾x30-in., 75c.

BATTERIES—Dry Cell—Columbia, Ever Ready, Red Seal, Red Devil or Red Label, etc., Nos. 6 and 6S, 50c each. Hotshot Multiple, 4 cell, $2.75; 5 cell, $3.00; 6 cell, $3.50. See also Sparkers.

BEDS—AUTO—B-1 Red Seal Auto Bed, $28.45; C-5 Red Seal Bed, Tent and Dust Bags, $50.00.

BELLS—Alarm—House, 85c each. Call, steel, iron base, 30c each; Call, bell metal, bronze base, $1.40; Gong, gold bronzed steel, 90c; Gong, polished bell metal, 5-inch, $1.50 each; 6-inch, $2.10; 7-inch, $2.85; 8-inch, $4.25; 10-inch, $7.10.

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RETAIL SELLING PRICES—Continued.

BELLS—Continued—
12-inch, $11.25. Rotary Door, bronze, 85c each; steel, 85c; iron, 85c; copper, 85c; wrought steel, 8-inch, $1.65.

BELLS—Farm—(100 lb.), $16.00.

BELLS—Cow—No. 0, $1.50 each; 1, $1.25; 2, $1.00; 3, 75c; 4, 65c; 5, 55c; 6, 45c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 90c each; 8-in. Nonpareil, $1.00.

BELL STRAPS—
Cow—1¼ lb., $1.00; 1½ lb., $1.25; 1¾ lb., $1.35.

BEVELS—Sliding T—No. 18, 6-in., $1.10; 8-in., $1.25; 10-in., $1.35. No. 25: 6-in., 70c; 8-in., 75c; 10-in., 80c; 12-in., 90c. No. 1—Odd Jobs, $1.10.

BIBBS—Compression—(See also Plumbing Prices)—

	½-in.	⅝-in.	¾-in.	1-in.
Plain—Rough brass	.95	1.25	1.65	....
Finished brass	1.25	1.75	2.10	3.75
Nickel plated	1.45	1.80	2.35	4.15
Hose—Rough brass	1.10	1.35	1.80	3.75
Finished brass	1.45	1.75	2.25	2.70
Nickel plated	1.65	1.95	2.50	....

BITS—Auger—

16ths	Jen's Pat'n	R. J.	Irwin	Jen. Car	Wood
3	.45	.75	.40	1.20	.25
4	.40	.65	.40	1.20	.25
5	.40	.65	.40	1.20	.25
6	.40	.65	.40	1.20	.30
7	.40	.65	.40	1.05	.35
8	.40	.65	.45	1.20	.40
9	.45	.75	.50	1.35	.45
10	.45	.75	.55	1.45	.45
11	.55	.90	.65	1.60	.50
12	.55	.90	.65	1.75	.50
13	.65	1.05	.75	1.85	.55
14	.65	1.05	.75	2.00	.60
15	.75	1.20	.85	2.15	.65
16	.75	1.20	.85	2.35	.70
17	...	1.50	1.00	....	.75
18	.95	1.50	1.00	....	.85
20	1.10	1.60	1.10	....	.90
22	....	1.70	1.25	....	.95
24	....	1.80	1.35	....	1.25

Bits in Sets—Common, 6 bits, $4.00; 8 bits, $5.00; 13 bits, $7.50. R. J., 18 bits, $12.50. Irwin, 18 bits, $9.50; 8 bits, $5.50.
Ship Auger Car Bits same prices as Ship Augers.
Expansive—Clarks' small, $2.00; large, $3.00; Steers, small, $3.50; large, $4.25.
Expansive Bit Cutters—Clark's No. 1, 35c; No. 2, 45c; No. 3, 65c; No. 4, 75c. Steers, No. 1, 75c; No. 2, 75c; No. 3, 80c; No. 4, 85c; No. 5, $1.25.

BIT HOLDERS—Extension—

Millers Falls, No. 8—			
12	2.00	18	1.90
15	2.15	21	2.00
18	2.25	24	2.35
21	2.35	Stanley, No. 1—	
24	2.50	12	2.00
Millers Falls, No. 5—		16	2.15
12	1.75	18	2.25
15	1.75	24	2.35

BLOCKS—Tackle—

Wood—	3-in.	4-in.	5-in.	6-in.	8-in.	10-in.
Single, Plain Bushed	.75	.90	1.00	1.20	2.00	3.30
Double, Plain Bushed	1.35	1.65	1.85	2.15	3.50	5.50
Single Roller Bushed	1.20	1.25	1.35	1.60	2.75	4.25
Double Roller Bushed	2.15	2.40	2.55	3.10	5.10	7.50
Triple Roller Bushed	...	3.50	3.75	4.75	7.50	10.50
Snatch Roller Bushed	...	...	...	4.75	6.75	10.00
Steel—	3-in.	4-in.	5-in.	6-in.	8-in.	10-in.
Single, Plain Bushed	.70	.85	.90	1.15	1.80	3.00
Double, Plain Bushed	1.35	1.65	1.80	2.00	3.15	5.00
Triple, Plain Bushed	1.80	2.15	2.25	3.00	4.65	6.90
Single Roller Bushed	...	1.65	...	2.25	5.50	8.75
Double Roller Bushed	...	3.30	...	4.10	10.00	15.00
Triple Roller Bushed	...	4.65	...	5.75	14.25	20.00
Snatch, Plain Bushed	...	...	...	4.10	6.00	8.75
Snatch, Roller Bushed	...	...	...	7.00	9.75	15.25

BLOWERS—
No. 400 Champion, without Tyere Irons, $40.00; No. 400 Champion, complete, $42.50.
No. 40 Lancaster, complete, $31.50.
Royal H, without Tyere Irons, $46.00; complete $48.50.
No. 200 Buffalo, Complete—12-in., $44.00; 14-in., $50.00.
No. 700 Climax—12-in. complete, $28.00.

BOARDS, IRONING—
With Table—No. 2, Plain, $2.50 each; No. 10 Springer, 60x15 in., no sleeve board, $5.25; No. 20 Springer, 54x13 in., no sleeve board $5.25; No. 40 Springer, 50x12 in., no sleeve board, $4.50.
Without Table (skirt boards—4-foot, $1.00 each; 5-foot, $1.50; 5½-foot, $1.75; 6-foo $2.00.

BOARDS, WASH—Brass, 95c each; Toy, zinc, 25c; Single Zinc, 70c; Glass, $1.00; Blue Enamel, $1.10; Single Zinc, 75c.

BOLTS—Common Carriage—

	3-16 & ¼"		5-16"		⅜"		7-16"		½"	
	10	100	10	100	10	100	10	100	10	100
1½	...	.90	.15	1.25	.25	1.70	.30	2.20	.35	2.70
2	...	1.00	.20	1.40	.25	1.85	.30	2.40	.40	3.00
2½	...	1.10	.20	1.50	.25	2.00	.35	2.60	.40	3.25
3	...	1.15	.20	1.60	.25	2.15	.35	2.80	.45	3.55
3½	.15	1.25	.25	1.70	.30	2.30	.40	3.00	.45	3.80
4	.15	1.35	.25	1.80	.30	2.40	.40	3.20	.50	4.10
4½	.20	1.45	.25	1.90	.30	2.55	.40	3.40	.55	4.40
5	.20	1.50	.25	2.00	.35	2.70	.45	3.60	.55	4.65
5½	.20	1.60	.25	2.15	.35	2.95	.45	3.80	.60	4.95
6	.25	1.90	.30	2.75	.40	3.00	.50	4.00	.65	5.20
6½	.25	2.00	.35	2.60	.45	3.50	.50	4.20	.70	5.50
7	.25	2.10	.35	2.75	.45	3.65	.55	4.40	.70	5.80
8	.30	2.30	.35	2.95	.50	4.00	.60	4.80	.75	6.35
9	...	....	.40	3.20	.55	4.30	.65	5.20	.85	6.90
10	...	....	.40	3.45	.60	4.65	.70	5.60	.90	7.45
11	...	....	...	....	.60	4.95	.75	6.00	.95	8.00
12	...	....	...	....	.65	5.25	.80	6.40	1.05	8.60
14	...	....	...	....	...	....	...	....	1.15	9.70
16	...	....	...	....	...	....	...	....	1.35	10.80
18	...	....	...	....	...	....	...	....	1.45	11.95
20	...	....	...	....	...	....	...	....	1.60	13.05

BOLTS—Expansion—(See SHIELDS).

BOLTS—Stove —

	⅛, 5-32"		3-16"		¼"		5 16"		⅜"	
⅜	.10	.50	.10	.50	...	...	...	...	...	...
½	.10	.50	.10	.50	.10	.75	...	...	...	...
⅝	.10	.50	.10	.50	.10	.75	...	...	...	...
¾	.10	.50	.10	.50	.10	.75	...	...	...	...
⅞	.10	.55	.10	.55	.10	.80	...	...	...	...
1	.10	.55	.10	.55	.10	.85	.15	1.10	.20	1.65
1¼	.10	.60	.10	.60	.10	.85	.15	1.15	.20	1.75
1½	.10	.65	.10	.65	.15	.90	.15	1.20	.25	1.85
1¾	.10	.70	.10	.70	.15	.95	.20	1.30	.25	1.95
2	.10	.75	.10	.75	.15	1.00	.20	1.40	.25	2.05
2¼	...	...	.10	.75	.15	1.05	.25	1.50	.30	2.15
2½	...	...	.10	.80	.15	1.10	.25	1.55	.30	2.30
3	...	...	.15	.90	.15	1.20	.25	1.65	.35	2.50
3½	...	...	.15	1.05	.20	1.30	.25	1.80	.40	2.75
4	...	...	.15	1.20	.20	1.45	.25	2.00	.45	3.00

BOLTS—Machine, Square Head and Nut—

	¼"		5-16"		⅜"		7-16"	
1-1½	.15	1.25	.20	1.50	.25	1.80	.30	2.30
2	.15	1.35	.20	1.60	.25	1.95	.30	2.50
2½	.20	1.40	.20	1.70	.25	2.05	.35	2.65
3	.20	1.50	.25	1.80	.25	2.15	.35	2.80
3½	.20	1.55	.25	1.90	.30	2.30	.40	3.00
4	.20	1.60	.25	1.95	.30	2.40	.40	3.15
4½	.25	1.80	.30	2.25	.35	2.75	.40	3.30
5	.25	1.85	.30	2.35	.35	2.90	.45	3.45
5½	.25	1.95	.30	2.45	.40	3.05	.45	3.65
6	.25	2.00	.30	2.55	.40	3.15	.50	3.80
6½	.25	2.05	.35	2.65	.40	3.30	.50	3.95
7	.25	2.15	.35	2.75	.40	3.45	.50	4.15
8	.30	2.25	.40	2.95	.45	3.70	.55	4.45
9	.30	2.40	.40	3.15	.50	3.95	.60	4.80
10	.30	2.50	.40	3.35	.50	4.20	.65	5.10
11	.35	2.70	.45	3.55	.55	4.50	.65	5.45
12	.35	2.80	.45	3.75	.60	4.75	.70	5.80
	½"		⅝"		¾"		⅞"	
1-1¼	.40	3.00	.55	4.30	.75	6.35	1.05	8.70
2	.40	3.20	.60	4.65	.80	6.80	1.10	9.25
2½	.45	3.40	.60	4.95	.85	7.25	1.20	9.90
3	.45	3.65	.65	5.25	.95	7.75	1.25	10.40
3½	.45	3.85	.70	5.55	1.00	8.15	1.35	11.00
4	.50	4.05	.70	5.85	1.05	8.60	1.45	11.55
4½	.50	4.25	.75	6.20	1.10	9.10	1.50	12.10
5	.55	4.50	.80	6.50	1.15	9.55	1.55	12.70
5½	.60	4.70	.85	6.80	1.20	10.00	1.60	13.30
6	.60	4.95	.85	7.15	1.25	10.45	1.65	13.85
6½	.65	5.10	.90	7.45	1.35	10.90	1.75	14.45
7	.65	5.30	.95	7.75	1.40	11.35	1.80	15.00
8	.70	5.80	1.00	8.35	1.45	12.25	1.95	16.20
9	.75	6.20	1.10	9.00	1.55	13.20	2.10	17.35
10	.80	6.65	1.15	9.60	1.70	14.05	2.20	18.15
11	.85	7.05	1.25	10.25	1.80	15.00	2.35	19.65
12	.90	7.45	1.35	10.90	1.95	15.90	2.50	20.80
13	.95	7.95	1.40	11.50	2.05	16.75	2.65	21.95
14	1.00	8.25	1.45	12.10	2.15	17.70	2.75	23.10
15	1.05	8.80	1.55	12.75	2.25	18.60	2.95	24.25
16	1.10	9.20	1.60	13.40	2.35	19.50	3.05	25.40
17	1.15	9.60	1.70	14.00	2.45	20.40	3.15	26.55
18	1.20	10.05	1.75	14.65	2.55	21.35	3.30	27.75
19	1.25	10.50	1.85	15.25	2.70	22.25	3.50	28.90
20	1.30	10.95	1.90	15.85	2.80	23.15	3.60	30.00
21	1.40	11.35	2.00	16.50	2.90	24.00	3.75	31.35
22	1.45	11.75	2.05	17.15	3.00	24.95	3.90	32.35
23	1.50	12.25	2.15	17.80	3.10	25.80	4.00	33.50
24	1.55	12.65	2.20	18.40	3.20	26.75	4.20	34.65
25	1.60	13.10	2.30	19.00	3.30	27.70	4.35	35.85
26	1.65	13.50	2.35	19.65	3.45	28.60	4.45	37.00
27	1.70	13.90	2.45	20.30	3.55	29.50	4.55	38.10
28	1.75	14.35	2.55	21.00	3.65	30.40	4.70	39.25
29	1.80	14.75	2.60	21.50	3.75	31.30	4.85	40.45
30	1.85	15.25	2.65	22.15	3.95	32.20	4.95	41.60

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RETAIL SELLING PRICES—Continued.

BOLTS—Barrel—

Extra Heavy Wrought Steel, Japanned—

4-inch	.15
5-inch	.20
6-inch	.25
8-inch	.45

Cast Iron, Japanned—

2½-inch	.15
3-inch	.15
4-inch	.20
5-inch	.25
6-inch	.30

CHAIN—

Cast Iron Japanned—

6-inch	.50
8-inch	.60
10-inch	.85

Cast Iron, Amber or Bronzed—

4-inch	.45
6-inch	.60
8-inch	.75

Cast Iron, Ant. Copper or Dull Brass—

4-inch	.75
6-inch	1.00
8-inch	1.10

CUPBOARD, Japanned—

3-inch	.75
6-inch	.75
10-inch	1.75

Cupboard, Other Finishes—

3-inch	.75
6-inch	1.00

FLUSH, Angle—All Finishes, Cast Bronze—

3-inch	.40
3-inch	.50
4-inch	.55
6-inch	.70

LEVER—Cast Bronze, All Finishes—

3½-inch	1.10
5-inch	1.25

T-HEAD—Wrought Bronze, All Finishes—

3-inch	.35
4-inch	.40
5-inch	.45
6-inch	.50

Cast Bronze, All Finishes—

3-inch	.45
4-inch	.40
5-inch	.50

FOOT—

Cast Iron, Japanned—

6-inch	.45
8-inch	.55
10-inch	.85

Amber or Bronzed—

6-inch	.55
8-inch	.75

Other Finishes— ... .

4-inch	.75
6-inch	.95
8-inch	1.10

Foot Wrought Steel—Cupboard, Japanned—

3-inch	.60
6-inch	.90
10-inch	2.25

BOLTS—Toggle—(See Toggle Bolts).

BOTTLES—Vacuum—

Thermos—

6	4.50
6Q	6.25
11	2.75
11Q	4.25
14	3.25
14Q	4.75
14½	2.75
15	4.00
15Q	5.75
15½	3.50

Universal—

21	2.25
22	3.50
71	2.75
72	4.00
81	4.00
82	5.50
91	3.50
92	5.00
592	5.00

Ferrostat—

504R	11.00
505R 2-qt.	16.00
505N	16.50

BOXES—Mitre—

Goodell—

1285 26x4	24.00
1305 25x5	25.00
1306 30x5	27.00

Stanley—

50½	13.25
246	24.50
358	28.75
460	35.00

Acme—

72	22.50
73	21.50
74	26.00
75	24.00

New Langdon Imp.—

72	21.50
73	23.00
74	26.25
75	31.25

Stearn's Perfection—

20	5.00

BRACES—

P. S. & W., No. 7008, $5.00 each; No. 7010, $5.25; 7012, $5.50; 8010B, $6.50; 8012B, $6.75; 8014B, $7.00.

Stanley, No. 921, 8-inch, $5.25 each; 10-inch, $5.50; 12-inch, $5.75; 14-inch, $6.00. No. 945, 8-inch, $3.25; 10-inch, $3.50; 12-inch, $3.65. No. 965, 8-inch, $2.35; 10-inch, $2.50. No. 966, 8-inch, $1.25; 10-inch, $1.25.

BRACKETS—Shelf—

Japanned—	Pair	Copper, Brass, Nickel—	Pair
3x 4	.15	3x 4	.60
4x 5	.20	4x 5	.65
5x 7	.30	5x 7	.75
6x 8	.35	6x 8	.90
7x 9	.40	7x 9	.95
8x10	.45	8x10	1.00
10x12	.60	10x12	1.25
12x14	.90	12x14	...

FILLERS—Thermos and Universal—

⅛ Pint	1.50
1 Pint	1.75
1 Quart	2.00

LUNCH KITS—

Thermos—

392 and 396	4.50
393 and 397	5.00
394 and 398	5.75

Universal—

310	4.75
320	5.25
410	5.00
510	5.50
4070	6.25
3070	4.25

Thermos—Food Jars.		Fillers
600	4.00	2.00
601	5.00	2.25
602	6.75	3.00

Thermos—	Jugs.	Fillers
556	9.50	4.00
557	10.00	4.75

Thermos—Cases—

104	6.25
104Q	9.25
114	9.75
114Q	14.75
130	9.75
130Q	14.75

BRADS—Wire—

	Bulk per lb.	⅛-lb. pkgs.	¼-lb. pkgs.
½ and ⅝-inch	.30	.20	.15
¾ to 1½-inch	.25	.15	.10
1¾ to 2-inch	.20	.15	.10

BRASS—Sheet—Soft, per lb., 75c; Half Hard, 80c; Sign, 80c; Spring, $1.05.

BREAD AND CAKE MAKERS—Universal—No. 2, $2.75 each, No. 4, $3.50 each; No. 8, $4.50 each; No. 44, $3.25 each. Cake Maker, No. 1, $3.50; No. 2, $4.50.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROOMS—House or Parlor—

Finest selected, 16-15 in., $1.50 each; second grade, 14½ in., $1.35; third grade, 14 in., $1.10; common, 85c; Warehouse, $1.25; Railroad or Smelter, $1.25; Switch, small, 65c, large, 90c; Toy or Hearth, 1 sew, 30c; 2 sew, 40c.

Push or Street

Bassine, 14-in.	1.25
Bassine, 16-in.	1.35
Steel Wire, 14-in.	1.65
Steel Wire, 16-in.	1.85
Rattan, 6 rows, 12-in.	1.50
Rattan, 6 Rows, 14 in.	1.60
Rattan, 6 rows, 16 in.	1.75
Rattan, 4 rows, 14 in.	1.25
Handles, only	.15

BRUSHES—

CASTING—

Round	.75
Oblong	.70

Counter—

Dusting, com.	1.00
Extra quality	1.25
White bristles	2.50

FLOOR—

Fibre, 12-inch	1.50
Fibre, 16-inch	1.90
Hair, 12-inch	2.10
Hair, 16-inch	2.65
Mixed, 12-inch	1.75
Mixed, 16-inch	2.15
Bristles, 14-inch	5.00
Bristles, 18-inch	6.25

Garage—

Fibre, 16-inch	2.00
Fibre, 18-inch	2.25
Fibre, 20-inch	2.50
Fibre, 24-inch	3.25
Hand or Nail	.10

Horse—

Rice Root, 12½ lb.	.70
Rice Root, 13 lb.	.75
Palmyra Fibre, 12½ lb.	.45
Palmyra Fibre, 13 lb.	.90
Mixed Fibre, 13 lb.	.85
Ox Fibre, 3½x9 in.	.75
Ox Fibre, 4¼x11½ in.	85

Kalsomine —

7-in., single	3.25
3x7½ in. blocks	6.75

Marking—(Round)—

White Bristles—

⅝-⅞ in.	.10
1-1¼ in.	.15

Paint—(Chinese bristles)—

Grade.	1	2	3	4	5
2½-inch	.35	...	.70	...	...
3-inch	.50	.70	.80	1.35	...
3½-inch	.65	.85	1.10	1.85	3.00
4-inch	.80	1.10	1.50	2.25	4.25
4½-inch	...	1.65	....	3.25	5.75

Roofing—Knotted—

3 knots, 14-lb.	2.25
3 knots, 18-lb.	2.65

Sash—Chisel Point—

½x1½-in.	.20
¾x1¾-in.	.25
⅞x2-in.	.35
1x2¼-in.	.45

Scrub—

Gray Tampico, 10"	.35
Gray Tampico, 12"	.40
Ox Fibre, 7"	.35
Ox Fibre, 10"	.40
Ox Fibre, 12"	.55
White Tampico, 8"	.20
White Tampico, 11"	.35
White Tampico, 12"	.60

Shoe—

Dauber, wood	.20
Dauber, iron	.30
Brush only, ⅞-in.	.35
Brush only 1⅛-in.	.75
Combination	.35
Extra bristles	.50
Best 1¼-in. bristles	.85

Sink—

Ox Fibre	.15
Split Bamboo	.05

Shaving—Rubber Set—

Ebonized handle	.55
Boxwood, small	1.00
Boxwood, medium	1.10
Boxwood, large	1.35
White Bone, small	1.00
White Bone, medium	1.25
Octagon Bone	2.00
Octag. Bone, polished	4.00

Stencil—

1⅛-in., 2½-lb.	.25
1¼-in., 3¾-lb.	.35
1½-in., 5-lb.	.45
1¾-in., 6-lb.	.55

Window—

Gray fibre	.80
Black horsehair	.90
Pope's Eye	1.25
Squeeges, 10-in.	.35
Squeeges, 12-in.	.40
Squeeges, 14-in.	.45
Squeeges, 16-in.	.50

BUCKETS—(See Galv. Ware)—

BURNERS—Lamp—⅝-inch wick, 15c each; 1-inch, 20c; 1⅛-inch, 35c.

Lantern—For Cold Blast, ⅝-inch wick, 20c each; 1-inch, 30c; for Kerosene, ⅝-inch, 20c; 1-inch, 30c; Lard, Sperm and Sig. Oil, ⅝-inch, 15c; 1-inch, 20c.

Rubbish—No. 1, 20-inch Steel, $9.00 each; No. 3, 30-inch Steel, $15.00. Wire, 11-14-inch, $2.25-$3.25.

BUTTS—(See Hinges)—

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RETAIL SELLING PRICES—Continued.

CANTEENS—BEAR BRAND AND BOYCO—Covered—No. 2, $1.25; No. 3, $1.40; No. 4, $1.65; No. 6, $1.85; No. 8, $2.20. Government, $1.45; American, $1.50; Army, 3-pt., $1.40; Army, 5-pt., $1.60; De Luxe, 3-pt., $1.75; De Luxe, 5-pt., $2.10.

RUNNING BOARD OUTFITS—
Boyco Service Units—No. 5, $5.75; No. 22, $6.65; No. 112, $8.00; No. 212, $8.40; No. 312, $8.60.
Bear Brand—Lincoln—No. 100, $2.00; No. 200, $2.50; No. 300, $2.85.
Auto Cans—Covered, No. 1, $1.95; No. 2, $2.30; No. 3, $2.70; No. 5, $3.35. Plain, No. 1, $1.45; No. 2, $1.70; No. 3, $2.00; No. 5, $2.50.

CANT HOOKS—

	Maple Hdl.	Hickory Hdl.
2¼x4½	3.25	4.25
2½x4½	3.50	4.35

CAPS—Roofing. Per lb., 22c.

CARBORUNDUM—Grain, per lb., bulk, 65c.

CARRIERS—Timber—No. 425, 4-ft. maple, $4.25.

CARRIERS—Hay—Using Manila rope for steel, wood, cable track, $14.50 each; using wire cable or manila rope for steel, wood, cable track, $18.50; Sling, $25.00; Steel Hay Carrier Track, 45c foot; Steel Hay Carrier Hanging Hooks, 30c each; Rafter Brackets, 15c.

CATCHERS—GRASS—RRI, $1.00 each; Eureka, 85c; 16G, $2.25; G5, $2.50; 10G, $2.75; 12G, $3.25; 9, all duck, $2.65; 11, all duck, $2.75.

CHAINS—Tire.

Size Tire—Weeds	Pair		
3 x30	4.50	4½x38	7.25
3½x30	5.00	4½x34	7.50
3½x32	5.50	4½x35	8.00
4 x31	6.00	4½x36	8.00
4 x32	6.00	4½x37	8.75
4 x33	6.50	5 x35	9.00
4 x34	7.00	5 x36	9.00
4 x35	7.50	5 x37	9.75
4 x36	7.50	5½x36	12.00
4½x32	7.00	5½x37	13.00
4½x33	7.00	5½x38	14.00

Dozen pair lots, 10% off.

CHAIN—Yankee Straight Link (Coil)—
6-0, 13c ft.; 5-0, 11c; 4-0, 10c; 3-0, 10c: 2-0, 9c; 0, 8½c, 1, 8c; 2, 8c.
Norway Straight Link (coil)—⅛, 35c lb.; ⅝, 35c lb.; ¾, 30c lb.
Passing Link (coil)—4-0, 15c ft.; 3-0, 13c ft.; 2-0, 12c ft.
Proof Straight Link (coil)—3-16 black, 25c lb.; ¼, 25c lb.; 5-16, 20c lb.; ⅜, 20c lb.; 7-16, 20c lb.; ½, 20c lb.; ⅝, 20c lb.; ¾, 20c lb.
Proof Twisted Link (coil)—3-15 black, 30c lb.; ¼, 25c lb.; 5-16, 25c lb.; ⅜, 20c lb.
B. B. Proof Straight Link (coil)—5-16, 25c lb.; ⅜, 25c lb.; ½, 20c lb.; ⅝, 20c lb.; ¾, 20c lb.
Twisted Machine Coppered (coil)—4-0, 20c ft.; 3-0, 17c ft.; 2-0, 17c ft.; 0, 16c ft.
Jack, Iron—No. 20, 7½c yd.; No. 18, 7½c; No. 16, 10c; No. 14, 10c; No. 12. 10c; No. 10, 10c; No. 8, 15c.
Jack, Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 15c; No. 114, 20c; No. 113, 20c; No. 112, 25c; No. 110, 40c.
Safety Brass and Nickel Plated—00 and N00, 20c yd.; 0-N0, 25c yd.; 1-N1, 80c yd.; 2-N2, 35c yd.; 3, 40c yd.
Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 5c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 8½c ft.; 10 Cable, 30c ft.; 56 Universal, 7c ft.
Sash Chain Fasteners—10, 20c set; 100, 45c set.

CHALK LINE—Yellow, 35c per 100-foot hank; 20c per 50-foot hank. Braided White, 20-foot hanks—120, 10c each; 220, 10c; 320, 15c. 50-foot balls—150 15c; 250, 15c; 350, 15c.

CHESTS, TOOL—A, Leather Covered, $26.50; AA, Leather Covered, $30.25; B, QuarteredOak, $24.25; BB, Quartered Oak, $26.50; BBB, Quartered Oak, $32.00; D, Quartered Oak, $16.25; DD, Quartered Oak, $17.75; DD, Leather Covered, $19.00; DDD, Leather Covered, $20.25; DDD, Quartered Oak, $20.00; E, Quartered Oak, $24.25; EE, Quartered Oak, $28.50; F, Quartered Oak, $20.00; F, Leather Covered, $20.25; FF, Leather Covered, $23.75; FF, Quartered Oak, $22.25; G, Plain Oak, $14.00; GG, Plain Oak, $15.50

CHECKS—Door—All makes. Liquid Checks—A-11, $7.00; B-12, $9.50; C-18, $10.75; D-14, $12.75; E-15, $16.85; 6, extra large, $22.50. For hold open arm, add $1.25 each. Screen Door Check—No. 01, $3.85.

CHOPPERS—Meat and Food—

Enterprise		Universal	
5	3.00	0	2.00
10	5.00	1	2.50
12	4.50	2	3.00
22	8.00	3	4.00
32	10.00	304	8.00
		Russwin	
501	2.25	0 R	2.50
602	2.75	1 R	3.00
703	3.50	2 R	3.50
		3 R	4.75

CHISELS—

	Socket Firmer Bev. Edge	Whites No. 2	Pocket Bev. Edge	Inside or Outside Bevel
⅛	1.15	1.30	1.80	1.35
¼	1.20	1.35	1.35	1.35
⅜	1.25	1.40	1.50	1.35
½	1.30	1.45	1.55	1.40
⅝	1.35	1.50	1.60	1.50
¾	1.40	1.55	1.65	1.65
⅞	1.50	1.65	1.75	1.75
1	1.65	1.75	1.80	1.85
1¼	1.85	1.90	2.00	2.00
1½	2.00	2.00	2.25	2.25
1¾	2.35	2.15	2.40	2.50
2	2.50	2.30	2.75	2.75

	Bucks No. 4	Blacksmiths' Cold or Hot Eye
1	.90	.75
1⅛	...	.85
1¼	1.45	1.00
1⅜	...	1.25
1½	1.50	1.50
1¾	2.00	2.50
2	2.25	3.00

	Cold Com.	Cold Special	Cape	Round Nose	Diamond Point
¼	.15	.35	.45	.50	.50
5-16	.15	.35	.50	.50	.55
⅜	.15	.40	.55	.55	.60
½	.20	.45	.65	.65	.75
⅝	.25	.55	.85	.70	.85
¾	.35	.65	.90	.90	1.00
⅞	.50	.90	...	...	1.25
1	.70	1.00	...	...	1.50

CHURNS—Barrel—No. 0, $9.50 each; 1, $11.00; 2, $12.50; 3, $13.50; 4, $16.75; 5, $19.50.
Improved Cylinder—No. 1, $5.50; 2, $6.50; 3, $7.50; 4, $8.75.
Glass Family, Universal—No. 15, $2.75 each; 125, $3.25; 135, $4.00; 145, $4.50. Dazey, No. 10, $1.75; 20, $2.25; 30, $2.75; 40, $3.50. Extra Jars, Dazey, No. 10, 50c; 20, 85c; 30, $1.10; 40, $1.35.
Tin without Dasher—1½ gal., $1.50 each; 2 gal., $1.55; 3 gal., $1.60; 4 gal., $1.75.
Dash—IX Tin—2-gal., $2.25; 4-gal., $2.75; 6-gal., $3.25.
Dash and Handle—25c extra.

CLAMPS—Stearn's Special Joiners'—Opens 1 ft., pair, $6.50; 1½ ft., $7.00; 2 ft., $7.25.
Carriage Makers—Common—2½ in., 70c; 3-in., 80c; 4-in., $1.10; 5in., $1.50; 6-in., $2.00; 8-in., $3.00; 10-in., $3.75; 12-in., $4.75.
Quilt Frame—No. 1, 10c each; 8, 20c; 32, 20c; 33, 20c.

CLEANERS—Window—

Rubber—				Wood Floor—	
10-inch	.45	16-inch	.65	14-inch	.60
12-inch	.50	18-inch	.75	16-inch	.75
14-inch	.60				

CLEANING COMPOUND—
Cedar Sweep—1½-lb. carton, 20c; 4¼-lb. carton, $60c; 33-lb. box, $2.00; 100-lb. drum, $3.75; 250-lb. barrel, $8.50.
Kleen-A-Pipe—1-lb. can, 75c; 10-lb. can, $3.00.
Shineoleum—1 quart, $1.00; 1 gal., $3.50; 5 gals., $12.50.
Cedar Mist—1 gal., $3.50; 5 gals., $12.50.
Sweeping Compound—No. 2, Green, 3c lb.; No. 3, Brown, 2¾c lb.; No. 4, Black, 2½c lb.

CLEVISES—Malleable, 25c lb. Steel, 4", 25c;, 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to ⅝ inc., each, 15c; ½, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1⅛-in., 60c.

CLIPPERS—Bolt—

New Easy—		Extra Cutters—	
No. 0	3.75	No. 0	2.25
No. 1	5.00	No. 1	2.75
No. 2	7.00	No. 2	3.75
No. 3	8.75	No. 3	4.75
O. K.—			
10-inch	2.85	14-inch	3.00

CLOCKS, ALARM—America, $2.00 each; Circle, $3.25; Flash, $3.25; Gale, $4.50; Ideal $3.00; Indian, $1.85; Iron Clad, $3.00; Lookout, $2.65; Peerless, $3.00; Pershing, $3.50; Practical, $3.00; Sleepmeter 2, $2.75; Slumber Stopper, $4.50; Startle, $3.50.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH—Emery, Nos. 00 to 2½, 10c straight; Nos. 1 to 3, 15c. Carborundum or Aloxite—Nos. FF-90, 15c straight.

CLOTH, WIRE—Hardware Galvanized—Per lineal foot—

Mesh	24-in.	30-in.	36-in.	42-in.	48-in.
1-inch	.36	.45	.54	.63	.72
¾-inch	.28	.35	.42	.49	.56
⅝-inch	.28	.35	.42	.49	.56
2-inch	.20	.25	.30	.35	.40
2½-inch	.20	.25	.30	.35	.40
3-inch	.20	.25	.30	.35	.40
4-inch	.21	.26	.32	.37	.42
5-inch	.21	.26	.32	.37	.42
6-inch	.22	.28	.33	.39	.44
8-inch	.24	.30	.36	.42	.48

CLOTH, SCREEN WIRE—Per lineal foot—Retail prices have been figured on the following basis: 12M Black, 4½c; 14M Galv., 5½c; 14M Opal, 5c per sq. ft.

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RETAIL SELLING PRICES—Continued.

COCKS—

No.		Each
Ball—	½-inch...	1.25
	⅝-inch...	1.50
	¾-inch...	1.85
	1-inch...	3.35
Floats—	5-inch...	.55
	6-inch...	.95
	7-inch...	1.35
	8-inch...	2.10

No.		Each
Gas Hose—	⅜-inch...	.35
	½-inch...	.40
	¾-inch...	.55

Service, Standard—Square or Flat Head—

	¼"	⅜"	½"	¾"	1"	1¼"	1½"	2"
Each	.65	.75	.80	.90	1.50	2.25	3.00	5.25

COMPASSES—No. 40-4, 45c each; 6, 55c; 8, 75c.

COOKERS—Fireless—Duplex—No. 25, $20.00 each; No. 30, $33.50; 35, $22.25; 50, $33.75; 55, $36.00; 60, $40.00; 70, $56.00.

Legs—Set, $6.00.
Soapstone Discs—Each, $1.50.

COOLERS—Water—Galvanized Lined—02, $5.00 each; 03, $6.00; 04, $7.00; 06, $8.25; 08, $10.25; 010, $12.25.

COPPER—Sheet, 65c lb.; Bars, round, 70c lb.; Tubing, 75c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.		6 pints	2.75
8½ inch.....	3.00	Tea Pots.	
9½ inch.....	3.25	2 pints	1.75
10½ inch.....	3.50	3 pints	2.00
Coffee Pots.		4 pints	2.25
3 pints	2.00	Wash Boilers.	
4 pints	2.25	348	7.75
5 pints	2.50	349	8.25

COPPERS, SOLDERING—Family—

1, per set 1.65
2, per set 1.50
Tinners—
½ pound, per pair..... .20
1 pound, per pair..... .30
1½ pound, per pair..... .35
2 pound, per pair..... .45
3 to 14 pounds ..... .45

CORD—Sash, Common—Per hank: No. 6, $1.00; 7, $1.25; 8, $1.50; 10, $2.50; 12, $3.00.

Silver Lake—Per hank: No. 6, $1.50; 7, $2.00; 8, $2.50; 10, $4.00; 12, $5.00.

CORD, TINNED PICTURE—
No. 00, 15c pkg.; 1, 25c; 2, 30c; 3, 40c; 4, 50c.

CRAYON—Lumber, 10c; Soapstone, 5c.

CULTIVATORS—
Norcross, 1GC-5, each, $1.25; 5N, $1.50; 3N, $1.25; Midget, 60c.
Pull Easy, PEC, each, $2.00; PE5, $1.65; PEW2, $5.00.

CUTTERS—Pipe—Barnes, No. 1, $3.50 each; 2, $4.75; 3 $8.00; 4, $15.75; 5, $23.50.
Saunders—No. 1, $3.00 each; 2, $4.50; 3, $11.00.
Trimo—No. 1, $4.00; No. 2, $5.50; No. 3 $9.00.

DAMPERS—Stove Pipe—No. 3, 20c each; 4, 20c; 5, 25c; 6, 25c; 7, 40c; 8, 80c; 9, $1.15; 10, $1.50.

DIVIDERS—Wing, No. 35 and 50—6-inch, 75c; 7-inch, 85c; 8-inch, $1.00; 10-inch, $1.25; 12-inch, $1.50; 14-inch, $3.65.
Wing Ext. No. 1—6-inch, $1.25; 7-inch, $1.50; 8-inch, $1.75.
Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.

DOORS—Ash Pit—

8x8	2.00	10x12	2.75
8x10	2.25	12x15	5.50

ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.

DOORS—Screen—
241 Common Varnished, ⅞-in.—2-6x6-6, $3.25; 2-8x6-8, $3.35; 2-10x6-10, $3.50; 3x7, $3.75.
276 Black, 1⅛-in.—2-6x6-6, $3.65; 2-8x6-8, $3.75; 2-10x6-10, $4.00.
311 Black, 1⅛-in.—2-6x6-6, $4.50; 2-8x6-8, $4.75; 2-10x6-10, $5.00; 3x7, $5.25.
391 Galv.—2-8x6-8, $5.50; 2-10x6-10, $5.75; 3x7, $6.00; 3x6-8, $6.25.
525 Black—2-8x6-8, $6.50; 2-10x6-10, $6.75; 3x7, $7.00; 3x6-8, $7.25.

DRILLS—

Goodell-Pratt Bench Drills—

No.	Each	No.	Each
8	7.50	87	12.00
8½	9.50	97	12.75
9½	14.00	99	6.75
10½	24.00	112	4.00
490½	20.00	212	4.75
1003	16.50	Yankee—Millers Falls, Hand—	
1005	26.50	1	3.50
11	22.00	2	3.25
Goodell-Pratt Breast Drills—		3	3.50
6	5.85	4	1.10
07	5.50	5	3.75
245	5.00	98	5.75
279	13.25	105	3.75
Millers Falls (Breast)—		306	5.50
12	7.00	348	4.00
13	8.00	1980	5.75

Drill Presses—Millers Falls

20	11.00	28	7.50
21	15.00	210	15.00
22	5.00		

Hand Drills—Millers Falls

1	3.50	105	3.75
2	5.25	303	3.25
2B	4.75	306	5.50
3A	4.00	343	4.00
5	4.00	980	6.00
98	5.75	1980	5.75

Chain Drills—Goodell-Pratt

307	4.50	318	7.00
316	4.50	1500	4.50
317	5.50		

Yankee Automatic

41	3.00	44	3.75
42	3.50	40	3.50

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
300	1.15	305	.55
301	1.15		

Yankee Drill Points
Set of 8, $7.10; each, 15c; 2 for 25c.

DRILLS, TWIST—

	Bit Stock	Rd. Shk. Prentiss	Rd. Shk. Coes	Sqr. Tpr. Shk.	Str. Shk.	Tpr. Shk.
1-16.....	.20	...	...	....	.10	...
⅛	.20	.35	.40	....	.15	.35
3-16.....	.30	.40	.45	....	.15	.35
¼	.35	.45	.55	1.20	.20	.45
5-16.....	.45	.55	.60	1.35	.25	.55
⅜	.55	.60	.70	1.45	.35	.60
7-16.....	.70	.75	.75	1.50	.55	.75
½	.85	.90	.85	1.55	.75	.90
9-16.....	1.00	1.05	.90	1.60	...	1.05
⅝	1.20	1.20	1.00	1.70	..	1.20
11-16.....	1.35	1.35	1.15	1.75	...	1.35
¾	1.55	1.50	1.30	1.85	...	1.50
⅞	1.95	1.95	1.60	2.45	...	1.95
1	2.35	2.65	1.90	3.10	...	2.65
1⅛	....	....	....	3.75	...	3.40
1¼	....	....	....	4.40	...	4.15
1⅜	....	....	....	5.05	...	4.90
1½	....	....	....	5.75	...	6.40

Sebco Four Point Star, Brick and Concrete—

	¼	⅜	½	¾	1	1¼	1½	2
12-inch....	.40	.40	.45	.65	.85	1.30	2.25	4.50
18-inch....	.50	.50	.60	.80	1.10	1.55	2.50	5.00
24-inch....	.65	.65	.70	1.00	1.20	1.75	2.80	5.25

ELECTRICAL APPLIANCES—

Universal Goods—

Dishes, Chafing—		E9646	17.50
E940	18.00	E9649	19.50
E9850	16.00	E9676	10.00
Grills—		Ranges, Table—	
E982	11.50	E9841	22.00
E984	12.50	Stoves—	
Heaters, Immersion —		E998	8.75
E970	5.25	E997	8.75
Irons, Curling—		E9960	7.75
E9901	6.25	Toasters—	
E9901-1	6.75	E945	7.50
Irons, Pressing—		E946	8.75
E901	7.50	Urns, Coffee—	
E902	6.75	E916	17.00
E905	6.75	E919	18.50
E9023	6.25	E9136	15.00
E9035	6.75	E9146	19.50
E9051	8.00	E9149	21.50
Pads, Heating—		E9166	22.50
E9940	10.75	E9169	25.00
Percolators—		E9176	15.50
E9435	13.50	E9179	17.00
E9437	15.00	E9166044	41.25
E9439	16.50	E9169044	43.75
E9635	11.50	Vacuum Cleaners—	
E9637	13.00	E701	39.50
E9039	14.50	Attachments	10.50

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RETAIL SELLING PRICES—Continued.

Hot Point Goods—

Chafing Dishes—No. 20501, $10.00 each; 20502, $19.00; 20503, $22.50.

Grills—116G1, $11.50 each; 136G1, $12.50; 20101, $10.50.

Heaters, Air—No. 30403, $11.00 each; 30404, $13.00; 30603, $32.50; 30604, $44.00; 116A4 (Hedlite), $11.00.

Heaters, Immersion—No. 113W16 (50201), $5.25 each; 115W16 (50202), $6.25; 115W17 (50203), $7.25.

Irons, Curling—No. 112L5, $7.25 each; 112L6, $6.50.

Irons, Pressing—No. 1113F12 (11103), $7.95 each; 113F22 (11203), 3 lb., $6.25; 115F5 (11205), 5 lb., $6.95; 115F17 (11206), 6 lb., $6.95; 11307, $8.75; 11308, $9.25; 11310, $11.00; 11312, $15.50; 11315, $17.00.

Pads, Heating—No. 114Q3 (50142), $9.00; 114Q4, (50151) $10.25.

Ovens—No. 40701, $6.50; 40201, $25.00.

Percolators—No. 20611, $10.00; 20620, $12.00; 20621, $13.00; 20622, $17.50; 20650, $18.00; 114P18 (20651), $23.00; 114P17 (2652), $25.00.

Stoves—No. 116D1, $10.00; 136D1, $11.50; 20301, $7.00; 20302, $7.25; 40101, $7.50; 40102, $9.25; 40103, $18.00; 40104, $15.00; 40105, $17.50.

Toasters—114T5, $6.75; 115T1, $8.50.

Vacuum Cleaners—122V2, $45.00. Attachments, $11.00.

ELECTRICAL SUNDRIES—

Anylites	1.85
Ammeters—	
Ever Ready	1.25
Readrite	1.00
Volt	1.15
Bells, Door—	
2½-inch	.85
3-inch	1.00
Buzzers	.85
Chain, Fixture	.25
Cleats, Poreclain	.05
Cord—	Ft.
Heater No. 16	.12½
No. 18	.10
Lamp No. 18, G. & Y.	.04
No. 18, Par Silk	.07½
No. 20, Par Silk	.06
No. 18, Tw. Silk	.07
No. 20 Tw. Silk	.05
1-64 Single Fixture	.03
No. 18 Reinforced	.10
Fans—	
Menominee, 500-9-in.	12.00
Robbins-Meyers—	
8-inch non-osc.	12.50
9-in. non-osc., 3 sp.	19.50
9-in. osc., 3-speed	24.50
12-in. non-osc., 3-sp.	29.00
12-in. osc., 3-speed	37.00
Fuses—	Each.
Plug, 6 to 30 amp	.12½
Knobs—	Each.
Porcelain, 5½ Solid	.03½
Nailit, 5½ Split	.05
Lamps—	
Nilco-Mazda type	List
Mazda Auto	List
Hylo Tungsten	1.00
Hylo Carbon	.75
Lamp Guards —	
No. 1425 Loxon	.45
No. 107 Neverbreak	.35
No. 44 Portable	3.25
No. 48, Portable	2.75
Loom—	Ft.
"Duraduct" 7-32 in.	.06
¼-inch	.08
Plates, Switch—	Each
Single gang	.25
Two gang	.50
Receptacle	.60
Plugs—	Each
Benjamin 2-way	1.35
Benjamin 3-way	1.75
Twinlite 2-way	1.20
Attachment —	Each
903 Benjamin	.30
2500 Chelton	.40
4 Mueller	.20
Fitzall w-o spring	.65
Fitzall spring	.75

Push Buttons—	Each
Wood	.20
Dull Brass	.25
Pearl Button	.50
White Button	.45
Receptacles—	Each
Flush	.45
Arrow E	.60
Cleat	.25
Rosettes—	
Concealed, 2-pc.	.30
Cleat, 2-pc.	.30
Cleat, 1-pc.	.20
Shades—	
Tin Flat, 8-inch	.25
Tin Flat, 10-inch	.35
Cone, 8-inch	.40
Cone, 10-inch	.45
Shade Holders—	
2¼-inch Acme	.10
2¼-inch Uno	.20
Sockets, Key—	
Freeman DB	.45
Arrow E DB	.50
Freeman Nic.	.60
Arrow E Nic.	.65
Sockets, Pull Chain—	
Freeman DB	.75
Arrow E DB	.80
Arrow E Nic.	1.00
Levolier DB	.80
Sockets, Keyless—	
Freeman DB	.45
Arrow E DB	.50
Staples—	Pkg.
Insulated, ¾-inch	.30
Switches—	Each
Snap	.50
Push	.60
Battery S. P. S. T.	.40
Battery S. P. D. T.	.60
Battery, D. P. S. T.	.65
Battery, D. P. D. T.	.90
Tape—	Lb.
Friction, 1 oz. to 1 lb.	1.25
Rubber, ¼ lb. to 1 lb.	1.25
Tubes—	Each
Porcelain, 5-16x3-in.	.05
Transformers—	Each
Arrow	1.90
Jefferson Jr.	2.00
Wire, Rubber Covered—	Ft.
No. 10	.03½
No. 12	.03
No. 14	.02½
Weather-proof—	Lb.
No 10	.40
No. 12	.35
No. 14	.25
Bell Wire—	Ft.
No. 18, Single	.02

EMERY—Per lb., 25c.
Stones—See Stones.
Cloth—See Cloth.
Wheels—See Wheels.

FASTENERS—Casement, common brass plated, 35c; Sash, common brass plated, 20c, two for 25c.

FAUCETS—Cork Lined—	
7-inch, each	.15
8-inch	.20
9-inch	.25

FENCE, POULTRY—Blue Ribbon—10 Rod Rolls—24-inch, $5.25 roll; 36-inch, $6.75 roll; 48-inch, $8.00 roll; 60-inch, $9.25 roll; 72-inch, $10.50 roll.
Union Lock—10 Rod Rolls—24-inch, $4.25 roll; 36-inch, $5.25; 48-inch, $6.25; 60-inch, $7.25; 72-inch, $8.00.

FIBRE WARE—Funnels—1-qt., $1.50; 2-qt., $2.25.
Lunch Boxes—25c to 40c.
Measures—1-pint, $2.25; 1-qt., $2.50; ½-gal., $3.00; 1-gal., $3.75.
Pails—12-quart, $1.75.
Spittoons—4x9 in., $2.00; 5x11 in., 2.35.
Tubs, Oval—18-inch, $5.00; 23-inch, $8.00.

FIGURES AND LETTERS (STEEL)—

Figures	Set	Each	Letters	Set	Each
⅛ inch	1.50	.25	⅛ inch	4.50	.25
3-16 inch	2.00	.30	3-16 inch	6.00	.30
¼ inch	2.50	.35	¼ inch	7.50	.35
5-16 inch	3.00	.45	5-16 inch	9.00	.40
⅜ inch	3.50	.65			
½ inch	6.00	.85			

FILES—

Length, inches—	3-8½	4½	5½	6	8	10
Band Saw, Slim	...	...	...	.25	.30	.45
Knife, Bast.	...	...	...	.45	.50	.60
Regular Taper	.15	.15	.20	.25	.35	.55
Slim Taper	.15	.15	.20	.20	.30	.50
Warding, Bast.	...	...	...	.35	.40	...
Length, inches—	**3-4**	**6**	**10**	**12**	**14**	**16**
Flat Bastard	.20	.25	.40	.55	.80	1.05
Half Round Bast.	.30	.35	.55	.70	.90	1.20
Mill Bastard	.20	.20	.35	.45	.65	.85
Round Bastard	.20	.20	.35	.45	.65	.85
Square Bastard	.25	.25	.45	.60	.80	1.10

FIXTURES—Grindstone—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75; Am. Heavy—17, $1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

FLASHLIGHTS — Eveready Daylos — Complete — No. 6961, $1.00 each; 6962, $1.25; 1991, $1.50; 2604, $1.70; 2631, $1.85; 2682, $2.25; 1619, $2.25; 2616, $2.00.
Eveready Batteries—No. 705, 50c each; 790, 35c; 791, 30c; 700, 30c; 750, 30c; 751, 40c.

Kwiklites

Tubular Nos.	**5220**	**5221**	**5223**	**5229**	**5231**	**6240**	**6240B**
Complete, ea.	**$1.85**	**$1.70**	**$2.00**	**$2.00**	**$2.25**	**$1.55**	**$1.70**
Case & Bulb, ea.	**1.15**	**1.35**	**1.50**	**1.65**	**1.75**	**1.25**	**1.40**
Tubular Nos.	**6241**	**6241B**	**6249**	**6249B**	**6243**	**6243B**	**6251**
Complete, ea.	**$1.85**	**$2.00**	**$2.25**	**$2.55**	**$2.25**	**$2.45**	**$2.75**
Case & Bulb, e.	**1.50**	**1.65**	**2.00**	**2.20**	**1.75**	**1.95**	**2.25**
Pocket Nos.	**2472**	**2572**	**3475**	**3475B**	**3577**	**3577B**	**3579**
Complete, ea.	**1.00**	**1.25**	**1.25**	**1.35**	**1.50**	**1.65**	**1.90**
Case & Bulb, ea.	**.70**	**.85**	**.95**	**1.05**	**1.10**	**1.25**	**1.50**
Watch Chain Nos.	**6239**	**6239B**	**Watch Chain Bat'y No.**				**1304**
Complete, each	**$1.00**	**$1.10**	**Battery only, each**				**$ .25**
Case and Bulb, each	**.75**	**.85**					
Battery only.							
Nos.	**1302**	**1303**	**1306**	**1307**	**1271**	**1301**	**1308** **1309**
Each	**$0.30**	**$0.35**	**$0.30**	**$0.30**	**$0.30**	**$0.50**	**$0.40** **$0.40**

FLATTERS—Blacksmith—2-in., $1.35; 2½-in., $1.85; 3-in., $2.25; 3½-in., $3.00.

FORGES—No. 150 Chicago, $16.35; No. 151 Chicago, $17.00. Buffalo—No. 310 Steel Ball Bearing Rivet, $33.00; No. 722, $33.00; No. 742H, $40.00.

FORKS—Hay—Nellis, 94 single harpoon, $7.50; 95 double harpoon, $4.65; 96 double harpoon, $9.50; 87 double harpoon, $5.50; 98 double harpoon, $9.50. Grapple, No. 99 (4 tines), $17.50; No. 100 (6 tines), $20.00. Jackson Patterns, 4 ft., $22.50; 4½ ft., $24.00; 5 ft., $28.00.

FREEZERS—Arctic—

1	4.50	8	7.65
2	5.25	4	9.45
3	6.35	6	11.85
4	7.75	8	15.40
6	9.75	10	20.50
8	12.65	12	24.50
Toy	4.00	15	29.25
		20	38.00

White Mountain		Acme	
1	5.55	2 Qt. Tin or Gal., doz.	12.00
2	6.45	4 Qt. Tin or Gal., doz.	20.00

FROES—Special—Each, 12-in., $2.00; 14-in., $2.25; 16-in., $2.50. Common—Each, 12-in., $1.85; 14-in., $2.00; 16-in., $2.15.

GARBAGE CANS—(See Galvanized Ware).

GATES—Molasses and Oil —
Stebbins—¾-inch, 50c each; 1-inch, 60c; 1¼-inch, 70c; 1½-inch, 75c; 2-inch, 85c.
Perfection—½-inch, 75c each; ¾-inch, 85c; 1-inch, $1.00; 1¼-inch, $1.10; 1½-inch, $1.35; 2-inch, $1.65.
Enterprise, Self Measuring—No. 61, Faucet, $9.75.

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RETAIL SELLING PRICES—Continued.

GAUGES, MARKING—

Steel—		Wood—	
90	.75	0	.15
92	2.50	61	.20
93	1.75	62	.35
95	1.75	65	.90
97	1.25	71	1.00
98	1.85	72	.60
		73	1.15

Altitude Gauges, $5.35.
Steam Gauges, 4½-in. face I. C., $5.35.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

GLASS—Window—3B Grade—Single Strength, 80 per cent; Double Strength, 80 per cent.

Extras for Putting in Glass	Per Light
First 8 Brackets	.50
Second 8 Brackets	.75
Third 8 Brackets	1.00
Larger Lights	$1.00 per hour, per man

GLASSES—

Ground Level—		Proved Level—	
1¾	.50	1¾	.15
2	.60	2	.15
2½	.65	2½	.15
3	.70	3	.20
3½	.75	3½	.20

GLASSES, GAUGE—

	Standard		Extra Heavy	
	⅜	½ & ⅝	¾	½ & ⅝	¾
10	.35	.35	.35	.55	.75
12	.35	.35	.50	.60	.90
14	...	.45	.60	.70	1.05
16	...	.55	.65	.85	1.25
18	...	.60	.75	.95	1.35
20	...	.65	.80	...	...
22	...	.70	.90	...	....
24	...	.80	1.00	...	....

GLOBES—Lantern—Cold Blast—Plain, 25c each; Bullseye, 40c; 2 Plain, 25c; 2 Bullseye, 40c; 2 Ruby, 65c.
Railroad—Clear, 25c each; Green or Red, 70c.
Tubular—Clear, 10c each; Plain, 25c; 3-0 Ruby, 60c; 4-0 Bullseye, 35c; 5-0 Wizard, 25c; 6-0, 25c each.

GLUE—Dry—Common, 30c lb.; Cabt., 35c; White, 45c.
Imperial Liquid—

Size —	1 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.	1 Gal.
List, Doz....	1.06	3.60	2.80	6.00	10.20	18.00	54.00
Sug. Ret. Ea.	.20	.30	.30	.50	.85	1.50	4.50

Le Page's Glue—

Size—	1 Oz.	2 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt
List, dos.....	2.40	1.65	1.80	3.60	6.00	10.20	18.00
Sug. Ret. Ea.	.20	.20	.30	.30	.50	.85	1.50

GOUGES—Buck's, Socket Firmer, Outside Bevel—No. 42—¼-inch, $1.20; ⅜-inch, $1.20; ½-inch, $1.25; ⅝-inch, $1.30; ¾-inch, $1.40; ⅞-inch, $1.55; 1-inch, $1.65; 1¼-inch, $1.85; 1½-inch, $2.10; 1¾-inch, $2.25; 2-inch, $2.50.
Witherby No. 320—¼-inch, $1.25 each, ⅜-inch, $1.25; ½-inch, $1.35; ⅝-inch, $1.40; ¾-inch, $1.50; ⅞-inch, $1.65; 1-inch, $1.75; 1¼-inch, $2.00; 1½-inch, $2.15; 1¾-inch, $2.40; 2-inch, $2.75.

P. S. & W. Firmer—

160—¼ inch	1.50	1 inch	2.10
⅜ inch	1.50	1¼ inch	2.25
½ inch	1.65	1½ inch	2.50
⅝ inch	1.70	1¾ inch	2.75
¾ inch	1.80	2 inch	3.25
⅞ inch	2.00		

GRAPHITE—Dixon's Flake, per can—1's, 85c; 5's, $3.75; 10's, $7.00.

GREASE—AXLE—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb. cans, 65c; 10 lb. pails, $1.25; 25 lb. pails, $2.75.
Mica—1 lb. can, 25c; 3 lb. can, 60c; 5 lb. can, 95c; 10 lb. can, $1.90; 25 lb. can, $4.00.
Cup Grease—5 lb. cans, $1.00 each; 10 lb. cans, $1.75; 25 lb. cans, $3.75.
Transmission—5 lb. cans, 20c each.

GRINDSTONES—

Loose—	Cwt.
15 to 40 lbs.	8.00
40 to 200 lbs.	8.00
Over 200 lbs.	8.50
Fixtures and Axle—	
15 inch	1.25
17 inch	1.40
19 inch	1.50
Mounted—Auto—	
No. A120, Size 1	16.00
No. A130, Size 2	15.50
No. A140, Size 3	14.75
Bi-Treadle	14.75
Empire Power	45.00
Samson—	
No. S155,, Size 2	13.25
No. S160, Size 2	12.50
Sterling No. T100	16.75
Wood Frames No. 1	12.50
Wood Frames, No. 2	13.35
Angle Steel Frames	11.75
Tubular Steel Frames	15.75
300 Cy. or 115 Frame	11.50
400 Cy. or T100 Fr.	15.50
Harvest King (power)	16.50
Loose Stones, lb.	.09
Fixtures—Auto—	
01	2.25
02	2.50
15 Common	1.25
17	1.40
19	1.60
21	1.85

HACKSAW BLADES—

Lenox, Power—			
Lgth.	Wdth.	Lt.	Heavy.
8"	9-16	.90	....
10"	⅝	1.15	....
10"	¾	1.35	1.95
10"	1	....	2.45
12"	⅝	1.35	....
12"	¾	1.60	2.35
12"	1	2.30	2.95
14"	⅝	1.70	....
14"	¾	1.90	2.75
14"	1	2.65	3.50
16"	¾	2.15	3.15
16"	1	3.05	3.90
17"	¾	2.80	....
17"	1	3.25	4.15

Hand, Lenox—

Length.	Each	Doz.
8-inch	.10	.75
9-inch	.10	.85
10-inch	.10	1.00
11-inch	.10	1.10
12-inch	.15	1.30

Hand, Starrett, Victor, Star—

8-inch	.10	.80
9-inch	.10	.90
10-inch	.15	1.00
12-inch	.15	1.25

HACK SAW FRAMES—M. F.—4B, 75c; 6, $2.50; 9, $2.25; 15, $3.50; 77, $1.25; 78, $1.35; 1027, $3.50; 69, $3.30; 69B, $3.00; 14, $3.40; 4 Milford Adj., $4.00; 7 Milford Adj., $2.25; 36½ Disston, $1.50; 40 Extension, 75c.

HAMMERS—Vanadium, No. 41½, $2.65 each; Plymouth, No. 11½, $1.90; No. 2 Ball Pein, $2.00.

HAMMERS—Maydole Carpenters'—No. 1, $2.00 each; 1¼, $1.75; 2, $1.65; 11, $2.00; 11½, $1.75; 12, $1.65; 12½, $1.50; 13, $1.40; 14, $1.35; 84, $1.25; 611½, $2.75; 710, 2.35; 711, $2.00; 711½, $1.75; 712, $1.65; 713, $1.50.
Maydole Chipping—No. 100, $1.90 each; 101, $1.75; 102, $1.55; 103, $1.40. Maydole Cross Pein—No. 174, $1.50.
Maydole, Ball Pein—No. 70, $3.00 each; No. 70½, $2.65; 71, $2.40; 72, $2.25; 73, $2.00; 74, $1.80; 75, $1.65; 76, $1.50; 77, $1.40; 78, $1.35; 79½, 1.25.

HAMMERS, CLAW—

Stanley No. 22—	
16 oz.	2.00
20 oz.	2.25
No. 12 and 12B—	
5 oz.	1.65
7 oz.	1.75
10 oz.	1.80
13 oz.	1.85
16 oz.	2.00
20 oz.	2.25
Plumb's Engineers—	
261	1.65
262	1.75
263	1.85
264	2.40
Plumb's Machinist's Ball Pein—	
18	.65
370	1.20
371	1.25
372	1.25
373	1.25
374	1.35
375	1.65
376	1.75
377	1.75
379	2.00
381	2.25

GALVANIZED WARE

Boilers, Wash

227	2.25
228	2.50
229	2.75

Bowls, Wash

7	.30
7½	.35

Buckets, Fire

314	.70

Buckets, Well

101 (10 qt.)	.60

Cans, Garbage Smooth

200	.90
300	1.00
400	1.25
500	1.65
600	2.00
700	2.50

Corrugated

2	.90
3	1.00
4	1.25
5	1.65
6	2.00
70	2.50
80	5.75
90	6.50
100	9.00

Garbage Cans in lots of 3 dozen or more, 5 per cent from above prices.

Cans, Gasoline

65	2.10
501	.65
505	1.75
605	2.00

Cans, Oil

0	.55
02	.85
15	.60
25	2.00
105	1.50
205	2.10

Canteens, see page 179.

Dippers, Laundry

525 (4-qt)	.55

Hods, Coal

615	.75
616	.85
617	.90
618	1.00

Pails, Cement

14	1.50
114	2.00

Pails, Chamber

8-qt.	.85
10-qt.	.90
12-qt	1.00

Pails, Stock

14	.60
16	.70
18	.80
20	.90

Pails, Water

8	.35
10	.40
12	.45
14	.50
16	.55

Pails and Tubs, 6 doz. assorted 5 per cent discount.

Pans, Refrigerator

1	.65
2	.75
3	.95
4	1.35

Pots, Watering

514	1.00
516	1.15
518	1.35
520	1.50
522	1.75
526	2.25

Tubs, Foot

51	.75
52	.85
53	1.00
54	1.25

Tubs, Wash

A	.70
B	.75
0	.90
1	1.10
2	1.15
3	1.35
10 S	1.50
20 S	1.75
30 S	2.00

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RETAIL SELLING PRICES—Continued.

Riveting—	
Plumb's, Stanley No. 147—	
250, 4 oz.	1.10
251, 7 oz.	1.15
252, 9 oz.	1.20
253, 12 oz.	1.25
254, 15 oz.	1.35
255, 18 oz.	1.45
256	1.55

Plumb's Brick—	
461	2.00
462	1.75
3154	1.15
3155	1.35
Plumb's Prospector's Pick	
470	2.75
471	2.85

HANDLES—Adze, extra select, 90c; second growth, 90c.
Axe—Single or double bit, Boys' No. 1, 60c; Boys' extra select, 60c; Turned No. 1, 60c; extra select hickory, 85c; second growth, $1.00.
Chisel—Hickory, 10c; Leather Tip, 15c.
Hammer and Hatchet—Second growth hickory, 12 inch, 25c; 14 inch, 25c; 18 inch, 30c.

Peavey Handles—

	Select Maple	Rock Maple	Select Hickory
2¼ x4	....	....	2.30
2¼ x4½	....	....	2.40
2½ x4½	1.35	1.60	2.50
2½ x5	1.40	1.75	2.65
2¾ x5	1.65	2.00	2.80
2¾ x5½	....	....	4.45
3 x5½	....	2.45	....

Pick—36-inch Drift, Select, 75c; Extra Select, $1.00, Railroad No. 1, 50c; No. 2, 60c; Select, 85c; Extra Select, $1.15. Sledge—36-inch, Select, 60c; Second Growth, 75c. Saw, Hand—Disston, No. 7, 50c; No. D8, 85c; No. 12, $1.25. Crosscut, Disston, No. 112, $1.00; No. 113, $1.25; No. 114, $1.50. Simonds Reversible Guard, per pair, $1.60. Simonds No. 6, 1.60; Atkins No. 24, $1.60. One Man Cross Cut, No. 218, 45c; Supplementary, 30c. Auger M. F. No. 1, $1.00; No. 2, $1.25; No. 3, $1.75; No. 4, $4.75; No. 6 Oem., 15c; Pocks Adj., 50c; Pratts Ratchet, $4.75.

HANGERS, BARN DOOR—

Flat Track— No., Brand.	Each.
3, Myers	3.00
25, Myers Garage Set.	4.25
11, Lanes	2.15
11½, Lanes	2.65
13, Lanes	4.75
25, Lanes	1.50
30, Lanes	1.50
40, Lanes	1.75
93, Lanes	1.50
28, 20th Century	2.35
37-1, Richards	1.65
38-1, Richards	1.75
42-3, Richards	1.75
42-5, Richards	2.75
42-6, Richards	4.00
43, Richards	1.25
248, Richards	1.85
Round Track—	
5, World's Best	3.00
384, Cannon Ball	2.35
440, Cannon Ball	2.85
715, Cannon Ball	2.00
800, Cannon Ball	12.50
Trolley Track—	
120 Coburn's	4.25
122½ Coburn's	5.75
195A, Coburn's	4.75
195B, Coburn's	6.75
24-2, Richards	3.50
120, Richards	7.50
150, Richards	8.75

HANGERS, HOUSE DOOR—

No., Brand.	Each.
101, Lanes	12.00
101½, Lanes	6.00
105, Lanes	9.25
105½, Lanes	4.75
5S, Prouty	4.35
5D, Prouty	8.75
01, Johns	3.00
1, Johns	6.00
011, Richards	3.60
11, Richards	7.25
012, Richards	4.00
12, Richards	8.00
015, Frisco	3.00
15, Frisco	6.00
140-1, Richards	4.00

Trolley—

Opening	3'	3½'	4'	4½'	5'	6'	7'	8'	10'
016	6.25	6.50	7.00	7.50	8.00	9.25	....	....	....
16	....	....	....	....	12.25	12.75	13.25	14.00	15.75
019	5.25	5.75	6.25	6.50	7.00	8.25	....	....	....
19	....	....	....	....	10.50	11.00	11.50	12.25	14.00
0132	6.25	7.00	7.50	8.00	8.50	9.75	....	....	....
132	....	....	....	....	12.75	13.25	14.00	15.00	17.00
135, 1				4.00	9, Midget				.65
135, 2				6.00	90T, Midget Track				.15

HASPS—Common—
Size 20, 5-in., each, 10c; 6-in., 10c; 7-in., 10c; 8-in., 10c; 10-in., 15c. Size 30, 5-in., 10c; 6-in., 10c; 7-in., 10c; 10-in., 30c. 850, 8-in., each 15c, 10-in., 20c. Size 36, 6-in., each 20c; 8-in., 25c.
Hinge—912, 3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 25c; 10-in., 45c; 12-in., 75c.
S. C. 912—3-in., each, 20c; 4½-in., 20c; 6-in., 25c; 8-in., 35c; 10-in., 55c.
1308¼—3-in., each, 35c; 4½-in., 45c; 6-in., 60c.
Lock—20, Prouty, 75c each; 22, Prouty, 95c.
Safety—915, 3-in., doz., 20c; 4½-in., 25c each; 6-in., 35c. SC915, 3-in., 25c each; 4½-in., 30c; 6-in., 45c. 35c. SC915, 3-in., 25c each; 4½-in., 30c; 6-in., 40c. 45c each: 941J, 65c.

HATCHETS—Underhill Star, No. 10, Chicago Pat., $3.00; No. 5, Boston Pat., $3.00; No. 15 St. Paul Pat., $3.25.
Sayre—Boston, No. 30, $3.00; Chicago, No. 40, $3.25.
Flooring—Plumb, $3.25; White, $4.00.
Broad—1 Plumb, $2.25; 2, $2.50; 3, $2.35; 4, $3.25; 5, $3.75.
Bench—(single or double bevel)—8 White, $3.00; 7, $3.25; 6, $3.35; 5, $3.50; 4, $4.00.
Claw—1 Plumb, $2.00; 2 Plumb, $2.15; 3 Plumb, $2.00.
Shingling—1 Plumb or equal, $1.85; 2, $2.00; 3, $2.50.
Half—1 Plumb or equal, $2.00; 2, $2.10.
Barrel or Fruit Box—Sayre 400, $2.75; Sayre 401, $2.50.

HEADS, MOP—Cotton—No. 9, 25c each; No. 12, 35c. Linen, No. 012, 45c; No. 015, 60c; No. 018, 70c; No. 020, 75c.

HINGES—Back Flaps—No. 814, 1-inch, 10c each; 1¼-inch, 10c; 1½-inch, 15c; 1¾-inch, 20c; 2-inch, 25c. No. 816, 1-inch, 10c; 1¼-inch, 10c; 1½-inch, 10c; 1¾-inch, 15c; 2-inch, 20c.

Floor—	
Bommer, D 15	2.50
R, EA, 315	2.75
SHA, E, 265	3.00
2	3.75
4	5.50
302, 602	5.50
304, 604	8.10
252	6.50
254	9.75
Chicago—	
R, EA, KF, 200	4.50
SHA, E, 200	5.25
R, EA, 230	6.00
KF, SHA, E, 230	6.35
Corbin—D, 512	2.00
R, EA, 512	2.10
SHA, E, 512	2.40
Katz—R, EA, 2	1.85
KF, SHA, E, 2	2.15
R, EA, 3	5.50
KF, SHA, E, 3	6.75
R, EA, 3½	6.25
KF, SHA, E, 3½	7.00
Rixon—7	15.00
8	16.50
10	18.75
15	22.50
20	37.50
25	48.00
30	56.00
40	90.00
Standard—R, EA 450	7.00
SHA, E, 450	9.50
R, EA, 452	12.00
Ornamental Surface "Butterfly"—	
1420, D2 & F—	
1¾ x1¾	.25
2½ x2½	.30
3x3	.35
1420, H & N—	
1¾ x1¾	.35
2½ x2½	.40
3x3	.50
1431, 1474, 1475 1478, 1479, 1480, 1481, 1482 and 14331—D2 & F	.25
SF2 & H	.25
J1	.25
N	.25
Refrigerator—Flat—	
T400, Cast Iron	.65
1404, Wrt. Brass	.75
1404N, Wrt. Brass	.85
1405D2&F, Wrt. Steel	.50
1405N, Wrt. Steel	.55
Offset—	
T402, Cast Iron	.60
1408, Wrt. Brass	.90
1408N, Wrt. Brass	1.10
1409D2&F, Wrt. Steel	.55
1409N, Wrt. Steel	.60
Screen Door Spring—	
900	.35
R 902, EA 903	.50
SR, SHA 905, & E 913	.60
2100	.90
R 2102, EA 2103	1.25
E 2104, SHA 2105	1.65
D 2200	.90
R 2202, EA 2203	1.25
SHA 2205	1.65
Screen Door Sets—	
7	.40
1900	.40
R 1902, EA 1903	.60
SHA 1905	.70

STRAP AND TEE HINGES—

Strap—	3"	4"	5"	6"	8"	10"	12"
900, Light, Plain	12½	.15	.20	.25	.35	.55	...
900SC, with Screws	.15	.20	.25	.30	.40	...	...
902, Heavy, Plain		.20	.25	.35	.50	.70	1.10
902SC, with Screws		.25	.30	.40	.60	.85	1.25
935, Corgd., Plain		.20	.25	.35	.55	.80	1.15
935SC, with Screws		.25	.30	.40	.60	.90	1.30
SC1300¼, Light Galv.	.25	.30	.40	.55	.70	...	...
SC1302¼, Heavy Galv.		.35	.50	.80	1.25	1.85	2.60
SC1305¼, Corgd. Galv.		.40	.55	.85	1.50	2.10	...
Tee—	**3"**	**4"**	**5"**	**6"**	**8"**	**10"**	**12"**
904, Light, Plain	12½	.15	.20	.25	.30	.45	.60
SC904, with Screws	.15	.20	.25	.30	.35	...	...
906, Heavy, Plain		.20	.25	.35	.40	.50	.70
SC906, with Screws		.25	.30	.35	.45	.65	...
908, Extra Heavy		.25	.30	.40	.65	.90	1.25
937, Extra Corgd.		.30	.35	.40	.70	.90	...
SC937, with Screws		.35	.40	.45	.75	1.00	1.45
SC1304¼, Heavy Galv.		.40	.55	.65	.85	1.40	...
SC1306¼, Corgd. Galv.		.55	.85	1.15	1.85	2.50	...

BUTTS—Cabinet Door—

189 F—2x2	.55
2½ x2	.65
2½ x2½	.85
189 N—2x2	.55
2½ x2	.65
2½ x2½	.85
289 D2, F, & B—2x2	.25
2½ x2	.30
2½ x2½	.30
289 S F 2, S D 2, S A 4 and H—2x2	.30
2½ x2	.35
2½ x2½	.35
289 N—2x2	.35
2½ x2	.35
2½ x2½	.35
295 D 2 and F—2	.25
2½	.25
295 N—2	.30
2½	.35
284 D 2 and F—2-inch	.20
2½-inch	.25
3-inch	.35
284 S F 2—2-inch	.25
2½-inch	.30
3-inch	.35
284 N—2-inch	.30
2½-inch	.35
3-inch	.40
286 D 2 & F—2-inch	.25
2½-inch	.30
3-inch	.35
286 N—2-inch	.25
2½-inch	.35
3-inch	.40
291 D 2 and F—2x2	.30
2½x2½	.30
3x3	.35
291 S D 2, S F 2, S A 4 and B—2½x2½	.35
3x3	.40
291 N—2½x2½	.40
3x3	.45

Bright Steel—No. 804—2x2, 15c; 2½x2½, 20c; 3x2½, 25c; 3x3, 25c; 3½x3½, 30c; 4x4, 45c. 808—2x2, 15c; 2½x2½, 15c; 3x3, 20c; 3½x3½, 30c; 4x4, 40c. 823—2½x2½, 25c; 3x3, 30c; 3½x3½, 30c; 4x4, 35c. 838—1, 10c; 1¼, 10c; 1½, 10c; 2, 10c; 2½, 15c; 3, 15c; 3½, 25c; 4, 35c. 840—1, 10c; 1¼, 10c; 1½, 10c; 2, 15c; 2½, 15c; 3, 20c.

Galvanized—Brass Pins—1319—2x2, 40c; 2¼x2½, 45c; 3x3, 55c; 3½x3½, 75c. 1334—2x2, 40c; 2½x2½, 50c; 3x3, 65c; 3½x3½, 75c; 4x4, 95c.

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RETAIL SELLING PRICES—Continued.

BUTTS—Continued—

Finished—

241 D2, F, F 2 and B—

2x2	.35
2½x2½	.40
3x3	.40
3½x3½	.40
4x4	.55
4½x4½	.80
5x5	1.40
6x6	2.35

241 S D 2, S F 2 & S A 4—

2x2	.45
2½x2½	.45
3x3	.50
3½x3½	.50
4x4	.65
4½x4½	.90
5x5	1.55
6x6	2.65

241 H—2x2 .45

2½x2½	.50
3x3	.50
3½x3½	.50
4x4	.70
4½x4½	.95
5x5	1.60
6x6	2.75

241 N—2x2 .50

2½x2½	.50
3x3	.50
3½x3½	.55
4x4	.70
4½x4½	1.00
5x5	1.65

Parliament—

260 D 2 and F—3-inch .45

3½-inch	.55
4-inch	.60
4½-inch	.70
5-inch	.75

260 S D 2, S F 2—

3-inch	.50
3½-inch	.60
4-inch	.65
4½-inch	.70
5-inch	.75

260 H & SA 4—3 .50

3½	.60
4	.65
4½	.70
5	.80

260 N3 .50

3½	.60
4	.65
4½	.70
5	.80

828—3½ .35

4	.40
4½	.45
5	.50
6	.55

Japanned—

731—2x2 .25

2½x2½	.30
3x3	.30
3½x3½	.30
4x4	.40
4½x4½	.55
5x5	.75

731½—2½x2½ .35

3x3	.40
3½x3½	.40
4x4	.45

733—2x2 .35

2½x2½	.40
3x3	.40
3½x3½	.40
4x4	.50
4½x4½	.75
5x5	1.30
6x6	2.25

740 J 1—2 .25

2½	.30
3	.35

747—2½x2½ .30

3x3	.35

747 J 1—2½x2½ .35

3x3	.40

749 J 1—2x2 .35

2½x2	.35
2½x2½	.35

Half Surface—

160 D 2, F—2-inch .40

2½-inch	.45
3-inch	.50
3½-inch	.55
4-inch	.75
4½-inch	1.05

160 S F 2—2-inch .45

2½-inch	.50
3-inch	.55
3½-inch	.65
4-inch	.80
4½-inch	1.10

160 H—2-inch .50

2½-inch	.55
3-inch	.60
3½-inch	.70
4-inch	.85

160 N—2-inch .50

2½-inch	.55
3-inch	.60
3½-inch	.70
4-inch	.85
4½-inch	1.15

165 D 2 and F—2-inch .50

2½-inch	.50
3-inch	.55
3½-inch	.60
4-inch	.80
4½-inch	1.05

165 S F 2—2-inch .50

2½-inch	.55
3-inch	.60
3½-inch	.70
4-inch	.90
4½-inch	1.15

165 N—2-inch .55

2½-inch	.60
3-inch	.65
3½-inch	.75
4-inch	.90
4½-inch	1.25

Soss Invisible—

100	.45
101	.75
103	.60
104	1.35
108	2.10
112	3.25
116	4.50

Spring, Bommer—Single Acting—Pair—

Size	3"	4"	5"	6"	7"	8"	10"
Japanned	1.85	2.25	2.60	3.25	....	....	....
Ant. Cop., Dull Br.	2.50	3.00	3.55	4.50	....	....	....
Ant. Br., Sd., Nic.	3.35	4.00	4.75	....	....	....	....
Double Acting—							
Japanned	3.15	3.65	4.35	5.35	6.85	10.00	13.75
Ant. Cop., Dull Br.	4.15	5.00	5.90	7.50	9.60	13.75	19.00
Ant. Br., Sd., Nic.	5.50	6.65	8.00	9.60	12.25	17.00	....

New List Price of Bommer Spring Hinges—

Single Acting—	3"	4"	5"	6"	7	8"	10"
Japanned	3.10	3.70	4.30	5.30	....	....	....
Ant. Cop., Dull Br.	4.10	5.00	5.90	7.40	....	....	....
Ant. Br., Sd., Nic.	5.50	6.60	7.90	....	....	....	....
Double Acting—							
Japanned	5.20	6.10	7.20	8.10	11.40	16.50	22.80
Ant. Cop., Dull Br.	6.90	8.30	9.80	12.40	16.00	22.80	31.40
Ant. Br., Sd., Nic.	9.20	11.00	13.20	16.00	20.50	28.40	....

Spring, Chicago —

No. 1½, Double Acting—

⅞ to 1	3.35
1⅛ to 1¼	3.90
1¾ to 1½	4.65
1¾ to 2	6.75
2¼ to 2½	13.50

No. 3½, Blanks—

⅞ to 1	1.65
1⅛ to 1¼	2.00
1¾ to 1½	2.35
1¾ to 2	3.35
2¼ to 2½	6.10

Wrought Brass, With Brass Screws —

	¾	1	1¼	1½	1¾	2	2¼	2½
Narrow	.10	.10	.10	.15	.15	.20	.25	.30
Middle	.10	.10	.10	.15	.15	.20	.25	.35
Broad	.10	.10	.15	.15	.20	.25	.30	.40
Desk	.15	.15	.20	.25	.40	.50	...	...

HOLLOW WARE—STEEL—Baited Griddles, Cooking surface 12 inches, $1.90 each; 13 inches, $2.35; 14 inches, $2.50.

Handled Griddles—Cooking surface 9 inches, $1.30; 10 inches, $1.50; 11 inches, $1.65.

Spiders—Diameter, bottom, 8 inches, $1.10; 9 inches, $1.20; 10 inches, $1.50; 11 inches, $1.75; 12 inches, $2.00.

HOLLOW WARE—CAST—Dutch Ovens—No. 6, $4.25 each.; 9, $4.85; 10, $6.00; 11, $7.10; 8, $2.85; 2, $2.75; 1, $3.35; 0, $4.85; 00, $6.35.

Gem Pans—No. 1, $1.25 each; 3, $1.25; 6, $1.25; 10, $1.50; 11, $1.25.

Griddles—No. 7, $1.25 each; 8, $1.30; 9, $1.60; 10, $1.95; 12, $2.25; 14, $2.85; 16, $3.45.

Kettles, Stove—No. 7, Round, $3.15 each; 8, $3.65; 9, $4.50. No. 7, Flat, $3.15 each; 8, $3.65; 9, $4.50.

Skillets or Spiders—No. 4, $1.15 each; 5, $1.25; 6, $1.30; 7, $1.35; 8, $1.50; 9, $1.85; 10, $2.15; 11, $2.85; 12, $3.80.

Scotch Bowls—No. 2, $2.00 each; 3, $2.40; 4, $2.70.

Waffle Irons—No. 7, $2.35 each; 8, $2.65; 9, $3.10; 7-D, $2.85; 8-D, $3.25; 11, $3.35; 12, $5.50.

HOLLOW WARE—STEEL—Fry Pans, Acme—No. 00, 20c each; 0, 25c; 1, 30c; 2, 35c; 3, 35c; 4, 40c; 5, 50c; 6, 60c; 7, 75c.

Griddles—No. 8, $1.00 each; 9, $1.25; 10, $1.40; 12, $1.80; 14, $2.00; 16, $2.35.

Skillets or Spiders—No. 7, $1.20 each; 8, $1.35; 9, $1.45; 10, $2.00; 12, $2.35; 07, 40c; 08, 45c; 09, 60c; 1010, 70c; 012, 85c.

HOOKS AND EYES—(Price per dozen)—

	Screw Hooks Steel	Screw Hooks Brass	Screw Eyes Steel	Screw Eyes Brass
0	.60	...	.45	...
1	.50	...	.40	...
2	.45	...	.35	...
3	.40	...	.30	...
4 or 104	.30	...	.25	...
5 or 105	.25	...	.20	.75
6 or 106	.15	.75	.15	.60
7 or 107	.15	.60	.15	.45
8 or 108	.15	.45	.10	.40
9 or 109	.10	.35	.10	.35
10 or 110	.10	.30	.10	.30
11 or 111	.10	.25	.10	.25
12 or 112	.10	.20	.05	.20
13 or 113	.10	.15	.05	.15
14 or 114	.10	.10	.05	.10

Gate Hooks and Eyes—

Size	1½	2	2½	3	3½	4	6
No. 40, steel	.20	.25	.30	.40	.45	.50	.90
No. 1040, brass	.60	.75	.90	1.10	1.50	1.75	2.00

Gross lots, 35% off list.

Ceiling —	Ea.
2½-inch cast iron	.60
2¾-inch cast iron	1.35
2¾-inch, other finishes	1.50
Cast, coppered	.65
Wire, coppered	.35
Wire, Japanned	.40
Wire, tinned	.40
Wire, nickel plated	.55
Wire, brass plated	.55
Coat and Hat—	
Double, cast, heavy	.70
Single, cast	.45
Medium, cast	.70
Heavy, cast	.90
Cast, nickel plated	.85
Mast, copper finish	.95
Cast, brass finish	1.10
Cast, bronze, all fin.	4.25
Porcelain, solid	.15
Wire, Japanned	.20
Wire, tinned	.30
Wire, nickel plated	.40
Clothes Line—	Ea.
Malleable iron, Jap	.10
Malleable iron, Galv.	.15
Grass—	Each
14-in., 16-in., 18-in.	.50
Bronzed	.65
12-in., enameled, green	.60
12-in., enameled, black	.65
Finest quality steel	.90
Forged tool steel	.60
Hammock—	
To screw	.15
With plate	.15
Hay Fork—	
⅝-inch pl. wr'ght steel	.30
¾-inch pl. wr'ght steel	.45
¼-inch galvanized	.15
⅜-inch galvanized	.15
7-16-inch galvanized	.20
½-inch galvanized	.25

HOSE FIXTURES—Hose Washers—¾-inch, doz., 5c; bulk 45c lb.

Hose Couplings—Cast Brass, Common—½-inch, 25c each; ¾-inch, 25c; 1-inch, 40c. Heavy Brass, Clincher, ½-inch, 40c; ¾-inch, 40c.

Brass Hose Clamps—½-inch, 5c each; ¾-inch, 5c; 1 inch, 15c; 1¼-inch, 20c; 1½-inch, 30c; 2-inch, 35c.

Galvanized Steel Hose Clamps—½-inch, 5c each; ¾-inch 5c; 1-inch, 10c; 1¼-inch, 20c; 1½-inch, 30c; 2-inch, 35c.

Hose Menders—Clincher, ½-inch, 20c each; ¾-inch, 20c. Sherman Seamless Brass, ½-inch, 10c; ¾-inch, 10c. Wood, ½-inch, 25c; ¾-inch, 30c. Caldwell Hose Straps, ½-inch, 2½c; ¾-inch, 3c. Caldwell Hose Strap Pliers, No. 1 for ½ or ¾-inch Hose Bands, 40c each.

Hose Nozzles—Boston, ¾-inch, 95c each. Magic, ¾-inch, 15c; ¾-inch, 17c; 4-ply, black, ½-inch, 15½c; ¾-inch.

HOSE, GARDEN—Coupled in 50-ft. lengths—Cotton, ½-inch, 20c; ¾-inch, 23c; 4-ply, black, ½-inch, 15½c; ¾-inch, 19½c; 5-ply, black, ½-inch, 16½c; ¾-inch, 20c; 5-ply, red, ½-inch, 17c; ¾-inch, 21c.

Reels, not coupled, per ft.—Electric, corrugated, ½-inch, 21c; ¾-inch, 24c; 1-inch, 35c; Electric smooth, ½-inch, 20c; ¾-inch, 23c; 1-inch, 30c; Second Grade, ½-inch, 19c, ¾-inch, 22c; Third Grade, ½-inch, 16c; ¾-inch, 19c; Fourth Grade, ½-inch, 15c; ¾-inch, 18c.

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RETAIL SELLING PRICES—Continued.

IRON SHEETS—Galvanized—	Cut Sheets	Full Sheets
10 to 20	.14	.11
20 to 30	...	.13
Black Sheets—		
10 to 16	.12	.09½
18 to 24	.12	.09½
26 to 30	.13	10½
Corrugated Sheets, Galvanized—		
26 Ga.		9.00
28 Ga.		8.50
Rockface Siding		9.00
Brickface Siding 28 Ga.		8.25

IRONS—

Plane, Stanley or Bailey—			
1⅝-inch, Block	.75	2⅜-inch, Single	1.05
1¾-inch, Single	.75	1¾-inch, Double	1.10
2-inch, Single	.80	2-inch Double	1.20
2⅛-inch, Single	.85	2⅛-inch, Double	1.25
2⅜-inch, Single	1.00	2⅜-inch, Double	1.55
		2⅝-inch, Double	1.65

IRONS—Sad. Common, 18c lb.
Mrs. Potts—No. 50, $3.50 per set.
70, $4.25; G. Pressing, 25c lb.; T Tailors' Goose, 25c lb.; N Gasoline, $5.25 each. Handles, 35c; Asbestos No. 60. $3.00 set.

KNIVES—Hay—
Lightning, $2.25; Iwan Sickle, $3.25; Iwan Serrated, $3.25; Heaths Upright, $2.75.

KNOBS—Maple base, each, 5c; doz., 35c.

LACING—Belt—

Rawhide, Cut			
Size, ¼, per ft.	.02½	2, coil	.70
Size 5-16, per ft.	.03	3, coil	.80
Size ⅜, per ft.	.04	0M, 1M, 2M, 3M spl.	.80
Size 7-16, per ft.	.05		
Size ½, per ft.	.06	Hooks	Doz.
Size ⅝, per ft.	.07	10	.05
Size ¾, per ft.	.08	8, 9	.05
Wire		6, 7	.10
0 and 1	.05		

LADDERS—Extension, No. 1, $1.00 foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LAMPS—Coleman Quick-Lite, Gasoline—CQ329, Eastern and Central States, $9.00; Rocky Mt. and Pac. Coast States, $9.50.

LAMPS, ELECTRIC—Hygrade, Save, B First, Whitelite, Marvel, Brite-Lite and other makes.

Type B Lamps—	Clear	Frosted
10 to 50 watts	.40	.45
60 watts	.45	.50
100 watts	1.00	1.10
Type C Lamps—	Clear	Frosted
50 watts	.65	...
75 watts	.75	.80
100 watts	1.10	1.20
150 watts	1.55	1.65
200 watts	2.10	2.25

LANTERNS—Coleman Quick-Lite, Gasoline, LQ327—East and Central States, $7.50; Rocky Mt. and Pac. Coast States, 8.00.
Note—General rise in lantern prices will be itemized next month. Ask your jobber.

LANTERNS—Dietz Tubular—

HOT BLAST
Little Star Tin Lanterns..1.50
Hi-Lo Tin Lanterns.....2.00
Victor Tin Lanterns....1.35
Monarch Tin Lanterns..1.35
O. K. Tin Lanterns.....1.50
No. 2 Royal Tin Lants..1.75

COLD BLAST
Junior Tin Lanterns....1.50
Junior Brass Lanterns..2.50
Junior Brass Nickel-plated Lanterns 2.50
No. 2 Crescent Tin Lanterns 2.10
No. 2 Blizzard Tin Lanterns 2.10
No. 2 Large Fount Blizzard Lanterns 2.00
Little Wizard Tin Lanterns 1.45
D-Lite Tin Lanterns....1.65
No. 2 Large Fount Wizard Lanterns 2.10

DASH AND WAGON
Buckeye Dash Lant'ns..2.25
Junior Wagon Lant'n...2.35
Roadster Wagon Lanterns 2.35

DRIVING
Eureka Driving, plain lens 2.50
Same with optical lens..2.65
Octo Driving, pl'n lens..4.50
Same, optical lens 5.10
Union Driving, plain lens 5.10
Same with optical lens..5.50

MILL
Watchman's Mill Lanterns, enamel fin.....2.50
Underwriter's Mill Lanterns 2.75
No. 2 Blizzard Mill Lanterns 3.75

FIRE DEPT.
King Fire Dept. Tin, enamel finish 5.10
Same, Nickel-plated on Tin 5.65
Same, all Brass ....
Same, Nickel-plated on Brass 6.50

WALL
No. 15 Wall Lanterns...3.00
No. 25 Wall Lanterns...3.15
No. 30 Beacon Wall Lanterns 3.15
No. 60 Beacon Wall Lanterns 9.00

STREET AND HANGING
Pioneer Street Lanterns, Tin 7.50
Same, Brass Founts 9.50
Same, all Brass 12.50
Pioneer Hanging Lanterns, Tin 8.10
Same, Brass Founts....11.00

PLATFORM
Imperial Platform Lanterns 13.00
No. 1 Climax Platform Lanterns 5.50
No. 2 Climax Platform Lanterns 5.65
Nos. 1 and 2 Climax Nested 11.00

UNCLASSIFIED
Police Flash Lanterns...2.00
Traffic Signal Lanterns.4.35
No. 12 Display Stand and Assortment 25.00

LEAD—Bar, 18c lb.; Calking (100 lbs.), 17c lb.; Pig (100 lbs.), 16c lb.; Sheet (full), 26c lb.; Wool, 35c lb.

LEVELS—No. 36, 12-inch, $3.35;18-inch, $4.00; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, 6.25.
Marx Aluminum—12-inch, $3.75; 18-inch, $4.50; 24-inch, $5.50; 28, $6.25.
No. 95, 24-inch, $8.00; 26-inch, $8.25; 28-inch, $8.50; 30-inch, $9.00. No. 96, 24-inch, $10.00; 28-inch, $10.50; 30-inch, $11.00.
Special Nos.—No. 0, $2.00; 15, 24 and 26-inch, $4.75; 15, 28 and 30-inch, $5.00; 25, $5.50. 34, $1.85; 4524, $5.00; 4424, $6.50; 45½, $5.25; 90, $3.75; 93, $5.00; 103, $1.00.

LIFTERS—Hot Pan—20c each. Stove Cover, wire circular handle, 15c; straight wire handle, 10c.
Transom, Coppered—⅛x3-in., 45c each; ½x4, 50c; 5-16 x4, 75c; 5-16x5, 90c.

LINES, CLOTHES—Cotton, Braided—40-foot, 20c each; 60-foot, 25c; 50-foot, 25c; 50-foot, 35c.
Wire, Twisted—50-foot, 20 gauge, 45c each; 75-foot, 20 gauge, 60c; 100-foot, 20 gague, 70c; 50-foot, 18 gauge, 70c; 75-foot, 18 gauge, 80c; 100-foot, 18 gauge, 95c.
Wire, Solid—100-foot, 10 gauge, 95c each.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

LUGGAGE CARRIERS—BOYCO—No. 4, 46-inch, open, $3.75; No. 40, 46-inch, with end, $4.25; No. 5, 66-inch, open, $4.65; No. 50, 65-inch, with end, $5.00.

MANILA ROPE—3-16 inch to ¼-inch, 50c per lb.; ⅜-inch and larger, 45c.

MATS, DOOR—Cocoa Fibre, Fine, 14x24, $1.25; 16x27, $1.50; 18x30, $2.25; 20x33, $3.00; 22x36, $3.50.
Cocoa Fibre, Medium—16x27, $2.50; 18x30, $2.75; 20x33, $3.50.
Steel—15½x23½, $2.50 each; 17½x30, $3.50; 21½x36, $5.10.
Steel Matting in Rolls—Per sq. ft., $1.00.

MATTOCKS—	Each
Short Cutter, Standard, 5½ lbs.	1.25
Long Cutter, Standard, 6 lbs.	1.25
Pick, Standard, 6 lb.	1.25

MAULS—Post—10-lb., $1.50 each; 13-lb., $2.00; 16-lb., $2.50; 18-lb., $2.75; 20-lb., $3.15.
Ship or Top, 25c lb.
Wood Choppers—Adze or Round Eye, 24c lb.

MILLS—Cider—

Junior	**42.00**	**Senior**	**65.00**
Medium	**48.00**	**Force Feed**	**80.00**

MOPS—Dish, Handled, No. 1, 10c each; 2, 10c; 4, 10c.
O-Cedar, Handled—No. 4, small triangle, $1.25 each; No. 3, large triangle, $1.75; No. 10B, polish. $1.50.
Self-Wringing—No. 10, $1.10 each.
Round—No. 1, $1.75; No. 2, $1.25.

MOP STICKS—No. 2, 25c each; No. 7, 35c each; No. 13 35c each; No. 70, $1.10; Janitor's, 75c each.

MOWERS—Lawn		Common—	
Great American—		14-inch	8.50
15-inch	24.00	16-inch	10.00
17-inch	26.00	Pennsylvania—	
19-inch	29.00	17-inch	30.00
21-inch	32.00	19-inch	32.50
		21-inch	35.00

NAILS—New Base, $4.75.

NETTING, POULTRY—Hexagon, Galvanized after Weaving—
2-inch, 20-gauge—List roll, 12 in., $2.14; 18 in., $3.08; 24 in., $3.92; 30 in., $4.68; 36 in., $5.35; 48 in., $7.13; 60 in., $8.91; 72 in., $10.69.
Sell Full Roll—12 in., $2.15; 18 in., $3.10; 24 in., $3.95; 30 in., $4.70; 36 in., $5.35; 48 in., $7.15; 60 in., $8.90; 72 in., $10.70.
Sell Cut (lin. ft.)—12 in., 1¾c; 18 in., 2½c; 24 in., 3½c; 30 in., 4c; 36 in., 4½c; 48 in., 6c; 60 in., 7½c; 72 in., 9c.
1½-inch, 20-gauge—List Roll, 12 in., $3.15; 18 in., $4.53; 24 in., $5.78; 30 in., $6.90; 36 in., $7.88; 48 in., $10.50; 60 in., $13.13; 72 in., $15.75.
Sell Full Roll—12 in., $3.15; 18 in., $4.55; 24 in., $5.80; 30 in., $6.90; 36 in., $7.90; 48 in., $10.50; 60 in., $13.15; 72 in., $15.75.
Sell Cut (lin. ft.)—12 in., 3c; 18 in., 4c; 24 in., 5c; 30 in., 6c; 36 in., 6½c; 48 in., 8½c; 60 in., 11½c; 72 in., 13c.
1-inch, 20-gauge—List Roll, 12 in., $4.95; 18 in., $7.12; 24 in., $9.08; 30 in., $10.83; 36 in., $12.38; 48 in., $16.50; 60 in., $20.64; 72 in., $24.75.
Sell Full Roll—12 in., $9.45; 18 in., $1.75; 24 in., $9.10; 30 in., $10.85; 36 in., $12.40; 48 in., $16.20; 60 in., $20.65; 72 in., $24.75.
Sell Cut (lin. ft.)—12 in., 4½c; 18 in., 6c; 24 in., 8c; 30 in., 9c; 36 in., 10½c; 48 in., 14c; 60 in., 17c; 72 in., 20½c.

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RETAIL SELLING PRICES—Continued

NETTING, POULTRY—Continued—
¾-inch, 20-gauge—List Roll, 12 in., $8.55; 18 in., $12.30; 24 in., $15.68; 30 in., $18.71; 36 in., $21.38; 48 in., $28.50; 60 in., $35.63; 72 in., $42.75.
Sell Full Roll—12 in., $8.55; 18 in., $12.30; 24 in., $15.70; 30 in., $18.70; 36 in., $21.40; 48 in., $28.50; 60 in., $35.65; 72 in., $42.75.
Sell Cut (lin. ft.)—12 in., 8c; 18 in., 10½c; 24 in., 14c; 30 in., 16c; 36 in., 17c; 48 in., 25c; 60 in., 30c; 72 in., 35c.

NIPPERS, CUTTING—

Bernard's—	
5-inch	2.25
6-inch	2.65
7-inch	3.25
Nettleton's—	
6-inch	2.00
8-inch	2.40
10-inch	2.90
12-inch	3.10
14-inch	3.75
Utica—	
5-inch	1.35
6-inch	1.50
7-inch	1.85
4-inch	1.65
4½-inch	1.80
5-inch	2.00

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 5 for 5c; 5-16, 3 for 5c; ⅜, 3 for 5c; 7-16, 2 for 5c; ½, 2 for 5c; 9-16, each 5c; ⅝, each 5c; ¾, 2 for 15c; ⅞ each 10c; 1 inch, each 15c. In quantity sell at cost, plus 50 per cent.
Hot Pressed U. S. S. Square, Tapped—Size ¼, Sug. retail, 10 for 5c; 5-16, 6 for 5c; ⅜, 5 for 5c; 7-16, 3 for 5c; ½, 3 for 5c; ⅝, 2 for 5c; ¾, each 5c; ⅞, each 10c; 1-in., 2 for 25c. In quantity sell at cost, plus 50 per cent.
Wing, Tapped, U. S. S.—3-16, 25c doz.; ¼, 30c; 5-16, 35c; ⅜, 50c; 7-16, 60c; ½, 85c; ⅝, $1.75.

OAKUM—Plumbers, 20c lb.; Navy, 30c lb.; Best Unspun, 35c lb.

OIL—3-in-1, 1-oz. bottle, 20c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 35c.
Household Lubricant, 4-oz. can, 25c each; 8-oz. can, 35c. oz. can, 35c.
Winchester Utility—1-oz. bottle, 15c; 3½-oz. can, 25c.
Many-use—3-oz. can, 25c.

OILERS—

Mowing Machine—	
620	.30
1100	.15
1140	.15
1141	.15
Steel, Spring Bottom—	
12	.20
13	.25
13 A	.30
14	.30
14 AA	.35
14 B	.40
16	.45
8	2.35
Steel, Railroad—	
10	.90
11	1.10
Zinc, Chase's—	
00	.15
0	.15
1	.15
2	.20
3	.25
4	.30
5	.40
6	.50

OPENERS (Can)—

No.	Each.
16	.15
100	.30
140	.15
340	.30

OVENS, PORTABLE—Boss—

No.	Each.
Androck, complete	1.25
Kerogas—	
357	7.25
657	8.25
Perfection—	
121 G	6.25
122 G	7.50
Pinney & Boyle—	
1	3.75
2	4.50
11	3.00
13	3.75
111	3.75
113	4.50
120	6.75
213	4.00
220	7.35
313	4.50

PACKING—Sheet Rubber—Standard I. C., 40c lb.; Indian Red, 60c.
Italian Hemp—A, 1-inch, 45c lb.
Square Flax, braided, 60c.
Piston Spiral—Steam, high pressure, $1.50; steam or water, low pressure, $1.
Asbestos Cement—7½c lb.
Wicking, Asbestos—4-oz. ball, 30c.
Cotton Candle—2-oz. ball, 10c.

PADS—Sweat—No. 63 N12, Red Edge, 24-in., $1.00; No. 146 A 12, Blue and White Striped, $1.50.

PADLOCKS—Corbin—

No.	Each.
958	.85
2802¼	.30
2822¼	.40
2869	.75
2879	2.00
2880	2.25
2881	2.75
2883	4.00
Miller—	
1	1.35
016	.25
18	.30
18 D	.40
19	.30
21	.35
75	.40
76	.85
78	1.00
96	.55
96C	75
121	.45
5441	.85
Slaymaker—	
1902	.55
1903	.60
9902	.70
9902 N C	.65
21090	.80
Yale—	
223	.85
225	1.00
453 J	.30
453 X	.30
563	1.75
565	2.10
585	1.50
635	1.50
645 J	.65
803	2.25
805	2.25
805½	2.50
813	2.25
815	2.35
823	2.40
833	3.00
843	3.25
858	3.50
8454	2.75

PAINT SUNDRIES—

Alcohol—(Denatured)—	
1 gallon	1.45
5 gallons	1.15
Alum—	
Pwd., less than 100 lbs., lb.	.17
Benzine—	
New cans, cased., gal.	.60
Old cans, uncsd, gal.	.40
Coal Tar—	
5-gal. Gal.	.40
1-gal. Gal.	.55
Creosote—	
Gal.	.85
Distillate—	
Light, gal.	.40
Glue—	
No. 2 Gelatine	.50
Chicago White	.50
Kalsomine, White—	
Bbls., 280 lbs.	.08
Kegs, 100 lbs.	.08½
4 25-lb. pkgs., bulk	.09
25 lbs., bulk	.09
Less 25 lbs.	.09¼
100 lbs. 5-lb. pkgs.	.09
Less 100 lbs. pkgs.	.09¼
Lamp Black—Bear Brand—	
1-S, lb. pkg.	.45
½-S	.30
¼-S	.20
Linseed Oil, Boiled—	
5's Gal.	1.11
1's Gal.	1.40
½'s ½-Gal.	80
¼'s Qt.	.45
⅛'s Pt.	.30

Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.

Oil—	Gal.
Floor	.75
Gloss	1.50
Lard, No. 1	1.80
Liz-O-Oil	.90
Neatsfoot No. 1	2.40
Neutral	.60
Paraffine	.85
Paint, Dry Colors—	
Umber	.12
Chrome Green, Med.	
Graphite	.06
Metallic	.06
Sienna	.11
Venetian Red	.08
Yellow Ochre	.05

PANS—Acme Frying—

No. 00, each	.20
No. 0, each	.35
No. 1, each	.40
No. 2, each	.45
No. 3, each	.50
No. 4, each	.55
No. 5, each	.60
No. 6, each	.80
No. 7, each	.90

Painters' Petroleum—
I-Gal. Gal. .40

Paints, Ready Mixed—1st grade, white—

Gals. Gal.	4.40
½-gals. ½-Gal.	2.30
Quarts Qt.	1.25
Pints Pt.	.70
½-pints ½-Pt.	.40
1st Grade, Colors—	
Gals. Gal.	4.25
½-gals. ½-Gal.	2.25
Quarts Qt.	1.20
Pints Pt.	.65
½-pints ½-Pt.	.35
2d Grade, White or Colors—	
Gals. Gal.	2.90
½-gals. ½-Gal.	1.60
Quarts Qt.	.95
Inside Floor—	
Gals. Gal.	2.90
½-gals. ½-Gal.	1.60
Quarts Qt.	.95
Porch—	
Gals. Gal.	4.25
½-gals. ½-Gal.	2.25
Quarts Qt.	1.20

Plaster Paris—
Less sack, lb. .08

Putty, Bladder—
Less than 100 lbs. .07½

Putty, Bulk—	Lb.
1-lb. cans	.15
2-lb. cans	.12½
3-lb. Cans	.09½
5-lb. Cans	.09
10-lb. Cans	.08½
25-lb. Cans	.08
85 lb. Cans	.06½

Rosin—
Lb. .14

Tints, Kalsomine—

Barrels, 280 lbs.	.09
Kegs, 100 lbs.	.09½
100-lb. bulk	.10
25-lb. bulk	.10
Less 25 lbs.	.10½
100 lbs., 5-lb. pkgs.	.09½
Less 100 lbs. 5-lb. pkgs.	.10

Turpentine—

5's Gal.	1.10
1's Gal.	1.25
½'s ½-Gal.	.75
¼'s Qt.	45
⅛'s Pt.	25

Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.

PAPER, BUILDING—

Roofing—	Light.	Medium.	Heavy.
Plymouth, Smooth	3.00	3.50	4.00
Pioneer, Sanded	2.50	3.00	3.50
Asbestos	4.25	4.75	5.25
H & H	....	2.50	....
Pioneer, Flaxine	3.00	3.50	4.00
Pioneer, Sanded	2.50	3.00	3.50
Pioneer, Slate	....	3.75	....
Certain-teed	2.25	3.00	3.50
Major	2.00	2.50	3.00
Guard	1.75	2.25	2.75

Pioneer Sheathing, Gray—Per roll, 20-lb., $1.25; 25-lb., $1.50; 30-lb., $1.75.
Shingles, Slate, Red or Green—Individual (424 per square), $10.25 square. Strip or Slab (104 per square), $9.25.
Tin Caps—1¼-inch, 30c per lb.
Felt—Asphalt Saturated, $2.75 per roll. Deadening, 6½c per lb. Insulating, Saturated, $1.75 per roll; Saturated and Coated, $2.75.

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RETAIL SELLING PRICES—Continued.

SAND AND EMERY—Per quire of sheets—

	0	½	1	1½	2	2½	3
Carborundum	.80	.95	1.10	1.30	1.50	1.75	....
B. & A.	.45	.50	.55	.60	.75	.85	.95
Aztec	.40	.45	.50	.60	.70	.75	.90
Aloxite	.80	.85	.90	1.00	1.10	1.20	1.45

PEAVIES—

	Socket. Maple.	Hickory.		Socket. Maple.	Hickory.
2¼x4	4.85	5.25	2¾x4½	5.25	5.75
2½x4½	4.50	5.50	5	5.85	6.00
2½x4½	4.65	5.75	3x5	6.00	6.75
2½x5	4.85	5.85			

PERCOLATORS, COFFEE—Universal—

46	4.50	74	5.50
48	5.00	76	6.00
52	4.25	79	6.75
54	4.50	714	7.50
56	5.00	464	5.75
58	5.75	466	6.25
64	5.00	469	7.00
66	5.50	474	6.25
69	6.25	476	6.75
614	7.00	479	7.50

Percolator Tops, 10c each.

PICKS—Railroad, 5-lb., $1.10 each; 6-lb., $1.15; 7-lb., $1.25; 8-lb., $1.50; 9-lb., $1.65.
Drifting—No. 1, 95c each; 2, $1.10; 3, $1.15; 4, $1.25;

PINS—Clothes—C—Common, 10c doz.; US—Spring, 20c; H—Hoyt's Spring, 15c.

PINCERS—Carpenters'—6-in., 75c; 8-in., $1.00; 10-in., $1.25.

PIPE—(See Plumbing Prices, Page 169).

PIPE, STOVE—Nested, Full Joints—3-inch, 25c joint; 4-inch, 25c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c.
4-inch, Japan, 40c; 3-inch, Galvanized, 35c; 4-inch, Galvanized, 40c; 5-inch, Galvanized, 50c; 6-inch, Galvanized, 60c.
Half Joints—5-inch, 20c joint; 6-inch, 20c.
Taper Joints—6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c.

PIPE FITTINGS (STOVE)—Caps, No. C 15, 60c each; C-16, 60c each.
Dampers—No. 3, 4, 20c each; 5, 6, 25c; 7, 40c.
Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c; 7, 45c. No. 3 Adj. 4 Pc., 35c; 4, 40c, 5, 40c; 6, 45c. 3-inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. No. 3 Corg. Jap., 40c; 4, 45c.
In lots of 12 dozen, 5 per cent discount from above.
Flue Stops, Nos. 1 and 36, 20c each; 3, 20c each; 30, 20c 3, 3½ (in kegs), 35c lb.; 4, 5, 35c; 6, 7, 8, 35c; 10, 35c. Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS—Automatic—Colts' .25 Cal., $20.50 each; 25 Cal. nickel, $27.00; .32 Cal. $25.00; .38 Cal., pocket, $45.00; .45 Cal., military, $42.00.
Smith & Wesson—.35 Cal., $31.50; Savage, .32 Cal., $24.00; .380, $25.00

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., $1.25; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $13.50.

PLANES—Stanley—No. 1, $3.25 each, 2, $4.25; 3, $4.45; 3C, $4.50; 4, $4.75; 4C, $5.00; 4½, $5.60; 4½C, $5.95; 5, $5.50; 5C, $5.80; 5½, $6.00; 5½C, $6.60; 6, $7.25; 6C, $7.50; 7, $8.10; 7C, $8.60; 8, $10.00; 8C, $10.20; 9, $9.15; 9½, $2.45; 9¾, $3.00; 10, $7.25; 10½, $6.00; 12, $5.50; 12½, $7.25; 15, $2.60; 15½, ...; 16, $2.75; 17, $3.25; 18, $3.00; 19, $3.10; 20, $9.25; 24, $3.50; 25, $3.35; 26, $3.50; 27½, $4..5; 28, $4.70; 29, $....; 31, $5.10; 32, $5.55; 35, $4.25; 36, $4.70; 37, $5.15; 40, 2.50; 40½, $3.35; 45, $15.35; 46, $10.75; 47, $8.50; 48, $6.00; 49, $6.00; 50, $8.40; 55, $30.75; 60, $2.90; 60½, $2.60; 61, $2.50; 62, $6.15; 65, $3.35; 65½, $2.85; 71, $4.50; 71½, $3.50; 72, $5.00; 74, $....; 75, 75c; 78, $3.70; 85, $5.10; 90, $4.45; 92, $4.45; 93, $5.30; 94, $6.20; 95, $2.10; 97, $4.50; 98, $2.10; 99, $2.10; 100, 60c; 101, 50c; 102, 95c; 103, 1.30; 110, $1.30; 112, $4.95; 113, $8.05; 120, $1.85; 130, $1.90; 131, $3.00; 140, $3.35; 146, $4.45; 147, $4.75; 148, $5.05; 171, $6.50; 190, $3.30; 191, $3.05; 192, $2.90; 203, $1.65; 212, $3.35; 220, 1.85; 278, $3.50; 289, $4.20; 444, $11.95; 602, $4.30; 603, $4.90; 604, $5.30; 604C, $5.55; 604½, $6.15; 605, $6.15; 605C, $6.45; 605½, $6.75; 606, $7.85; 606C, $8.25, 607, $8.90; 607C, $9.45; 608, $10.70; 608C, $11.20.
No. 39—¼, $3.25; ¾, $3.50; ½, $3.65; ⅝, $3.90; ¾ $4.00; 13-16, $4.25; ⅞, $4.25; 1 $4.45.
Stanley Block Plane Irons—Nos. 100 and 101, 20c each; 102 and 103, 30c; 110 and 130, 45c; 120 and 220, 60c, 140, 70c; 10 and 10½ Sngl., $1.00; 10 and 10½ Dbl., $1.55; 12 and 112, 65c; 12½, 65c; 9½ and 9¾, 60c; 15, 16, 17, 18 and 19, 60c; 60 and 65, 60c.

PLATES—GAS, HOT—No. 501, $3.75 each; 502, $6.00; 503, $9.25; 702, $8.75; 703, $12.75; 722, $9.75; 723, $13.75; 1001, $2.65; 1002, $4.35.

PLIERS—Klein's No. 201—6-inch, $3.90 each; 7-inch, $4.50; 8-inch, $4.75; 9-inch, $6.00. Bernard's No. 102—4½-inch, $1.50; 5½-inch, $1.85; 6½-inch, $2.25; 8-inch, $3.25.

PLUGS—Spark—$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 86, 6-inch, $2.25 each; 9-inch, $2.75; 12-inch, $3.25; 18-inch, $3.75; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, $6.25. 37G, 12-inch, $4.25; 18-inch, $6.25. 34V, 4-inch, $1.80; 6-inch, $2.25; 8-inch, $3.00; 10-inch, $3.85.
Wood, Stanley or Disston—No. 00, $1.50 each; 0, $1.75; 2, $2.50; 3, $3.00; 8, $3.85; 13, 26-in., $3.50; 28-in., $3.75; 30-in., $3.75. No. 15, 26-in., $4.25; 28-in., $4.50; 30-in., $4.50. No. 30, $3.75; 35, $3.25; 45½, $5.25. No. 93, 26-in., $5.00; 28-in., $5.25; 30-in., $5.50. No. 95, $8.25; 96, $10.00; 102, 80c; 104, $1.15.
Pocket, Stanley—No. 31, 2½-inch, 55c each; 3-inch, 65c; 3½-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, $2.25.
Extra Level Glasses—No. 1, 1¼ to 2-inch, 15c each; 2½-inch, 15c; 3½-inch, 20c. No. 361, 40c. No. 362, 75c. No. 371, $1.65.

POKERS, STOVE—
No. 120, Straight, 20-inch, 15c each; 126, Straight, 26-inch, 20c; 200, Bent, 20-inch, 15c; 250, Bent, 26-inch, 20c.

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., $1.00.

POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., $1.00. Calol, ½ pt. 30c each; 1 pint, 45c; 1 quart, 65c; ½ gallon, $1.15; 1 gallon, $2.00; 5 gallons, $7.50.
Liquid Veneer, 4 ounce, 30c each; 12 ounce, 60c; 1 quart, $1.25.
O-Cedar—4 ounce, 25c each; 12 ounce, 50c; quart, $1.00; ½ gallon, $2.00; gallon, $3.00.
Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c; 2 pounds, $1.70; 5 pounds, $3.00.

METAL—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart, $1.25.

SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 O S Shoe Satin, 10c; 9 O S Shoe Satin, 15c; 1 O Satinola, 10c; 2 O Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P, Satinola, 15c.

STOVE—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 25c; 10 E, Enameline, 15c.
Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 25c; 20, Black Silk, $1.75; 01, Black Eagle, 45c; 95 Black Eagle, $2.00; 4 E, Enameline, 15c; 6 E, Enameline, 15c; 75 Black Jack, 25c; 1, Rising Sun, 10c.

POTS—Fire.

Gasoline, C & L.		Tin	
20	12.00	4 Quart	.70
21	15.25	6 Quart	.90
71	19.50	8 Quart	1.15
72	18.00	10 Quart	1.40
5	18.00	Glue—	
1	19.50	000, ¾-pt.	1.25
Watering Galvanized		00, 1-pt.	1.35
4 Quart	.95	0, 1¼-pt.	1.50
6 Quart	1.15	1, 1½-pt.	1.75
8 Quart	1.35	2, 2-pt.	2.00
10 Quart	1.55	Melting—	
12 Quart	1.75	5-in.	.85
16 Quart	2.25	6-in.	1.25

PULLERS—Nail—Rex, $1.65 each; Rex, Jr., $1.35; Red Devil, $2.50; Morrill's, $4.25; Little Giant, $2.25.

PULLEYS—Brass Screw, No. 350, ½-inch, 15c each; ⅝, 20c; ¾, 25c; 1, 30c; 1¼, 35c; 1½, 40c. No. 370, ⅝-inch, 35c each; 1, 40c.

PULLEYS—Brass Screw, No. 35, ½-inch, 15c each; ⅝, 20c; ¾, 25c; 1, 30c; 1¼, 35c; 1½, 40c. No. 37, ⅝-inch, 35c
Clothes Line—No. 30, 3½-inch, 45c; No. 60, 6-inch, 70c; No. 64, 20c; No. 65, 2½-inch, 20c; No. 67, 25c; No. 160, 2-inch, 25c; No. 6500, 5½-inch, 55c; No. 6500G, 5½-inch, 65c.
Hay Fork—No. 566, for rope, $1.00; No. 1651, for wire rope, $3.50.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, $1.00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, $4.00; 2, $4.50; 3, $5.20; 4, $5.00.

PUTTY—Per lb., 15c.

RAKES—GARDEN—Malleable, 12-tooth, 70c each; 14-tooth, 80c. Steel Straight, 12-tooth, $1.10; 14-tooth, $1.25. Steel Row, 11 and 12-tooth, $1.35; 13 and 14-tooth, $1.45; 15 and 16-tooth, $1.60. Lawn, 85c.

RASPS—Plain Horse Rasps—14-in., each $1.00; 16-in., $1.25; 18-in., $1.60.
Flanged Horse Rasps—14-in., each $1.25; 16-in., $1.50; 18-in., $2.00.
Half Round Cabinet—10-in., each $1.25; 12-in., $1.50; 14-in., $2.00; 16-in., $2.50; 18-in., $3.00.
Half Round Wood—10-in., each $1.00; 12-in., $1.25; 14-in., $1.65; 16-in., $2.25; 18-in., $2.90.
Flat Wood—10-in., each 95c; 12-in., $1.25; 14-in., $1.50; 16-in., $2.00; 18-in., $2.60.

RAZORS (SAFETY)—

		Eveready	
No.		**No.**	
700, each	**1.00**	706 B, 6 Blades, Pkg.	.40
2, each	**3.00**	706 B, 12 Blades, Pkg.	.65
		Gem	
800, each	**1.00**	800 B, 7 Blades, Pkg.	.50
		Enders	
900, each	**1.00**	900 B, 5 Blades, Pkg.	.35

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RETAIL SELLING PRICES—Continued.

RAZORS, SAFETY—Continued—

	Durham	Domino
1, each	1.00	3 Blades, Pkg.	.35
2, each	2.00	5 Blades, Pkg.	.50

Gillette

Old Type—		New Type —	
Brownie	1.00	New Standard, Bostonian,	
Pioneer	2.50	Richwood, Big Fellow—	
Pocket	3.00	Each	5.00
Blades—		Gold Plated	6.00
6 Blades, ½ pkg.	.50	Traveler	7.50
12 Blades, Pkg.	1.00		

AutoStrop

1, 7, 8, set	5.00	254S, set	5.00
15, set	6.50	600 B, Blades, pkg.	1.00
25, set	8.50	600½ B Blades, pkg.	.50
251, set	5.00		

REELS—Hose—No. 1 Wire, $1.65 each; No. 1, Wood, $3.25.

REVOLVERS—

Colts, Model	Each
Pocket Positive	30.00
Police Positive Special	32.50
Police Positive Target	35.25
Army Special	34.00
New Service	38.00
Single Action	36.75
Harrington & Richardson	
203, 223	11.50
203 B, 223 B	12.00
204, 224	13.00
204 B, 224 B	13.50
263, 273	13.50
263 B, 273 B	13.75
264, 274	13.75
264 B, 274 B	13.00
Iver Johnson—	
300, 303, 323	14.50
300 B, 303 B	14.50
304	15.00

Marlin—	Each.
20 TD—Octagon Brl.	18.50
27 TD—Round Brl.	21.80
TD—Octagon Barrel.	24.55
29 TD—Round Brl.	15.60
1897 TD—Round Brl.	22.75
TD—Octagon Barrel.	24.80
Remington—	
4 TD—Octagon Brl.	15.54
6 TD—Round Brl.	10.46
8 A TD—Round Brl.	73.27
12 TD—Round Brl.	28.46
TD—Octagon Brl.	31.95
14 A TD—Standard	58.86
TD—Carbine	57.25
16 A TD—Standard	44.61
Savage —	
1899 250-3000	60.00
1899 TD, Feath'wt	55.00
189 SF	48.00
1904 TD, Single shot.	9.75
1914 TD, Hammerless	28.50
Stevens—	
Little Scout	7.50
Crack Shot	9.50
Marksman	11.00
Favorite	13.00
70 TD, .22	19.00
1919, .22	26.75
Winchester—	
1886 SF—Round Brl.	49.00
TD—Round Brl.	64.80
1890 TD—Oct. Fancy	57.50
TD—Oct. Plain.	51.50
1892 SF—Round Brl.	37.50
SF—Oct. Brl.	39.40
TD—Oct. Brl.	45.75
SW—Carbine	33.55
1894 SF—Round Brl.	40.85
SF—Oct. Brl.	42.60
SF—Carbine	36.85
TD—Oct. Brl.	54.50
1895 SF	53.15
1895—Govt. Model	53.15
1895 TD	67.10
1902 TD—22	10.50
1903 TD—Plain	44.80
1903 TD—Fancy	69.00
1904 TD .22	13.60
1906 TD	28.55
1907 TD	61.50

Smith & Wesson—	
1905 Military, Police.	34.50
Regulation Police	32.50
1903 Hand Ejector.	30.50
38 S. & W. Perfected	30.50
1908 Military	35.00
1911 Target	35.00
New Departure 38	30.50

RIVETS—Slotted Clinch, Coppered Steel—No. 50's, 15c box.; 100's, 10c box.

Copper—With Burrs—					
Size.	½ Lbs.	Lbs.	Size.	½ Lbs.	Lbs.
7—St'r Lgths.	.30	.55	7—Asst.	.30	.55
8 "	.30	.55	8 "	.30	.55
9 "	.30	.55	9 "	.30	.55
10 "	.30	.55	10 "	.30	.55
12 "	.30	.55	12 "	.30	.55

Copper Iron, with Burrs—08 Asst., 20c, ½-lb. box; 010, 25c.

RIVETS—Tinners—Black, in bulk, all sizes, 20c per lb.; Tinned, in bulk, 30c; Tinned, in papers, 8 oz., 30c; 12 oz., 40c; 14 oz., 45c; 1 lb., 45c; 1½ lb., 60c; 2 lb., 75c; 2½ lb. 90c; 3½ lb., $1.15; 4 lb., $1.30; 5 lb., $1.50; 6 lb., $1.75; 7 lb., $2.00; 8 lb., $2.25; 10 lb., $2.75; 12 lb., $3.25; 14 lb., $3.75.

Tubular Harness—50S, per box, 20c; 100S, 35c.

RODS, CURTAIN—No. 3, ¼-in. Steel, Brass Covered, 6c per foot; ¾-in., Steel, Brass Plated, 8c; No. 8881, 20c each; No. 8931, 20c; No. 8962, 10c; No. 8968, 20c; No. 9044 25c; No. 9080, 20c; No. 9088, 54-inch, 25c; 78-inch, 35c; No. 9152, 25c; No. 9163, 54-inch, 30c; 72-inch, 50c.

ROOFING—(See Paper).

ROPE—

Cotton—	3-16	¼	⅜	½	⅝	¾	⅞	1
Ft. per lb.	66	45	20	12	8	6	4½	3
Cents per ft.	¾	1	2	3¼	5	7	10	15

Manila—								
Ft. per lb.	70	40	24	14	8	6.8	4.9	3.6
Cents per ft.	½	¾	1	1½	3	3½	5	6½
Sisal—								
Ft per lb.	70	40	24	14	8	6.8	4.9	3.6
Cents per ft.	⅜	½	1	1½	3	3½	4.9	3.6
Galv. Wire—								
Cents per ft.	1¾	2½	4¾	7¼	...	...	...	...
Thimbles	5	7½	10	15	20	25	30	
Clips, Galv.	7½	10	15	20	30	40	45	
Clips, Jap'd	6	7½	10	15	20	25	30	

RULES—Boxwood—Lufkin, Stanley—No. 171 (36), 65c each; 372 (36½), 90c; 386 (32), 95c; 388 (32½), $1.35; 465 (69), 25c; 651 (68), 35c; 702 (18), 50c; 751 (61), 40c; 761 (63), 50c; 762B (7), $1.35; 771 (84), 85c; 780 (62½), $1.00; 781 (62), $1.00; 861A (53½), $1.00; 862C (83½), $1.50; 871 (52), 90c; 881 (54), $1.10; 3851 (66½), 75c, 3861 (66¼), 85c; 3881 (66¾), $1.85.

Rules, Steel—No. 17, Blacksmiths, 90c each; 041, Pocket, 25c; 1131, 1141, Zig-Zag, 25c; 1132, 1142, Zig-Zag, $1.35; 1143, Zig-Zag, $2.00.

RULES, ZIG-ZAG—Lufkin, Stanley—No. 804F, 40c each; No. 806F, 60c; 8513 (08), 30c; 8514 (04), 40c; 8515 (05), 50c; 8516 (06), 65c; 8518 (08), 80c; 8523 (403F), 30c; 8524 (404F), 40c; 8525 (405F), 50c; 8526 (406F), 65c; 8613 (108), 35c; 8614 (104), 45c; 8615 (105), 55c; 8616 (106), 65c; 8624 (854F), 45c; 8626 (856F), 65c.

SAWS—One Man—Cross-cut—

	Disston		Chinook	Royal Chinook
3½ ft.	4.75	5 ft.	8.25	.....
4 ft.	5.25	5½ ft.	8.50	.....
4½ ft.	6.00	6 ft.	9.25	11.50
5 ft.	6.75	6½ ft.	10.50	13.00
5½ ft.	7.00	7 ft.	11.50	14.00
		7½ ft.	12.50	15.25

Atkins Crosscut Nos. 51, 52, 545, and Simonds Falling, same price as Royal Chinook.

SAWS—Hand—

4, 5, Simonds 12 Disston or 69 Atkins		No. 10 Simonds or 7 Disston	
18 inch	2.95	18 inch	2.10
20 inch	3.20	20 inch	2.25
22 inch	3.50	22 inch	2.50
24 inch	3.80	24 inch	2.60
26 inch	4.10	26 inch	2.75
28 inch	4.45	28 inch	3.25
No 7, 7½, 8, 9 Simonds. D8 Disston or 51 Atkins		No. 120 Disston or 4 Simonds	
18 inch	2.35	26 inch	6.30
20 inch	2.60	28 inch	6.60
22 inch	2.80	**No. 112 Disston**	
24 inch	3.00	26 inch	5.25
26 inch	3.15	28 inch	5.60
28 inch	3.60	No. D 100 or No. D 20 Disston	
		26 inch	4.35
		28 inch	4.85

SAWS—

	10-in.	12-in.	14-in.	16-in.
Back, No. 4	2.25	2.50	3.00	3.25
Compass, No. 2	.75	.75	.80	.85
Compass, No. 30	.45	.45	.45	.45
Kitchen, No. 0	...	.70	.75	.80
Butcher—	18-in.	20-in.	22-in.	24-in. 26-in.
No. 5	3.50	3.50	3.75	3.75 4.00
No. 7	2.50	2.75	2.75	3.00 ....
No. 70	1.75	1.85	2.00	2.10 ....
Panel—				
No. 7	2.00	2.25	2.50	2.75 ....
No. 8	....	2.50	2.75	3.00 ....
No. 12	3.00	3.25	3.50	3.75 ....
No. 091	.95	1.00	1.10	1.25 ....
Plymouth	2.25	2.35	2.50	....

BUCK—No. 40, $2.00; No. 302, $1.75; No. 617, $1.85; No. 618, $1.85; No. 623, $2.00; No. 677, $2.65.

Blades—No. 4, 4B, 66, 75c; No. 77, $1.25. Rods, 20c.

Coping—No. 100, 30c; No. 110, 45c.

Keyhole—No. 5, 45c; No. 95, 75c.

Pruning—Disston No. 4, 16-in., $1.75; 18-in., $1.85; No. 50, 12-in., $1.15; 14-in., $1.25; No. 111, $2.35.

SAW CLAMPS—No. 3, $2.50; 0, $1.85. Perfection, No. 1W, $2.50; No. 3W, $3.25; No. 2W, $3.50; No. 11, with Guide, $3.25; Bishop's No. 750, 85c; Stearns' No. 105, $2.75; No. 200, $1.75; N33, $2.25; No. 3, Disston, $4.50.

SAW SETS—

201 G & P	1.50
Spec. Morrill	2.00
105 Morrill	.60
1 Morrill	2.00
10	1.20
77	1.00

SAW TOOLS—

Clipper Outfit	.75
Morrill's Raker Gauge—	
No. 1	1.50
No. 6	2.25
No. 9	2.50
Atkins Raker Swage	.45
5-M Tooth Gauge	.25
Jointers Pikes Perf.	.75
Jointers No. 7 Sterns.	.70

X CUT—

Morrill No. 3	1.30
Baker No. 3	2.35
Colonial	1.40
7 Taintor	2.00
28 Triumph	1.65
Hammer	.85
Lever	.25
Morin No. 2	4.75
Morin No. 2½	6.00
Morin No. 3	2.00
Setting Tool Disston—	
No. 100	.80
No. 4 Setting Blocks—	
No. 4 Blocks, Morin	1.85
Swages No. 0 Disst.	4.75
Swages, Whitings	1.00
Atkins, Rex	1.00
Atkins, Excelsior	.85

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RETAIL SELLING PRICES—Continued.

SCALES—Family, testing without scoop, $3.00; with scoop, $3.75; Peddlers' glass sash, $5.25; glass sash with chains, $5.75; brass dial, $6.75; brass dial with chains, $7.00.
Spring Balance, No. 50, 20c each; 51, 40c; 84, $1.25; 86, $3.75; 87, $7.00.

SCISSORS—Cast—No. 10, 60c each; No. 44, 7½ inch, 60c; 8½ inch, 65c; 240, 4 inch, 25c; 4½ inch, 30c; 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; 320, 35c; 350, 75c.
Wiss—No. 14 B H, $1.45 each; 54½, 95c; 55, $1.00; 55½, $1.05; 56, $1.10; 56½, $1.15; 57, $1.20; 154½, $1.15; 155, $1.20; 155½, $1.25; 156, $1.30; 156½, $1.35; 157, $1.45; 364, $1.20; 364½, $1.25; 365, $1.30; 366, $1.45; 463, $1.05; 463½, $1.10; 464, $1.15; 573, $1.45; 573¾, 1.60; 574¼, $1.70; 663, $1.45; 663½, $1.60; 664, $1.70; 763, $1.05; 763½, $1.10; 764, $1.15; 764½, $1.20; 765, $1.25; 765½, $1.30; 766, $1.35; 773, $1.15; 773½, $1.20; 774, $1.25; 814, $1.25; 814½, $1.30; 815, $1.35; 815½, $1.40; 816, $1.50.

SCOOPS—Common Hollow Back—Black—No. 2, $2.15 each; 3, $2.25; 4, $2.35; 5, $2.45; 6, $2.55; 7, $2.65; 8, $2.75; 9, $2.85; 10, $3.00.

SCREENS—Adjustable—Window—Wabash, Wood Frame, 15x33, 80c; 18x33, 90c; 24x33, $1.15; 30x33, $1.45; 24x37, $1.25; 28x37, $1.50.
Sherwood, Steel Frame—18x33, $1.20; 24x33, $1.35; 24x37, $1.50; 30x37, $1.75.

SCREWS—Cap and Set—
Machine, Brass, Flat or Round Head—
Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Size.	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.20	.25	.30	.35	...
4	.25	.30	.35	.40	.45
6	.30	.35	.40	.45	.55
8	.50	.55	.60	.70	.80
10	.70	.75	.90	1.00	1.25
12	.90	1.00	1.15	1.25	1.50
14	1.15	1.30	1.50	1.70	2.00
16	1.75	1.95	2.10	2.30	2.65
18	2.20	2.50	2.75	2.95	3.45
20	2.75	3.00	3.30	3.60	4.20

Size.	1¼-in.	1½-in.	1¾-in.	2-in.
4	.50	.70	....	....
6	.75	.90	1.15	1.40
8	.95	1.15	1.40	1.65
10	1.40	1.60	1.85	2.10
12	1.75	1.95	2.25	2.55
14	2.25	2.50	2.80	3.10
16	3.00	3.30	3.75	4.20
18	3.80	4.15	4.65	5.15
20	4.80	5.40	6.00	6.60

Iron, Flat or Round Head—

Size.	⅜-in	½-in.	⅝-in.	¾-in.	1-in.
2	.20	.20	.20	.20	...
4	.20	.20	.20	.20	.25
6	.20	.20	.25	.25	.30
8	.25	.25	.30	.30	.35
10	.35	.35	.40	.45	.50
12	.40	.45	.45	.50	.55
14	.50	.50	.55	.55	.65
16	...	.65	.65	.70	.80
18	...	...	.90	.95	1.05
20	...	...	...	1.15	1.25

Size.	1¼-in.	1½-in.	1¾-in.	2-in.
4	.30	.35	...	...
6	.35	.40	.50	.60
8	.40	.45	.55	.65
10	.60	.70	.80	.90
12	.65	.75	.85	.95
14	.75	.85	.95	1.15
16	.90	1.10	1.30	1.55
18	1.25	1.50	1.70	1.90
20	1.50	1.70	1.90	2.10

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.
U. S. S. Thread, Iron—

Length	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.30	.30	.35	.40	.50
⅞	.30	.30	.35	.45	.50
1	.30	.30	.35	.45	.55
1¼	.30	.35	.40	.50	.60
1½	.35	.35	.40	.50	.65
1¾	.35	.40	.45	.55	.70
2	.40	.45	.50	.60	.75
2¼	.45	.50	.50	.65	.80
2½	.50	.55	.55	.70	.80
3	.55	.60	.65	.75	.95
3½	...	...	...	.90	1.10
4	...	...	...	1.00	1.25

Length	⅝-in.	¾-in.	⅞-in.	1
1	.85	1.15	1.65	....
1¼	.85	1.15	1.65	....
1½	.90	1.25	1.65	....
1¾	.95	1.30	1.80	2.05
2	1.05	1.40	1.90	2.25
2¼	1.15	1.50	2.00	2.50
2½	1.25	1.60	2.15	2.65
3	1.40	1.85	2.35	3.05
3½	1.55	2.15	2.70	3.50
4	1.80	2.45	3.00	3.90

S. A. E. Thread, Steel—

Length	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.30	.35	.45	...	...
⅞	.35	.40	.45	.60	.65
1	.35	.40	.45	.65	.65
1¼	.35	.45	.50	.65	.75
1½	.40	.45	.50	.75	.80
1¾	.45	.50	.55	.80	.85
2	.45	.55	.60	.85	.95
2¼	.55	.60	.65	.90	1.00
2½	.60	.65	.70	1.00	1.10
2¾	.65	.70	.75	1.05	1.15
3	.70	.75	.80	1.10	1.20
3½	.80	.90	.95	1.25	1.40
4	.90	1.00	1.10	1.40	1.55

Length	9-16-in.	⅝-in.	¾-in.
1	1.10	....	....
1¼	1.10	....	....
1½	1.15	1.30	1.55
1¾	1.20	1.45	1.65
2	1.30	1.55	1.75
2¼	1.40	1.65	1.85
2½	1.55	1.75	2.00
2¾	1.65	1.90	2.15
3	1.70	2.00	2.35
3½	1.95	2.30	2.70
4	2.25	2.65	3.00

Square Head, V or U. S. S. Thread—
Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.

Length	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
½	.20	.20	.25	.30	.30
¾	.20	.20	.25	.30	.30
—	.20	.25	.25	.30	.30
1	.20	.25	.20	.30	.30
1¼	.25	.25	.25	.35	.35
1½	.25	.25	.25	.30	.35
1¾	.25	.25	.30	.30	.45
2	.25	.30	.30	.40	.50
2¼	.30	.30	.35	.50	.60
2½	.35	.35	.40	.55	.65
3	.45	.45	.50	.65	.70
3½	...	...	...	.70	.85
4	...	...	...	.75	1.00

Length	⅝-in.	¾-in.	⅞-in.	1-in.
¾	.40	...	...	...
⅞	.45	...	...	...
1	.50	.80	...	..
1¼	.55	.90	1.25	....
1½	.65	1.00	1.35	1.80
1¾	.70	1.05	1.45	1.95
2	.75	1.10	1.55	2.10
2¼	.80	1.15	1.60	2.25
2½	.85	1.25	1.85	2.45
3	1.00	1.45	2.00	2.75
3½	1.10	1.60	2.30	3.00
4	1.20	1.80	2.55	3.40

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full packages price shown.
Wood—Brass, Flat or Round Head—

	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0	.45	.45	.45	...	...	...	..
1	.45	.45	.50	.50	...	...	...
2	.45	.45	.50	.55	.55	.70	...
3	.45	.50	.55	.55	.60	.75	.85
4	.50	.55	.55	.60	.65	.80	.85
5	.55	.55	.60	.65	.70	.80	.90
6	...	.60	.65	.70	.75	.85	.90
7	...	.65	.70	.80	.85	.85	1.05
8	...	.75	.80	.90	1.00	1.10	1.25
9	...	...	.90	1.05	1.15	1.25	1.40
10	...	...	1.05	1.20	1.35	1.45	1.60
11	...	...	...	1.30	1.50	1.65	1.85
12	...	...	...	1.50	1.65	1.85	2.05
13	...	...	...	1.70	1.85	2.05	2.30
14	...	...	...	1.85	2.05	2.30	2.55
15	...	...	...	2.05	2.30	2.55	2.80
16	...	...	...	2.30	2.55	2.80	3.35

Size	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3	1.05	...	....	....	....	....	....
4	1.10	1.50	....	....	....	....	....
5	1.15	1.50	....	....	....	....	....
6	1.20	1.60	....	....	....	....	....
7	1.25	1.60	2.00	2.60	....	....	....
8	1.45	1.65	2.05	2.65	....	....	....
9	1.60	1.85	2.10	2.65	....	4.70	....
10	1.75	2.15	2.35	2.70	3.55	4.75	....
11	2.05	2.35	2.70	3.10	3.65	4.80	6.95
12	2.35	2.70	3.05	3.45	3.45	4.85	7.00
13	2.65	3.00	3.35	3.80	4.40	4.95	7.05
14	2.95	3.35	3.70	4.25	4.90	5.40	7.15
15	3.30	3.80	4.40	4.90	5.40	5.95	7.30
16	3.60	4.20	4.75	5.35	5.95	....	..
17	....	4.55	5.25	5.85	6.50	....	....
18	....	5.45	6.20	6.85	7.70	....	....

Size	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0 to 2	.25	.25	...	...	...	...	...
3	.25	.25	.25	.25	.25	.30	.30
4	.25	.25	.25	.25	.30	.30	.30
5	...	.25	.30	.30	.30	.30	.30
6	...	.30	.30	.30	.30	.35	.35
7	...	.30	.30	.30	.35	.35	.35

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RETAIL SELLING PRICES—Continued.

WOOD SCREWS—Continued—

8	...	.30	.35	.35	.35	.35	.40
9	...	.35	.35	.35	.35	.40	.40
10	...	...	.40	.40	.40	.40	.40
11	...	...	.40	.40	.40	.45	.45
12	...	...	.45	.45	.45	.45	.50
13	...	...	...	.45	.50	.50	.55
14	...	...	...	.45	.55	.55	.60
15	...	...	...	...	.60	.60	.70
16	...	...	...	...	.65	.70	.90
17	...	...	...	...	...	...	.95
18	...	...	...	...	...	...	1.00
20	...	...	...	...	...	...	1.25

Size	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3	.30	.35	...	...	...	...	...
4	.35	.40	...	...	...	...	...
5	.35	.40	.45	.50	.55	.70	...
6	.40	.40	.50	.55	.60	.70	1.05
7	.40	.45	.50	.55	.60	.75	1.05
8	.40	.45	.55	.60	.65	.80	1.10
9	.45	.50	.55	.60	.65	.80	1.15
10	.50	.50	.60	.65	.70	.85	1.15
11	.50	.55	.60	.65	.75	.90	1.15
12	.55	.60	.65	.70	.80	.95	1.15
13	.60	.65	.70	.80	.85	.95	1.20
14	.65	.70	.80	.85	.95	1.00	1.25
15	.75	.80	.95	.95	1.10	1.15	1.35
16	.90	1.00	1.05	1.10	1.25	1.30	1.50
17	.90	1.15	1.25	1.20	1.55	1.50	1.70
18	1.15	1.35	1.40	1.50	1.60	1.65	1.95
20	1.40	1.50	1.60	1.70	1.85	2.05	2.25

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head Bright.

SAFETY SET—(Bristo)—
¼-inch, 10c each; 5-16, 10c; ⅜, 10c; 7-16, 10c; ½, 12½c; ⅝, 15c; ¾, 20c; ⅞, 25c; 1-inch, 85c.

SCREWS—Lag—Gimlet Point, Square Head—30% below.

	¼, 5-16-in.		⅜-in.		½-in.		⅝-in.		¾-in.	
	10	100	10	100	10	100	10	100	10	100
1	.25	1.90	....	....	....	....	....	....	....	....
1¼	.25	1.90	....	....	....	....	....	....	....	....
1½	.25	1.90	.30	2.30	....	....	....	....	....	....
1¾	.25	2.10	.30	2.50	....	....	....	....	....	....
2	.25	2.10	.30	2.55	.45	3.50	.60	5.00	....	....
2½	.25	2.25	.35	2.75	.45	3.80	.65	5.50	....	....
3	.30	2.40	.35	3.00	.50	4.10	.70	5.95	1.00	8.40
3½	.30	2.60	.40	3.20	.55	4.45	.75	6.40	1.10	9.00
4	.35	2.75	.40	3.40	.55	4.75	.80	6.80	1.15	9.60
4½	.35	2.95	.45	3.65	.60	5.00	.85	7.25	1.25	10.20
5	.40	3.10	.45	3.85	.65	5.35	.90	7.65	1.30	10.80
5½	.40	3.25	.50	4.05	.70	5.65	1.00	8.10	1.40	11.40
6	.40	3.45	.50	4.30	.75	5.95	1.05	8.50	1.45	12.00
6½	...	....	.55	4.50	.75	6.25	1.10	8.95	1.55	12.60
7	...	....	.55	4.70	.80	6.55	1.15	9.35	1.60	13.20
7½	...	....	.60	4.95	.80	1.65	1.20	9.80	1.65	13.80
8	...	....	.65	5.20	.85	7.20	1.25	10.20	1.70	14.35
9	...	....	...	....	.95	7.80	1.35	11.05	1.85	15.55
10	...	....	...	....	1.00	8.40	1.45	11.90	2.00	16.75
12	...	....	...	....	1.15	9.60	1.65	13.60	2.30	19.15

SCREW DRIVERS—Machinists', No. 51, 50c each; 51½, 85c; 52, 85c; 52½, $1.25; 53, $1.15; 53½, $1.65; 54, $2.65; gauge, 15c; 10c full sheet.
Yankee Ratchet—No. 11, 2-inch, 75c each; 3, 95c; 4, $1.00; 5, $1.15; 6, $1.25; 8, $1.50; 10, $1.75; 12, $1.15; 15, 2-inch, 85c; 3, 90c; 4, 95c; 5, $1.00. No. 30, $3.50; 31, $4.75; 35, $2.65; 60, $1.15; 130, $4.00.

SCREW DRIVERS—G & P.—1⅞, 40c; 3, 40c; 4, 50c.

SCYTHES—Bush—

No.	Each.
400	2.50
450	2.85
Weed—	
300	2.50
350	2.85

Grass—

No.	Each.
200	2.50
250	2.85
100	2.50
150	2.85

SHEARS—Bench—P. S. & W.—No. 4, $18.00; No. 5, $16.50; No. 6, $14.00.

SHEETS—IRON—Galvanized—10 to 16, 11½c; 18 to 24, 12c; 26 to 27, 12½c; 28, 18c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., $8.25; Galv., 26, $12.00; 28, $10.50. Rockface Siding, $11.50.

SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 12c; 9c full sheet.
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 14c; 11c full sheet.

SHIELDS—Lag Screw — Expansion — SEBCO—Per hundred list.

3-16 inch	13.00	½	38.00
¼	15.00	⅝	45.00
5-16	18.00	¾	65.00
⅜	25.00	⅞	95.00
7-16	32.00	1	110.00

SHINGLES—Tin, 5x7, $3.00; 7x10, $6.00.

SHOT—Air Rifle, bulk, 20c lb.; 4 and 5-oz. tubes, 10c tube. Balls, Nos. 0, 00, 000, 20c lb. Buck Nos. 1, 2, 3, 20c lb. Drop, Nos. 1 to 12, B, BB, BBB, 20c lb. Chilled, 3 to 9, 20c.

SHOVELS—D or Long Handle, Round or Square Point—Plain Back Black—4th Grade, $2.00 each; Carter's, $2.50; Ames, $2.75.
Plain Black Polished—4th Grade, $2.10 each; Carter's, $2.65; Ames, $3.00.
Riveted Strap Back Black—Ames, $2.65 each.
Riveted Strap Back Polished—4th Grade, $2.60 each; Ames, $2.75.
Solid Socket—Maynard—Black, $2.75 each; Polished, $3.00.
Fire, Sheet Steel—Jumbo, 35c each; 54, Japanned, 20c; 56, Japanned, 25c; 280, Galvanized, 20c.
Special—Northwest—Pacific, $2.00 each; Occident, $2.35; Maynard Patr., $2.60; Genuine Mayn, $2.75: Chester, $2.00.

SLEDS—Hand and Coaster—

Flexible Flyer—

No. 1	4.25
No. 2	5.00
No. 3	6.50
No. 4	7.00
No. 5	9.50
Jr. Racer	5.50
Racer	6.75

Fire Fly—

No. 9	2.75
No. 10	3.25
No. 11	4.00
No. 12	4.50
Racer	4.75

SMOOTH-ON—75c lb.

SOLDER—½ and ½, 45c lb.; No. 1, 90-100, 45c; Wiping, 40-60, 50c; Wire, 50-50, 50c; Electrical Wire, 40-60, 55c.

SPARKERS—Red Seal—No. A141, $3.00; A152, $3.65; A162, $4.85.

SPORTING AND ATHLETIC GOODS

(Prices supplied by courtesy Wright & Ditson Victor Co.)

BASEBALL GOODS—
Major League Baseballs, $2.00; Junior League Baseballs, $1.50; Special League Baseballs, $1.75; Lowest Quality, 15c.
Major League Catchers' Mitts, highest quality, $16.50; lowest quality, $1.00.
Major League Basemen's Mitts, highest quality, $10.00; lowest quality, $1.00.
Major League Fielders' Gloves, highest quality, $10.00; lowest quality, 75c.
Player's Model Bats, $2.50; lowest quality, 25c.
Chest Protectors, $10.00.
Jack Strops, 50c.

TENNIS GOODS—
Tennis Racket, highest quality, $15.00; lowest quality, $3.00.
Championship Tennis Balls, 60c; Practice Tennis Balls, 25c.
Tennis Net, highest quality, $25.00; lowest quality, $4.00.
Tennis Reels, $1.50.
Racket Cases, Canvas, $1.50; Felt, $1.00. Racket Press, $1.25.
Racket Restringing, English Gut, $5.00; American Gut, $4.00; Japanese Gut, $2.25.

GOLF GOODS—
Golf Balls, highest quality, High Power, $1.00: Medium Power, 75c; lowest quality, 65c.
Golf Clubs, Standard Woods, $6.00; Standard Irons, $5.00.

TRACK AND FOOTBALL—
Javelins, Official, $9.00.
Discus, Official, $14.00.
Vaulting Poles, 16-foot, $15.00; 14-foot, 15.00; 12-foot, $12.00.
American Football, Official, $10.00; lowest quality, $2.00.
Soccer Football, Official, $12.00; lowest quality, $3.50.
Athletic Jerseys, $4.00.
Running Shirts, 50c.
Running Pants, 75c.

GYMNASIUM AND PLAYGROUND—
Basket Balls, Official Indoor, $15.00; lowest quality, $4.50.
Official Outdoor, $13.50.
Play Ground Balls, 12-inch Outseam, $2.00; 14-inch Outseam, $2.25; 12-inch Regular Seam, $1.75; 14-inch Regular Seam, $2.00; Children's, 25c.
Play Ground Ball Bats, $1.00.
Hand Balls, 1¾-inch, 40c; 2¼-inch, 50c.
Volley Balls, Official, $7.50; lowest quality, $4.00.
Boxing Gloves, 10-oz. best, $17.00; 8-oz. best, $14.00; 6-oz. best, $10.00.
Striking Bags, best, $10.00; lowest quality, $4.50.

SPRAYERS—Myers' Bucket Pump, 8 lbs., $12.50 each; 6 lbs., $7.50. Hand—Faultless, 70c each; Misty, 85c. Knapsack—Kant Klog, $7.50; Perfection, $9.00; Utility, $7.25.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, $8.00; Barnes, 276, $12.30; Little Giant, 327½, $7.25; Acme Pressure 345, $9.00; Defiance, No. 324, $10.00.

SPRINGS, DOOR—Coiled 16-inch, Japanned Spring, ¼-inch, 10c; 9-32, 10c; 11-32, 10c; 13-32, 10c; ½, 15c. Faultless, Tight No. 12 Steel Wire, 16-inch, 45c each. Victor, Adjustable Tension, 9-inch; 20c each; 10-inch, 25c; 11-inch, 35c; 12-inch, 50c. Reliance, Extra Heavy Ratchet Tension, 10-inch, 60c each. Warner's Coppered Steel Wire for screen doors, each 25c. Torrey Screen Door, 39 in. steel rod, 40c.

SPRINKLERS, LAWN—
Perforated Tube, Dew Drop, 7 feet long, brass, $3.25 each; 8 feet, $3.65; 8 feet, galvanized, $2.85.
Pluvius—Revolving Brass Spoon, $1.15 each; Revolving Arms, 6-inch, $1.35; Revolving Arms, 11-inch, $2.50.
Ring—5¼-inch diameter, 75c each; 8¼-inch, $1.25.
Rose—8-inch perforated oblong plate spray, $1.00 each

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RETAIL SELLING PRICES—Continued.

SPRINKLERS, LAWN—Continued—
Ross—Perforated oblong plate spray, 90c each.
Thompson's—Twin, 40c each; Fountain, 50c; Fan, 25c; Simplex Circle, 40c; Shower, 50c; Peerless, 55c.
Will's Galvanized Pipe—4 feet, $1.50 each; 6 feet, $2.25; 7 feet, $2.75; 8 feet, $3.00.

STAPLES—Fence Wire—Polished, 10c lb.; galvanized, 10c. Poultry Wire, ¾-inch, 15c lb.

STEEL—Mild—See Iron. Tool, 22c; Drill, Co., 20c.

STONES—Corborundum—No. 76, 50c; 107, $2.00; 108, $2.25; 109, $1.75; 110, $2.00; 111 $1.85; 112, $1.00; 113, $1.00; 115, $1.75; 116, $1.75; 117, $1.75; 118, $1.50; 119, $1.50; 120, $1.50; 21, $1.25; 122, $1.25; 123, $1.25; 124, $1.00; 130, 75c; 131, 75c; 142, 75c; 143, 75c; 144, 75c; 45, 50c; 146, 50c; 147, 50c.
Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, $1.00; 25, 15c; 37, 25c; 40, 25c; 42, 35c; 48, 50c; 51, $1.00; 52, $1.25; 53, $1.50; 54, $1.00; 55, $1.25; 56, $1.50; 59, 15c; 60, $1.75; 62, $2.25; 66, $2.75; 68, 3.75; 78, 50c; 80, 60c; 86, 75c; 88, $1.00; 92, 50c; 94 60c.
Pike's Scythe—No. 89, 15c each; 40, 15c; 41, 15c; 42, 20c.

STOVES—Oil Heating, Perfection—No. 520, $8.50 each; 560, $11.00; 660B, Blue, $13.50; 660W, White, $15.00.
Boyle (Airtight)—No. 16, $3.00 each; 20, $4.00; 22, $7.25; 122, $8.65; 418, $9.50; 518, $12.75; 818, $16.00; 918, $18.50; 1018, $5.25; 1318, $7.50; 1518, $14.25; 1618, $20.25; 1718, $22.50; 1818, $26.25.

STRIP—Weather—Rubber, ½-inch, 5c ft.; ¾-inch, 7c ft. Felt, ½-inch, 5c ft.; ¾ inch, 10c.

SWEEPERS, CARPET—Bissell's American Queen, $6.75; Club, $12.00; Elite, $7.50; Gold Medal, $6.25; Grand Rapids (Nic.), $6.00; Grand Rapids (Jap.), $5.50; Grand (Jap.), $7.50; Parlor Queen, $7.00; Princess, $6.25; Prize, $6.25; Universal (Nic.), $5.75; Universal (Jap.), $5.25.
Vacuum—Superba, $13.00; Grand Rapids, $11.00; Household, $9.00.
On account of the freight, retail prices 50 cents higher will prevail in the following Western and Southern States: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Tex., Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.

SWEEPERS, TOY—Little Daisy, 25c (30c in west and south); Little Queen, 50c.

TACKS—Bill Posters'—No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c.
Carpet—Cut, ¼-lb. papers—No. 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire, ½-lb. papers—No. 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire in bulk—No. 3, 30c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c.
Gimp—⅛ lb. box, 2½, 10c; 3, 10c; 4, 10c. ¼ lb., 6, 10c; 8, 10c.
Upholsterers—Cut, ⅛ lb. papers—No. 1½, 10c box; 2, 10c; 3, 10c; 4, 10c. ¼-lb., 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. Cut, in bulk, No. 3, 35c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c; 12, 30c.
Double Pointed—Blued, ⅛ lb. papers. No. 9, 5c box; 10, 5c; 11, 5c; 12, 5c. Blued in bulk, No. 9, 35c lb.; 10, 30c; 12, 30c.

TAPES—MEASURING—(Lufkin)—(Starrett)—

Asses' Skin No.	Each
710	.60
713	.75
715	1.10
716	1.35
730	.75
733	1.25
735	1.50
736	1.85
Metallic	
500	3.25
503	4.50
505	5.65
506	7.25
Pocket	
143	.80
145	1.00
165	.25
3143	.55

Steel	
100	5.65
103	8.50
200	6.25
203	10.00
205	14.50
206	17.50
240	4.75
243	5.75
245	7.75
246	10.00
260	5.25
263	6.35
265	8.50
266	11.00
550	5.00
553	6.00
555	8.00
556	10.00
1240	4.75
1243C	5.65
1260	5.00
1263	6.25

Asses' Skin Case—25, 65c; 50, 85c; 75, $1.15; 100, $1.35.

TAPE—Friction—½ lb., 50c; 2 oz., 15c; 1 oz., 10c.

TENTS—Single Filling—

Size	8-oz.	10-oz.
7x7	14.80	17.30
7x9	17.55	20.45
9x9	20.25	23.70
9½x12	23.85	27.85
12x14	32.00	37.35
12x18	39.50	46.15
14x16	42.00	49.30
14x20	52.15	60.60

Size	8-oz.	10-oz.
16x18	57.25	67.35
16x20	63.10	73.65
16x24	71.85	83.60
16x30	86.95	101.30
A or Wedge—		
5x7	9.25	10.75
7x7	11.65	13.60
7x9	13.95	16.35

Flys Half Price of Tents.

Wagon Covers—Single Filling —

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
10x14	8.85	11.10	12x16	12.90	15.90
10x16	10.15	12.70	12x18	14.35	17.90

Stockmen's Bed Sheets—Single Filling —

Size	8-oz.	10-oz.	12-oz.
6x12	5.00	6.50	7.50
6x14	5.85	7.50	8.75
7x14	8.35	10.85	12.25
7x16	9.85	12.50	14.10

THERMOS—See Bottles.

THIMBLES—Steel—5x4-in., 25c; Red Clay, 20c; Terra Cotta, 45c.

TIN—
Bar and Pig, $1.20 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 17c; 20, 25c.
Painted 1 side, 1c foot extra; two sides, 2c.
Flashing IC, 1x1, $3.00 per 100 feet; ¾x1, $3.00.
Shingles—5x7, 40c dozen.
Valley—14-inch, 15c per foot, $14.00 per roll; 20-inch, 22c per foot, $21.00 per roll.

TOGGLE BOLTS—Sebco No. 1—Per hundred list.

Length	—Diameter— ⅛-in.	3-16-in.	¼-in.
3-inch	6.00	8.00	12.50
3½-inch	6.25	8.00	9.00
4	6.75	8.50	13.30
5	7.50	9.25	14.30
6-inch	8.00	10.00	15.00

Sebco No. 5—With either round or flat head machine screws—

Length	—Diameter— ⅛-in.	3-16-in.	¼-in.
3-inch	2.68	3.15	3.50
4-inch	2.97	3.50	3.85
5-inch	3.32	3.85	4.20
6-inch	3.67	4.20	4.55

TORCHES—Clayton & Lambert—Alcohol—No. 14, $3.75 each; No. 28, $5.75. Gasoline—No. 31, $11.00 each; 37, $9.75; 38, $10.25; 47, $12.75; 48, $13.25; 108, $11.00; 112, $10.50.

TRAPS—Fly—Harper, 45c each; Balloon, 35c; Avis 1, $2.75; Avis 2, $2.50; Avis 3, $2.25.
Game—No. 0 Newhouse, 60c each; 1 Newhouse, 70c; 1½ Newhouse, $1.10; 2 Newhouse, $1.40; 3 Newhouse, $2.15; 4 Newhouse, $2.50; 5 Newhouse, $19.50. No. 1 Oneida Jump, 35c; 1½ Oneida Jump, 55c; 2 Oneida Jump, 85c; 3 Oneida Jump, $1.20. No. 0 Victor, 25c; 1 Victor, 30c; 1½ Victor, 40c; 2 Victor, 55c; 3 Victor, 95c; 4 Victor, $1.15.
Gopher—Best, 25c each; O. K., 30c; Maccabbee, 25c; Easy Set, 25c; Newhouse, 35c; California Pocket, 35c.
Mole—Reddick, $1.25 each; Out-O-Sight, $1.65.
Mouse—Hold Fast, 5c each; Out-O-Sight, 10c; Choker, Wood, 20c; Choker-Tin, 15c; Delusion, 30c; Holdem, 90c; Marty, 30c.
Rat—Holdfast, 20c each; Out-O-Sight, 25c; Holdem, $1.65; Marty, small, 60c; large, $1.50.

TROWELS—Rose Brick, Wood Handle, $2.25; Rose Brick, Leather Handle, $2.50; Marshalltown Plasterer's, $3.00; Finishing, $2.75.

TWINE—Cotton—Wrapping, 40c lb. Budding, 40c.
Flax—18 BB, 45c lb.; 24 BB, 45c; 18 BC, 60c; 24 BC, 60c; 36 BC, 55c; Buffalo Asst., per ball, 10c; BC Sacking, 75c lb.; AA Sacking, 90c; Many Ends Sacking, 90c.
Hemp—4½ and 6, 35c lb.
Jute Wrapping—2-ply cones, 35c lb.
Mattress—252, ¼-lb. balls, 35c lb.
Siene—Medium Laid, in hanks, all weights, 75c lb; half pound balls, add 1c per lb.

VALVES—

	¼	⅜	½	¾	1	1½	2
St'd Angle	.55	.60	.75	.95	1.35	2.65	4.00
Garden	...	...	.75	.80	1.35	4.25	6.25
St'd Gate	.95	1.00	1.10	1.40	1.90	3.40	5.00
St'd Globe	.55	.60	.75	.95	1.35	2.65	4.00

WAGONS—Boys'—

American No. and Size.	Each.
118— 8x18	2.00
122—10x22	2.50
126—12x26	3.50
130—14x30	4.50
132—15x32	5.00
Samson	
326—12x26	4.00
328—13x28	4.25
332—15x32	5.50
336—16x36	7.25

Wagners—	
No. 18	10.00
No. 20	11.50
No. 24	13.00
Coaster—Star—	
No. 10	9.50
No. 20	10.50
No. 30	11.50
No. 40	12.50
Mars-Welle—	
No. 10	7.50
No. 11	8.00
No. 12	9.50

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RETAIL SELLING PRICES—Continued.

TINWARE

Boilers, Coffee

27	1.10
29	1.50
352	.80
354	1.10

Boilers, Wash Copper Bottom

IC, 8	3.00
IC, 9	3.25
IX, 8	3.25
IX, 9	3.50
IXX, 8	4.75
IXX, 9	5.25

Copper Rim

IX, 8	4.00
IX, 9	4.25

Bowls, Wash

06½	.15
08	.25
6½	.30
8	.40

Buckets, Covered

11	.15
12	.25
14	.35

Buckets, Dinner

1	.75
2	.85
3	.90
30	.75
40	.85

Cans, Milk

1	.35
3	.55
4	.70
01	.30
03	.55
04	.75
102	4.85
108	5.25
1020	6.00
1040	7.85

Cans, Oil

30	.35
31	.45

Colanders

10	.25
11	.35
104	.40
306	.55

Cookers, Steam

42	3.25
45	4.00

Covers, Pot

6-9	.10
10-11	.15
13	.25
15	.35

Cups

211, 212	.10
09, 010	.15
9, 10, 214	.20

Dippers

2	.15
4, 01	.20
02, 31, 32	.25
33, 34	.30
48	.50

Fillers, Fruit Jar

25	.15

Forks

203	.60
206	.75
419	.10
425	.15
1197	.20
1198	.25

Funnels

10, 15	.10
20, 25	.15
30	.20
35	.25
235	1.35
335	1.75

Graters

02	.10
020, 100	.20
030, 150	.25

Kettles, Lipped Preserving

160	.35
200	.45
240	.60
280	.75

Ladles

010	.20
11	.25

Measures

63	.20
83	.25
85	.45
86	.65
122	.20
124	.25
126	.50

Moulds, All Kinds

3, Melon	1.75
2, Melon	1.35
4, Melon	2.00

Pails, Dairy

IC, 6 qt.	.30
IC, 10-qt.	.40
IX, 10-qt.	.70
IX, 14-qt.	.80
IXX, 10-qt.	.85
IXX, 14-qt.	1.00
IXXX, 12-qt.	1.25
IXXX, 16-qt.	2.00
IXXXX, 18-qt.	2.25
IXXXX, 20-qt.	2.50
Pails, Fruit Picking	
14-qt.	.65

Pails, Peddlers

Small	.45
Large	.55

Pails, Strainer

IX, 10 qt.	1.10
IX, 12 qt.	1.15
IXX, 12 qt.	1.25
IXX, 14 qt.	1.35
Gem, 12 qt.	1.50
Gem, 14 qt.	1.65

Pans, Bread

01, 110, 30	.30
140, 200	.30
300	.35

Pans, Corn Cake

06	.25
08	.35
012	.50

Pans, Cake Perfection

Round, 9¼-in.	.15
Round, 10¼-in.	.20
Square, 8½-in.	.20
Square, 9-in.	.30
Mt., 9½-in.	.20
Tube, Rd., 9½	.25
Tube, Sq., 9-in.	.45

Pans, Dish

10	.70
14	.85
21	1.25

Pans, Milk IC, Plain

200	.10
200½	.10

IC, Ret.

301, 302	.20
304	.25
306	.40
308	.45
3100	.55

Pans, Muffin

6	.25
8	.30
12	.40

Pans, Patty

All Nos.	.10

Pans, Pie

6, Shallow	.10
9	.15
Deep	.15

Pans, Pudding IC, Plain

015 to 018	.15
019, 020	.20
021, 022	.25

IC, Ret.

16	.25
18	.35
20	.40
22	.50

Pans, Rinsing IC, Plain

8	.50
14	.70
17	.60

IC, Ret.

8	.55
14	.75
17	.90

Pans, Lipped Sauce

016	.35
020	.45
022	.50
028	.75
030	.85

Pots, Coffee

1	.25
2	.35
4	.55

Pots, Tea

241	.25
241½	.30
242	.35

Raisers, Bread

114	2.00
117	2.50

Scoops

2	.35
4	.50
12	.15
14	.20
20	.50
40	.75

Sieves, Flour

2, 316	.25
318	.30

Sifters, Flour

0	.25
1	.45
10	.70
Acme	.35
Nesco	.35
Shaker	.50

Skimmers

10	.20
45	.10

Spoons, Basting

110	.10
114	.15
312	.20
316	.30

Spoons, Mixing

15	.20
25	.15

Steamers

70	.65
90	.85

Steepers, Tea

12	.25

Strainers Gravy

2, 8	.15
020	.20

Jelly

120	.25
160	.30

Milk

10	.30
121	.40
122	.45

Milk Can

011	.85
88	.50
55	.75
60	1.85

Soup

20	.40

Turners, Cake

1, 2, 71	.10
6, 18	.15

WASHERS—Cast Iron—Size ⅛ to 2, 10c lb.; Angle, 10c. Malleable—Standard, 25c lb.; Nail Hole, 25c lb.; Angle 35c lb.
Cut—Sizes 3-16, 29c lb.; ¼, 25c; 5-16, 22c; ⅜, 20c; 7-16, 19c; ½, 18c; ⅝ to 1, 17c.

WASTE—Cotton—No. 6X White, 25c lb.; 1 White, 20c; 2 White, 20c; 01 Colored, 21c; 02 Colored, 20c; 10 Wool, 32c.

WAX—Floor—Johnson's or Old English, lb., 75c; 2 lb., $1.50; 4 lb., $2.60.

WEANERS—Calf—Shaw's, No. 1, 75c; No. 2, 85c; Hoosier, No. 11, 85c; No. 12, 90c; Kantsuck, Calf, 55c; Cow, 65c.

WEDGES—Truckee-Alki, lb., 18c; Oregon-Atha, 28c; Cedar-Atha, 20c; Cedar-Alki, 20c; Falling, 27c; Saw, 27c.

WHEELBARROWS—Garden—No. 0, 1¾ cu. ft. capacity, $8.50 each; No. 1, 3¼ cu. ft., $9.75; No. 2, 4½ cu. ft., $12.75.
Railroad—Bolted, $8.50 each; Stave, $7.25.
Steel Tray, Wood Frame—Star, $9.00 each.
Steel Tray and Frame—AX, $11.25 each; 4, $13.50; 5, $15.75; 10, $21.75; 25, Concrete, $15.75.

WICKS—Lamp and Lantern—0, E Flat, 2½c; 1, A Flat, 2½c; 2, B Flat, 2½c, 3, D Flat, 2½c; 2 Rochester, 10c; 3 Rochester, 20c; 2110 W Rayo, 15c.
Stove—4 in. Flat, 10c; 3 Perfection, 25c; 500 Perfection, 50c; 018 Dangler, 40c.

WIRE—Advances on Plain Wire Fence—

	Annealed	Galvanized	Annealed Baling Wire
9 and Coarser	Base	.50	...
10	.05	.55	...
11	.10	.60	...
12	.15	.65	.30
13	.25	.75	.40
14	.35	.85	.50
15	.45	1.30	.60
16	.55	1.40	.70
17	.90	2.15	1.05
18	1.50	2.75	1.65

Soft Copper—½-lb. Coils—16-20, 60c each; 22, 65c; 24, 70c; 26, 75c. 5-lb. Coils—11-12, 80c lb.; 13-14, 80c; 15-16, 80c; 17-18, 80c; 19, 80c; 20, 80c; 22, 80c; 24, 80c.

Stone Wire—Galvanized—No. 16, 17c; 17, 18c; 18, 18c; 19, 20c; 20, 20c; 21, 20c; 22, 20c; 24, 23c. Black Annealed—No. 16, 15c; 17, 15c; 18, 17c; 19, 17c; 20, 18c; 21, 18c; 22, 18c; 24, 20c.
Barbed Wire—80-rod spool—American Special, Cattle, $3.40; Hog, $3.70. Galv. Am. Glidden, Cattle, $4.75; Hog, $5.10.
Catch Weight pools—Cwt.—Galv. Waukeganito, $6.95; Galv. Baker, $6.45; Galv. Glidden, $6.20.
Stove Pipe Wire—Black per Stone—No. 18, $1.90; 19, $2.00; 20, $2.15; 21, $2.20; 22, $2.30. 50-foot coils, 10c.

WIRE CLOTH—See Cloth.

WOODENWARE—Boards, Pastry—16-inch, 90c each.
Bowls, Chopping—11-inch, 35c each; 15-inch, $1.85; 17 inch, $3.00.
Pins, Rolling, 55c each.
Spoons, 13-inch, 15c each; 15-inch, 20c.

WOOL—Steel—1-lb. rolls—0, $1.25; 1, $1.05; 2 and 3, 90c. 2-oz. packages, 15c each.

WRINGERS—Clothes—No. 780, $8.50 each; 791, $9.00; Hotel F, 8, $18.00; Vim, 2, $5.50; 22P, $6.50; 760S, $7.00; 790, $8.50; 761S, $10.25; 670, Domestic, $8.50; 110, Bicycle, $8.75; 112, Bicycle, $10.00; 770, Bicycle, $7.00; 771, Bicycle, $8.75; 740, Bicycle, $8.25; 750, Guarantee, $9.50; 770B, $15.50; 771B, $14.00.

WRINGERS—Mop—No. 87, $3.25 each; No. 88 Vanco, $4.00; No. 89, $5.50; No. 78, $5.50; 5 Domestic, $4.25; 10 Standard, $4.00; 20 Janitor, $4.50.

WRENCHES—

	Agr.	Coes.	Bergman Barcalo Crescent.	Stillson Trimo.	P. S. W. Stronghold
6-inch	.70	1.25	1.00	1.40	1.15
8-inch	.85	1.50	1.25	1.60	1.25
10-inch	1.00	1.75	1.50	1.75	1.65
12-inch	1.25	2.25	2.25	....	2.00
15-inch	1.65	3.25	3.40	2.40	2.75
18-inch	....	4.00	....	3.50	3.50
21-inch	....	4.85	....	5.00	4.50

ZINC—Full sheets, 25c lb.; less than sheets, 30c lb.

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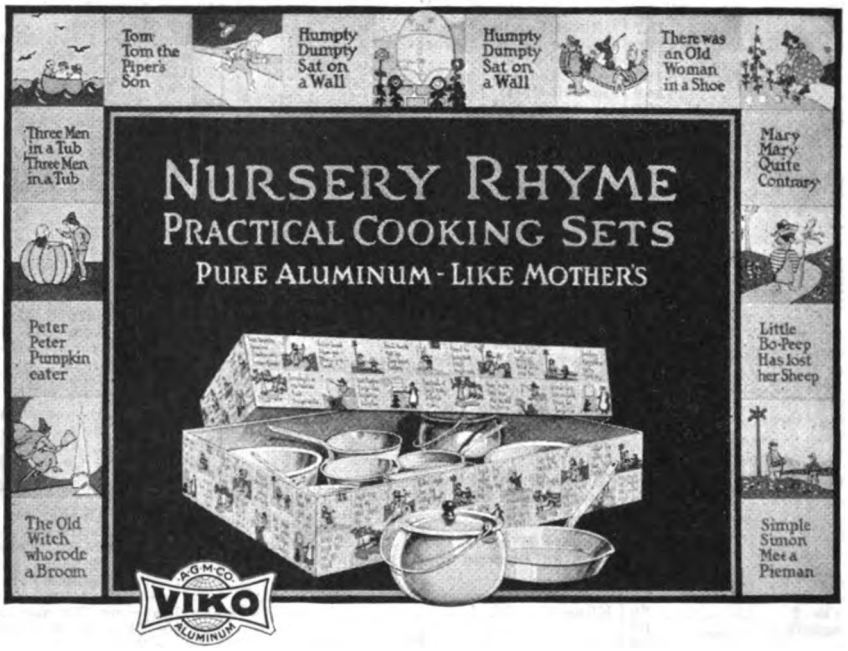
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Here's a Fast Holiday Seller

These Practical Cooking Sets of Pure Aluminum for Children Sell on Sight

Every household in which there are children is a prospect for one of these attractive miniature practical cooking sets, made of pure aluminum and packed in the nursery rhyme box.

Besides being a good profit-maker in the holiday season, these cooking sets are an all-the-year-around staple for your toy department.

They come in sets consisting of from four to nineteen pieces. The box in which the sets are packed is attractively printed in five colors, combining picture and text from favorite Mother Goose rhymes.

These are not simply toy sets. Each utensil is a carefully modeled replica of the kind that "mother uses" and actually may be used for cooking on a child's range.

The new display card for these sets is pictured above. A combination of the card, the nursery rhyme boxes and the utensils makes an attractive window or counter display that will produce business.

Order an assortment now from your jobber

Aluminum Goods Manufacturing Company
General Offices, Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum

VIKO
The Popular Aluminum

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Oc 13 '21 S

Hardware World

·PLUMBING AND HEATING·

Make 1922 the Greatest

OCTOBER 1921



This Window Card is Your Silent Salesman for Xmas

(Printed in Colors—Length 30 inches)

Window Cards, Movie Slides, Electros and Circulars Furnished Upon Request

"BIG-BANG" has all the Glamour, the Flash and the Boom that appeals so strongly to the heart of the boy with the absolute safety demanded by the most exacting parent.

"Do your Bit." Make noise Safe for the Boys by selling this Safe and Sane "noise-maker"—thus protecting the Child from accident and relieving the Parents from worry.

Retail Prices, $1.25 to $5.00. Five Models

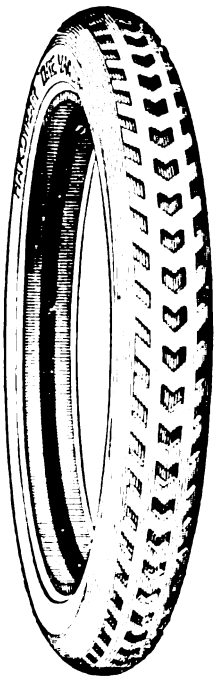
Write us for further information

TOY CANNON WORKS - Bethlehem, Pa., U. S. A.

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What the Dealer thinks of

HARDWEAR TIRES



About two weeks ago we wrote our customers and said we were requesting certain prospects to write them regarding their opinion of Hardwear Tires; the following letter from the Benjamin Hardware Co. of Phoenixville, Pa., answering us is one of many, but we reproduce it because it is typical:

> "In reply to your letter received—we will be glad to recommend the Hardwear Tire to any concern who should write us, as being a big seller with more profit than a good many others. Also our business relations have been entirely satisfactory.
>
> Last year we sold—(well-known brand)—tires only.
>
> Did not do $2000 in year.
>
> If you look up our purchases you will find it has doubled in the four months we have had Hardwears, and we are carrying nothing else now."

Hardware dealers over the country are having similar results from the only tire sold exclusively to the hardware trade.

Our production capacity is limited and we recommend promptness in writing us so that we may prepare for your needs.

HARDWEAR TIRE CORPORATION

East Rutherford, New Jersey

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The Importance of Good Rope

Millions in property and thousands of lives are trusted each year to a single line of Whitlock All-Manila Rope. Such is the confidence, born of long experience, that sailors place in Whitlock Guaranteed Cordage—and *sailors know rope.*

WHITLOCK CORDAGE
THE UTMOST IN ROPE VALUE

On land as well as at sea, rope users are swiftly learning these three vital facts about Whitlock All-Manila:

It actually costs less because it lasts much longer than cheaper grades.
It retains its great strength long after cheaper grades have become weak and unsafe.
It will stand up under the hardest tests of wind, weather and work.

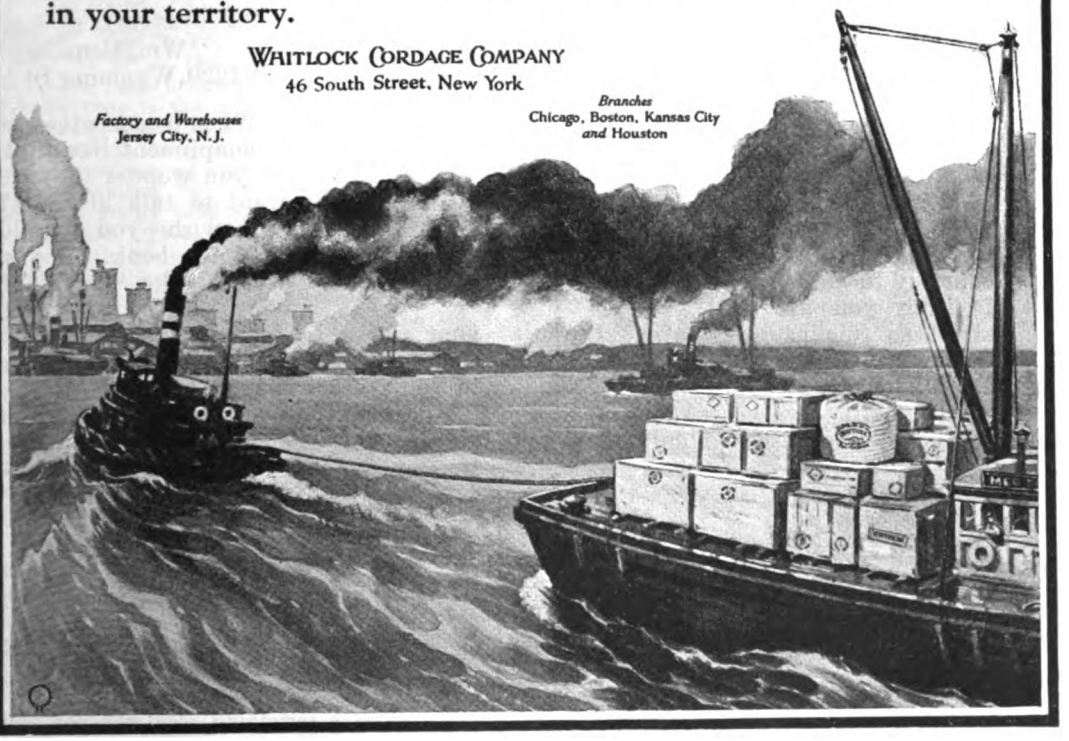
Men who have learned these things seek the dealer who carries Whitlock Products. You should be one of these dealers.

Write today for a catalog describing our complete line of Manila and Sisal rope and twine. Ask, also, for the Whitlock distributor in your territory.

WHITLOCK CORDAGE COMPANY
46 South Street, New York

Factory and Warehouses
Jersey City, N. J.

Branches
Chicago, Boston, Kansas City *and* Houston



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DISSTON PROFIT PLANS

Published Monthly in the Interest of Merchants Selling Disston Tools

"Please Send Me," he said

And we mailed him the book. This is the letter he wrote us:

Dayton, O., June 2, 1921.

"Henry Disston & Sons, Inc.,
"Philadelphia, Pa.

"Gentlemen:

"I want to thank you for your 'Saw, Tool and File Book,' which I received several days ago, and with which I am very much pleased.

"I am not a carpenter, but I do my own repair work, and like good tools with which to do it, and, also want to know how to use them.

"Your Book is just what I need, I have six of your saws, but by the way I have been filing them I think I shall need a jointer.

"I feel very good toward you for your courtesy to me; in fact, I think you are just about as fine as your saws. I don't think that I could pay you a higher compliment.

"I am fifty-five years old, and in all my years I have heard only two men praise any but the 'Disston Saws.'

"I am not familiar with your other tools, and frankly, I didn't know that you made any others, but I shall get acquainted with some of them very soon.

"In conclusion let me again thank you for the Book; it has so much valuable information in it, and so many fine illustrations that I hardly know which to praise more—its utility or its art. I like both, and am immensely pleased.

"Yours truly,
"Wm. Benzing,
"1220 Wyoming St."



When a man gives us a compliment like that, do you wonder that we want to talk about it? We wish you would read the book. If you would like just one copy, or several for your clerks, or for free distribution to customers, we will be glad to send them to you free of charge.

Address your letter to Department No. 1.

You have a dollar.
I have a dollar.
We swap.
Now you have my dollar.
And I have yours.
We are no better off.

You have an idea.
I have an idea.
We swap.
Now you have two ideas.
And I have two ideas.

That is the difference.

—Modern Retailer.

Do You Fit Your Customers to a Saw?

BY this we mean, do you talk over with them their needs and then see that they get the proper tools?

The Disston Tool Book gives some mighty good advice along these lines.

If you have something good why not send it to us so that we can pass it on to some other fellow?

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October, 1921

DISSTON
PROFIT PLANS

Do *You* Want to Make a Trade?

When you swap ideas you're helping both yourself and the other fellow

WEBSTER tells us that to co-operate means "to work together."

That's exactly the purpose of these monthly talks—to **work together** with you hardware dealers.

Now to really carry out the co-operative idea each party concerned should help the other—it takes two or more to co-operate.

Here's a story that shows just what the right kind of co-operation will do:

A man went fishing one day. He had plenty of hooks and other tackle, but he did not take any bait because he expected to get some on the way to the river. He was unlucky and couldn't find any.

At the river he met another fisherman who had plenty of bait but had dropped his hook book where the water was so deep that he couldn't recover it.



So they swapped—bait for hooks and hooks for bait and both were happy, because each helped the other.

We have been offering suggestions to dealers for some time in the name of DISSTON Profit Plans and it occurs to us that, in order for both of us to derive the greatest help and profit from these suggestions, we should work together along co-operative lines.

We will gladly send Disston Dealer Helps to any merchant. These include: The Disston Saw, Tool and File Book; Disston Saws and Tools for the Farm; Disston Metal Cutting Saws; The Pruning Book; The Saw in History, The File in History, Why a Saw Cuts; How a Disston Hand Saw Is Made; Disston Handbook on Saws; Disston Saw Chart; Disston File Chart; Hints to Sawyers; The Blazed Tree; etc., etc.

Now if you have something **good**, send it to us so that we can pass it on to other dealers.

In this way your ideas will help the other fellow and the other fellow's ideas will help you. These pages will be the "meeting place."



A List of What Disston Makes

And in these Saws, Tools and Files is that quality found in

"The Saw Most Carpenters Use"

Back Saws
Band Saws for Wood and Metal
Bevels

Buck Saws
Butcher Saws and Blades
Circular Saws for Wood, Metal, and Slate
Compass Saws
Cross-cut Saws and Tools
Cylinder Saws
Drag Saw Blades

Files and Rasps
Grooving Saws
Gauges—Carpenters' Marking, etc.
Hack Saw Blades
Hack Saw Frames
Hand, Panel, and Rip Saws
Hedge Shears

Ice Saws
Inserted Tooth Circular Saws
Keyhole Saws
Kitchen Saws
Knives—Cane, Corn, Hedge
Knives—Circular for Cork, Cloth, Leather, Paper, etc
Knives—Machine
Levels—Carpenters' and Masons'
Machetes

Mandrels
Milling Saws for Metal
Mitre-box Saws
Mitre Rods
One-man Cross-cut Saws
Plumbs and Levels
Plumbers' Saws
Pruning Saws
Re-saws
Saw Clamps and Filing Guides

Saw Gummers
Saw-sets
Saw Screws
Screw Drivers
Screw-slotting Saws
Segment Saws
Shingle Saws
Slate Saws—Circular
Squares—Try and Mitre
Stave Saws

Sugar Beet Knives
Swages
Tools for Repairing Saws
Tool Steel
Trowels—Brick, Plastering, Pointing, etc.
Veneering Saws
Webs—Turning and Felloe

This is a partial list. There are thousands of items in the complete Disston line.

HENRY DISSTON & SONS, Inc. - Philadelphia, U. S. A.

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Hardware World

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Volume XVI OCTOBER :: 1921 Number 10

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T. M. Shearman, Editor and Manager.

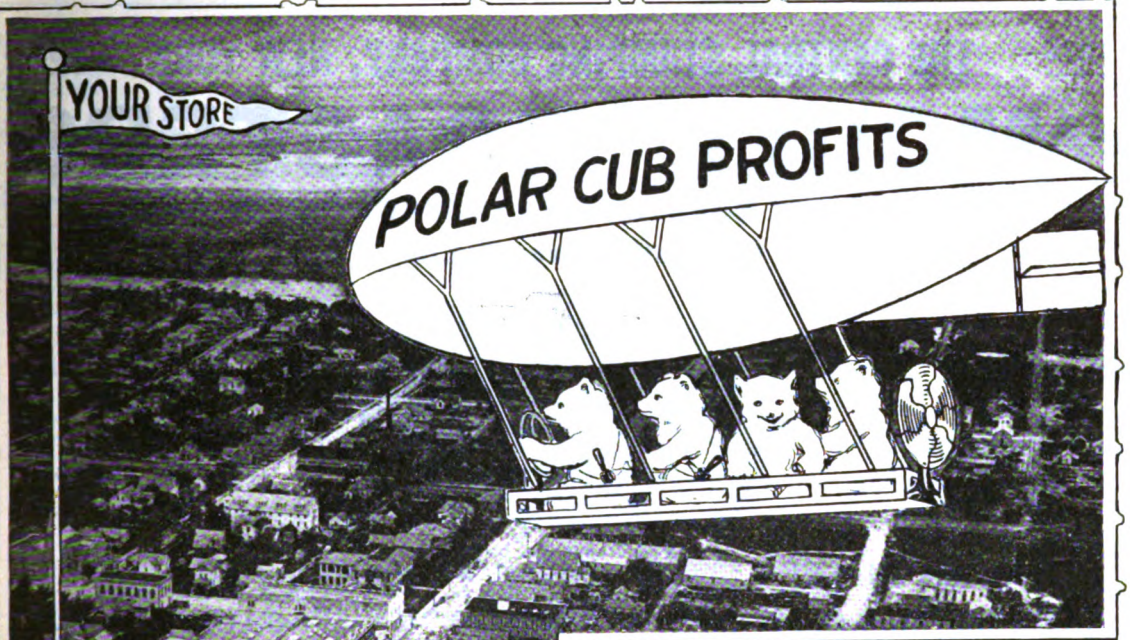
*Raymond L. Shearman, Associate Editor.

Correspondence, or articles for publication may be addressed to office nearest you.

338 Taylor St. Portland, Ore. | 421 First Nat. Bank Bldg. Chicago | Phelan Bldg. San Francisco | 70 Fifth Ave. New York | 505 Pioneer Bldg. Seattle, Wash. | 204 Scott Bldg. Salt Lake, Utah

Boatmen's Bank Building Broadway and Olive, St. Louis, Mo. | 424 Higgins Bldg. Los Angeles | 105 S. Houston St. Dallas, Texas | 220 Pacific Bldg. Vancouver, B. C., Can.

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Looking for a Mooring

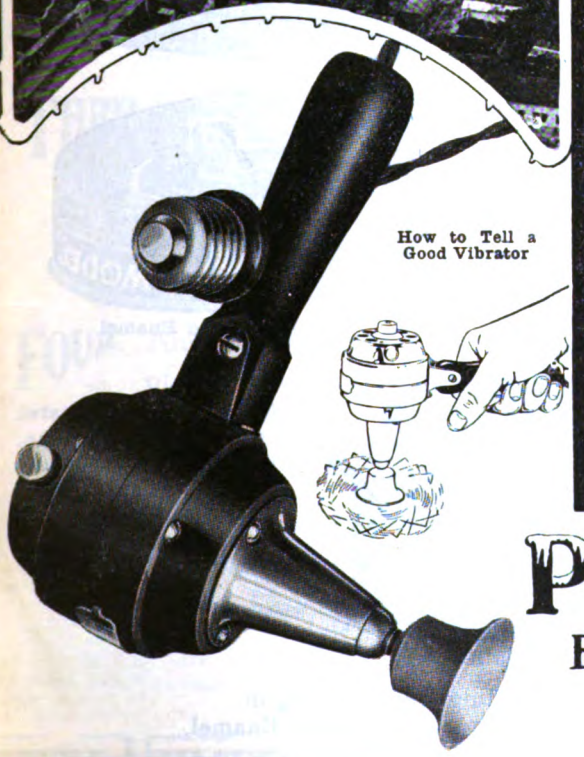
Polar Cub Vibrator profits are looking "for a place to land" in your town; let it be your store.

Think of the women in your city who have always wanted a vibrator but couldn't afford one. Imagine how they will snap up a real motor vibrator that you can sell for a $5 bill. A universal motor vibrator that can be operated on either direct or alternating current—three applicators, brush, button and cup. All packed in a strong, attractive carton with four color label which immediately puts Polar Cub in a class by itself—and all for $5.

Send for our proposition today or ask our representative to call.

THE A. C. GILBERT COMPANY
441 Blatchley Ave.
New Haven, Conn.

General Sales Office
300 Fifth Ave.,
New York



How to Tell a Good Vibrator

$5

Polar Cub

REG. U. S. PAT. OFF.

Electric Vibrator

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1834 **THE CENTRAL STAMPING COMPANY, NEW YORK** 1921

"MODEL" ROASTERS

THE ROASTER OF SATISFACTION

No Basting Over Hot Oven

Seamless
Sanitary
Self-Basting
Self-Browning



Best Shape and Construction For Efficiency

OVAL IN SHAPE
AMPLE CAPACITY

Fish Racks can be furnished for use with the roaster, but are not included unless ordered extra.

HAS HOT AIR JACKET
(Prevents Burning)

CLOSE FITTING HANDLES
(Economy of Space)

Note Measurements

Small 10¼-in. x 15½-in. Including Handles, 17 in.
Large 11¾-in. x 17¾-in. Including Handles 19¼-in.



TRADE MARK





Blue Glazed Enamel

TWO SIZES

Small Holds

10 Lb. Round Roast
8 Lb. Rib Roast
8 Lb. Leg of Lamb
1 10 Lb. Turkey or
2 4 Lb. Chickens

Large Holds

18 Lb. Round Roast
14 Lb. Rib Roast
15 Lb. Leg of Lamb
1 16 Lb. Turkey or
3 4 Lb. Chickens



Gray Mottled Enamel

Represented in California
by
BARRETT & ROSS COMPANY
Rialto Building Room 234
New Montgomery and
Mission Streets
San Francisco, California



"Model" Extra Large Roaster

Represented in the States of Washington, Montana, Idaho, Oregon, Colorado and Utah by
FRED A. LEE
1620 Thirteenth Avenue
Seattle, Wash.

One Size 12¾ in. x 18⅝ in., including Handles 20¾ in.
Two Finishes—Polished Sheet Steel and Blue Glazed Enamel.

Digitized by Google

The TORRENT DISHWASHER

A new idea—a washer of proved success—a price that opens up a tremendous market—a size that fits any kitchen

The Torrent is the dishwasher you and your customers have been waiting for. Here are four main reasons why it will sell:

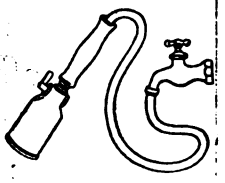
ONE It washes dishes clean because, being hand directed (as a vacum cleaner must be), the washing torrent of hot soapy water can be concentrated where it is needed. This advantage is easy to demonstrate to housewives.

TWO It is large enough for a family of six, but small enough to be put away in a cupboard, making it fit the smallest apartment kitchens.

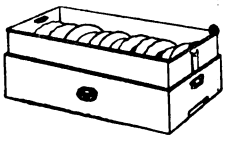
THREE Besides, it has all the advantages you expect a dishwasher to have over the old dishpan method—it is cleaner; it is quicker (five minutes does the job); it keeps the housewife's hands out of dishwater; it ends an ancient drudgery.

FOUR And it sells for only $18.00—within reach of the pocketbooks of every one of your customers.

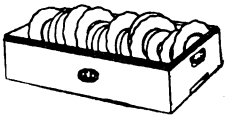
We want to send you one to try out, billed at discount, through your jobber, if you wish.



This washing nozzle, attached to hot water faucet, hand directed, shoots a 40 pound pressure torrent of hot water, soapy or clear, against the dishes. You can see what you're doing.



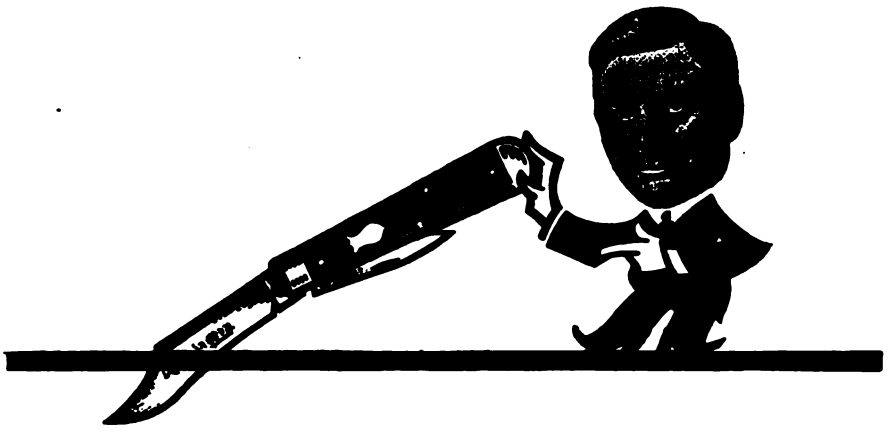
Splash-guard is up during washing. Special wire baskets hold the dishes in place.



With the splash-guard down, the dishes are set to dry. They come out clean and shining.

TORRENT UTILITIES COMPANY—1426 WEST 3RD. STREET—CLEVELAND.

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Gentlemen—We have with us a man known for his ability in devising lasting methods of securing a quicker-than-normal turn-over of cutlery stocks.

His work for and with the jobber and retailer is an added feature of the Remington sales plan to offer the trade a fast-selling and complete line of American pocket knives, to be known nationally as Remington knives.

To every Remington jobber and retailer we offer the services of this man and the full co-operation of the Remington organization.

Gentlemen—May we introduce Mr. CHARLES P. CATLIN, formerly with Oneida, now Manager of Sales Promotion, Cutlery Division, Remington Arms Company, Inc.

REMINGTON UMC

Remington cutlery, firearms and ammunition are sold exclusively through the wholesale hardware trade

Remington

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The Neft Safety Nife

A Practical Hunting Knife

Safe to Carry---Easy to Open---Safe to Use

A slight pressure on the shield and open comes the Neft Safety Nife—next swing the blade out into cutting position—close the case and you have a rigid knife that's ready for business.

No torn thumb nails—no sore fingers—no projections to catch or tear clothing. And what a **blade**—made of the finest forged steel obtainable, perfectly hardened and tempered with a wonderfully keen edge. Handle of strong, non-rusting nickel-silver.

ADAPTABLE FOR EVERY OUTDOOR USE—There isn't a single sportsman's use that a Neft Safety Nife won't answer perfectly—for hunting, camping, fishing, etc.

EXTRA BLADES—Extra blades can be had in 8 different patterns. These blades are easily inserted and are locked with a small key which comes with every knife. A blade for every purpose.



RETAIL PRICE—$3.75 each. Extra blades $1.00 each.

GUARANTEE—We authorize every dealer in the United States to immediately exchange any Neft Safety Nife bearing our name and Trade-Mark that is defective for a New Neft Nife no matter in what city or store the Nife was purchased. We in turn will "make good" to the dealer who makes the exchange.

SIZES—The Neft Safety Nife is also made in smaller sizes for general pocket use. Look for our Trade-Mark on every Knife and Blade.

We protect the Jobber. If your Jobber cannot supply you—then write to us and we will refer you to the nearest Jobber who will.

Neft Safety Nife Co.

Newark, New Jersey, U. S. A.

Distributors Valley Forge Cutlery Co., Newark, N. J.

SAFETY NEFT N NIFE

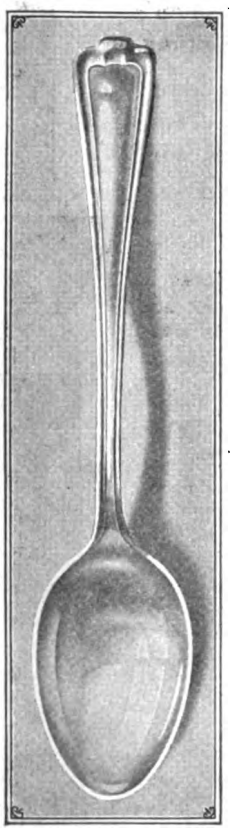




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1847 ROGERS BROS.
SILVERPLATE

Every sale of Silverplate is the "planting of a silver tree from which, every once in a while, you will gather fruit."



The "Oromwell" Pattern



The woman showing to her guests the Spoons and Forks purchased at your store is a better advertisement for you than a full page in the best paper in your town.

Let your windows proclaim the fact that you handle 1847 Rogers Bros. Silverplate. Every woman who buys her Silverplate from you helps you to sell more, because she will talk about hers and show it to her friends.

Remember, too, that one sale of Silverplate means repeat sales.

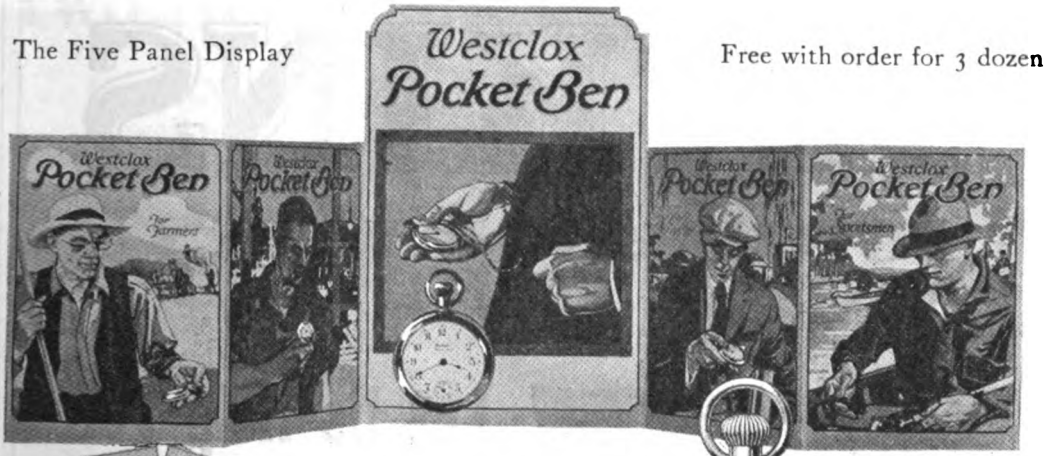
For advertising and display helps write to Sales Promotion Department, International Silver Co., Meriden, Conn.

Pacific Coast Warerooms, 150 Post St., San Francisco, Cal.

INTERNATIONAL SILVER CO.

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The Five Panel Display



Free with order for 3 dozen



The Poster Set





The Selling Kit

To help you increase your sales of Pocket Ben

THESE selling helps were designed to help you increase your sale of Pocket Ben and thereby keep the two dollar key of your cash register busy. Dealers who have used them say they are excellent sales stimulators.

THE FIVE PANEL DISPLAY shown at the top is beautifully lithographed in eight colors and makes a compelling window background. It is furnished free on request to dealers who order three dozen or more Pocket Ben.

THE POSTER SET will be sent free to any dealer who requests it.

THE SELLING KIT consists of posters and other display pieces for your window and show case; 300 face to face folders, 200 watch cut-outs and 50 post cards for mailing direct to your prospective customers; and a book of advertising and window display suggestions. The Kit is a complete advertising campaign in itself. This will be furnished free to a dealer who will agree to use it.

POCKET BEN is a good-looking, quick-selling, profit-paying Westclox watch. It has a neatly designed nickel finished case with a special double back that protects the smooth running Westclox movement. Pocket Ben keeps excellent time for a $2 watch. Each watch comes packed in a Big Ben style box which helps move it over the counter.

Are you getting your share of Pocket Ben profits?

WESTERN CLOCK CO., LA SALLE, ILLINOIS, U. S. A.

Makers of *Westclox:* Big Ben, Baby Ben, Pocket Ben, Glo-Ben, America, Sleep-Meter, Jack o'Lantern.

Schloss Mfg. Co., 38-42 Beale St., San Francisco. Sole Pacific Coast Agents

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ATKINS

SILVER STEEL SAWS



Let Us Help You

Building contracts are increasing; carpenters are going to need Saws and Tools with which to do this building. What are you doing to sell the carpenter?

ATKINS Silver Steel SAWS

If you are not using our Free Personal Letter Service write us at once. Don't pass up a sales help like this.

Remember, when you sell an Atkins Saw to a customer you make a friend for the store

Write us at nearest point below.

Have you one of our books entitled, "How to Sell a Saw?" It's free.

E.C. ATKINS & CO.

ESTABLISHED 1857 THE SILVER STEEL SAW PEOPLE

Home Office and Factory, INDIANAPOLIS, INDIANA

Canadian Factory, Hamilton Ontario

Machine Knife Factory, Lancaster N.Y.

Branches Carrying Complete Stocks in The Following Cities:

Atlanta	New Orleans	Seattle
Memphis	New York City	Paris, France
Chicago	Portland, Ore.	Sydney, N. S. W.
Minneapolis	San Francisco	Vancouver, B.C.

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Two New Remington Cartridges

LOOKING AHEAD—giving the sportsman what he needs as well as what he wants—has been the Remington policy in ammunition manufacture for over half a century.

Two new Remington cartridges have been placed upon the market—the .25 Remington Hi-Speed Cartridge for use only in the Remington Model 8 Autoloading and Model 14 High Power Slide Action Rifles of .25 caliber; and the .30 Springfield 1906 Bronze Pointed Expanding Bullet Big Game Cartridge for the new Remington Model 30 Bolt Action Sporting Rifle and all other arms chambered for the .30 Model '06 Springfield Cartridge.



The New .25 Remington Hi-Speed Semi-Pointed Cartridge

The .25 Remington Hi-Speed cartridge has great shocking power. During penetration the mushrooming begins early and the results are uniformly effective. It has a velocity slightly under 3000 feet per second. Prior to being put on the market this cartridge was tried out on game by experienced hunters. It will be received by all users of Remington .25 caliber Model 8 and 14 rifles as a welcome addition to the cartridges already available for these arms.



.25 Remington Semi-Pointed Bullet



After penetrating 11 pine boards



The New .30 Springfield Model 1906 Bronze-Pointed, Expanding-Bullet Cartridge

This .30 caliber Big Game cartridge has a solid bronze-pointed bullet. Upon striking game the point is forced back into a cavity in the bullet, tearing open the jacket and causing the bullet to mushroom. Before quantity production was started, this cartridge was tried out by big game hunters in Alaska, the Canadian Rockies and other sections on bear, moose and deer. These men say that one fair hit in any part of the body will bring down the largest game animal for "keeps."



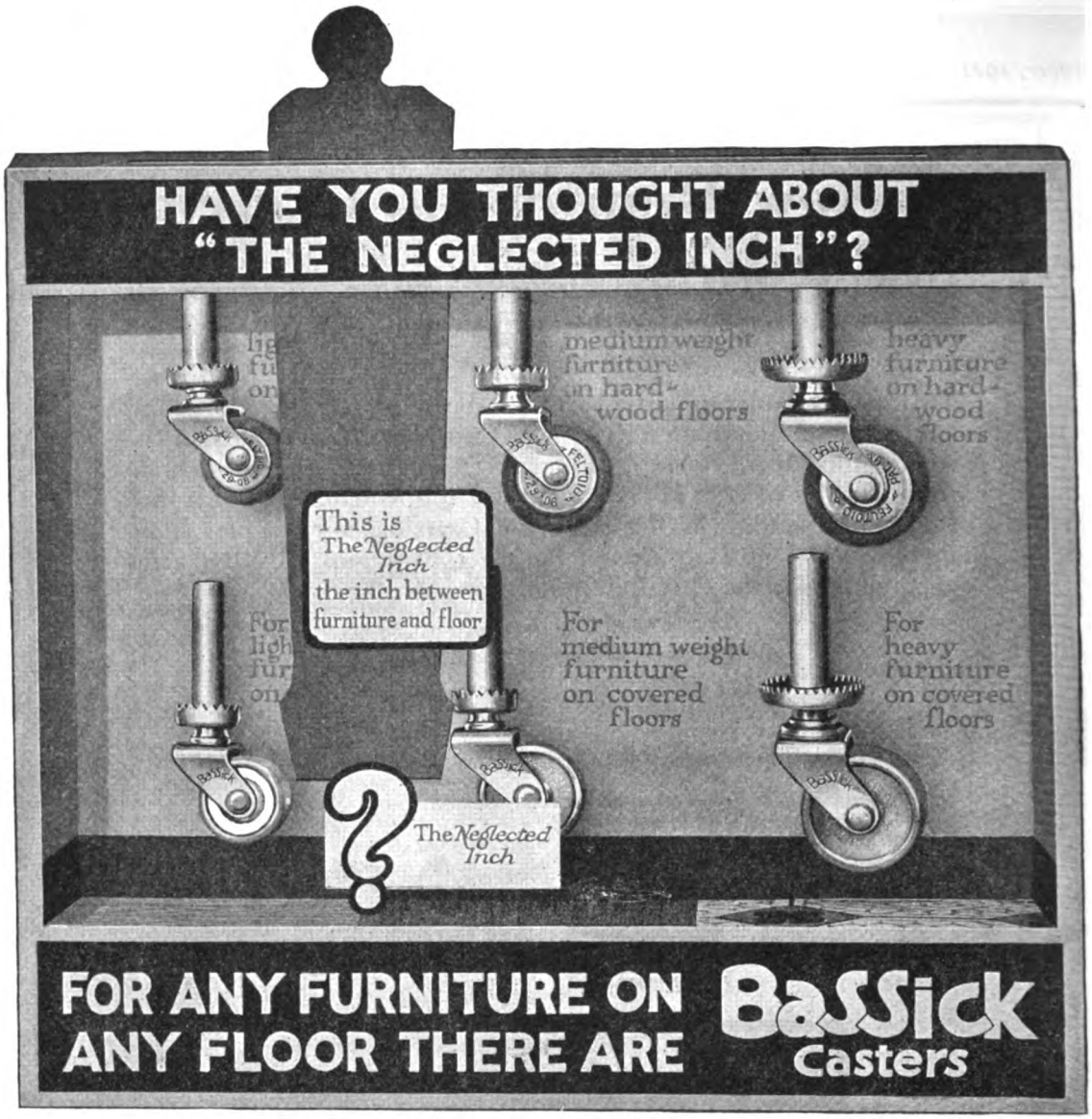
Cross Section of Bronze-Pointed Bullet

REMINGTON UMC

Remington firearms, ammunition and cutlery are sold exclusively through the wholesale hardware trade

Remington

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A Salesman Who Works for Nothing

HERE is a new salesman for your force who will demand no pay and who will be an additional seller of the quick turning, profit making line of Bassick Casters.

This Bassick Counter Display will tell the "Neglected Inch" story in a visualized form over your own counter. It ties up your store with the National Advertising Campaign which has made Bassick Casters a fast moving hardware product, well worth your while handling.

Your jobber knows the whole Bassick Sales Proposition—get him to tell you more about it.

The Bassick Counter Display will be supplied free of charge to every dealer who places an initial order of 56 sets of Bassick Casters.

THE BASSICK COMPANY
BRIDGEPORT, CONN.

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"I found that it clinched the sale 9 times out of 10"

OVER 1000 Valet AutoStrop Razors sold in 189 days—an average of more than five a day. That is the wonderful record made by England and McCaffrey, Utica, N. Y.

Various methods were used to arouse interest—advertising, window displays, and intensive selling behind the counter. But one thing proved to be the most powerful selling argument of all. In their own enthusiastic words, "It was the Thirty Day Trial that clinched the sale—time after time."

How the Thirty Day Trial creates confidence

Thousands of dealers all over the country are finding that a large percentage of their Valet AutoStrop Razor sales come as a result of the Thirty-Day Trial offer. Sometimes ordinary sales talk will fail to convince a man. He may feel a little doubtful that the Valet AutoStrop Razor will eliminate the shaving discomforts he has met with all his life.

But let him take the Valet AutoStrop Razor home and try it in front of his own mirror; let him realize how every day it gives a "new," keen edge—how easy it is to strop and clean—and the sale is made.

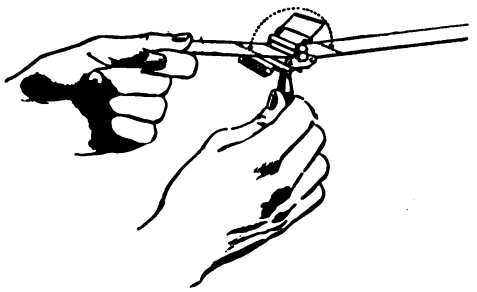
Win real friendship for your store

The Valet AutoStrop Razor eliminates all the usual difficulties of shaving—the scrape and pull of quickly dulling blades, the waste of throwing blades away, the loss of time in cleaning. That is why successful dealers are recommending the Valet AutoStrop Razor — because the greatest profit lies in selling an article that makes the customer a friend—that gives him confidence in the dealer's judgment and good intentions.

Dealers everywhere are doing more with their razor show-case than ever before. They are selling four Valet AutoStrop Razors where they formerly sold one.

Write for our merchandising plan and other dealer helps. We can help you to make a success like the one you have just read about.

AUTOSTROP SAFETY RAZOR CO.
New York Toronto London Paris



VALET AutoStrop Razor *sharpens itself*

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Because they File Tungsten they Sell on Sight







Men, who know motors, have wondered when files would be made to cut such metals as tungsten, iridium, and other similar materials used on the distributor and coil points of automotive electrical systems. Here are the files. The buyers are waiting.

NICHOLSON TUNGSTEN Point Files

are as hard as fire and water can make them—as keen as special cutting and sharpening can edge them. The result—ignition easily kept at perfection.

When you order from your Jobber be sure to ask for a supply of our TUNGSTEN Point File Circulars

NICHOLSON FILE CO.

PROVIDENCE, R.I., U.S.A.

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And now—a Night Shift for the New Improved Gillette

Patented January 13th 1920

THOUSANDS of men bought the New Gillette within twenty-four hours after it had been released for sale.

But with all their faith in Gillette, probably not one would have predicted the call for *night-shift production.*

A jump from nothing to the 500,000 mark in less than six months. A demand that knows no limitation of class or type of man—no boundaries of nation or race.

In all the previous history of invention, nothing like this public interest, public discussion and public desire to *buy and use.* Nothing like the public acknowledgement of definite improvement.

A *night shift* is now working to *capacity* in the Gillette Factories.

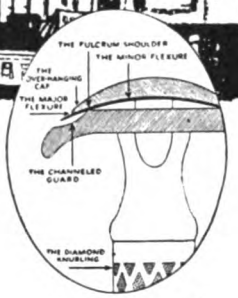
Doubled production. Whatever the temporary shortage, no man *anywhere in the world* need wait long to benefit by the New Gillette.

Important About the New Improved Gillette—A Word About the Blades

One of the first things to strike the user of the New Improved Gillette is its simplicity.

Most men prefer to screw the handle up *tight* to get the most satisfactory shave. Gillette deems it proper to ask the public to use Gillette Blades *only* in *genuine* Gillette Razors.

The Gillette Blade and Gillette Razor are developed to *work together.* No Gillette Blade can deliver its full shaving quality unless used in a *genuine* Gillette Razor—built by Gillette, in the Gillette way and up to Gillette standards.



The New Improved
GILLETTE
SAFETY RAZOR

Uses the same fine Gillette Blades as you have known for years—but now your blades can give you *all* the luxury of the finest shaving edge in the world.

A shaving edge guarded from the face, but *free to the beard.* Identify the New Improved Gillette by its

Fulcrum Shoulder
Overhanging Cap
Channeled Guard
Micrometric Precision Adjustment
Diamond Knurled Handle
Diamond Trademark on Guard

Finer Shave—
Longer Service
More Shaves
from your Blades

In SILVER *and* GOLD
Shaving Sets and Traveler Outfits

$5 *to* $75

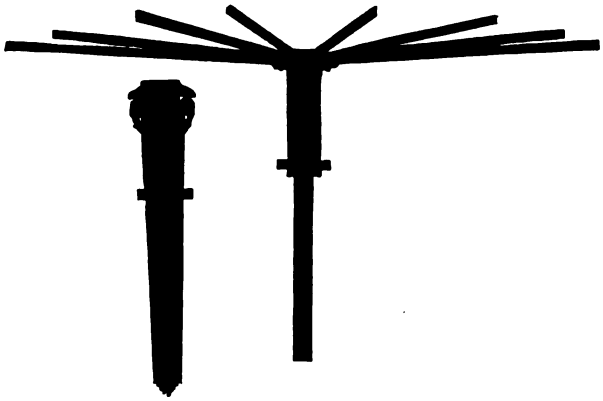
GILLETTE SAFETY RAZOR COMPANY
BOSTON, U.S.A.

The New Improved
MADE IN U. S. A. — KNOWN THE WORLD OVER
TRADE Gillette MARK
Gillette SAFETY RAZOR

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The Eagley-Morrison Company

North Girard, Penna.



Manufacturers of a

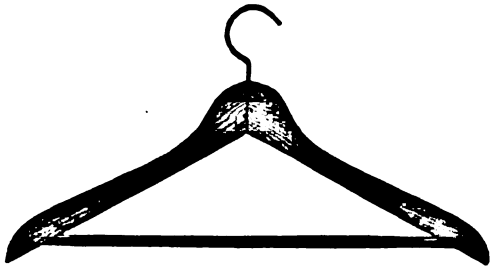
MOST COMPLETE LINE OF

Wall Clothes Driers

And

Wood and Wire Garment Hangers

OF EXCELLENT QUALITY



REPRESENTATIVES

THAYER & BOWER,
845 Monadnock Bldg.,
San Francisco, California

H. M. GREENER SALES CO.,
56 East Randolph St.,
Chicago, Illinois.

R. A. MORRISON,
309 Board of Trade Bldg., Portland, Oregon.

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American Maid Aluminum Ware

The Popular Priced Line

THE secret of many successful house-furnishing sales has been due to the enthusiasm that ***AMERICAN MAID*** Aluminum Ware has created. Ask the buyer who has used ***American Maid*** for his Special Sales.

For over 25 years we have had one main ideal in the manufacture of aluminum cooking utensils—"*To produce and sell at a Moderate Cost a line to meet all demands.*" We attained this in the production of ***AMERICAN MAID*** Ware.

Experienced housewives will welcome the opportunity to secure ***AMERICAN MAID*** at our exceptionally low prices.

Provide NOW for your Special Sales—Write for prices

Illinois Pure Aluminum Co.

LEMONT, ILLINOIS
U. S. A.



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Presto!



—and a complete garage hardware set is selected, sold and delivered

In the old days a customer coming in for garage hardware brought a lot of trouble with him. After some discussion you would get an idea of what length track he needed, the number of hangers, hinges and so on down the line. Then while he stood on one foot, then the other, you would do a few miles around the store assembling the job.

But no more! McKinney has changed all that.

The McKinney catalog tied to a string on the counter fortifies you with all the facts. You can show him all the different kinds of doors he can use. Then when he makes his choice you just take a box, with that number on it, off the shelves. Every necessary piece of hardware is in the box. When he gets his garage built he gets exactly what he wanted. The instructions in each box won't let him go wrong.

If you haven't stocked with McKinney Complete Garage Sets you are missing a big chance to take off a lot of your overhead and trouble and add on some good wholesome profits.

Start today by writing for the catalog. We supply that free.

McKINNEY MANUFACTURING CO., Pittsburgh

Western Office, Wrigley Bldg., Chicago. Export Representation

Pacific Coast Representative: John T. Rowntree, Inc., Los Angeles, San Francisco, Portland, Seattle, Salt Lake City, Denver.

McKINNEY
Hinges and Butts

Also manufacturers of McKinney farm building door hardware, furniture hardware and McKinney One-Man Trucks.

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"IT'S exactly what I need and I've proved it by years of good shooting. Used to try a lot of special loads but I gave that up when I found that I could get the best results by sticking to Du Pont Standard Loads as shown in that table."

STANDARD DU PONT 12 GAUGE LOADS

	DU PONT SMOKELESS Drams	BALLISTITE SMOKELESS Grains	OUNCES Shot	SIZE Shot
Large Ducks	3¼ or 3½	26 or 28	1⅛ or 1¼	4-5 or 6
Small and Medium Ducks	3 3¼	24 26	1⅛ 1⅛ or 1¼	5-6 or 7½ 5-6 or 7½
Grouse, Partridge, Prairie Chicken	3 or 3¼	24 or 26	1⅛	6 or 7½
Pheasants	3	24	1⅛	5-6 or 7½
Geese	3¼ or 3½	26 or 28	1⅛	4-2 or BB
Wild Turkey	3¼ or 3½	26 or 28	1⅛	4 or 2
Squirrel, Rabbits	3	24	1⅛	6-7 or 7½
Doves, Pigeons	3 or 3¼	24 or 26	1⅛	6-7-7½ or 8
Quail	3 3¼	24 26	1 or 1⅛ 1⅛	7½ or 8 7½ or 8
Snipe, Woodcock	2¾ 3	22 24	1 1⅛	8 or 10 8 or 10
Shore Birds	2¾ 3	22 24	1 1⅛	8 or 10 8 or 10
Sora Rail	2¾ 3	22 24	1 1⅛	8 or 10 8 or 10
Trap Loads	3 or 3⅛	24 or 25	1⅛ or 1¼	7½



tandard Quail Loads:
wders: Dupont, 3 or 3¼ drs.
llistite, 24 or 26 grs.
ot: Ounces 1 or 1⅛
e: 7½ or 8

Give me *that* load for Quail

SHOOTERS are being told through full page advertisements in all the leading sportsmen's magazines to pick not only their quail loads from this chart, but also every load for which they have use in the field. Thus the natural preference for "Du Pont" will be concentrated on these particular loads.

Concentrate your stock of shotgun shells on these standard loads, and watch your turnover speed up. No dead stock of freak loads to carry over—storage and shelf space cut to a minimum—less investment and, naturally, a material increase in your profits.

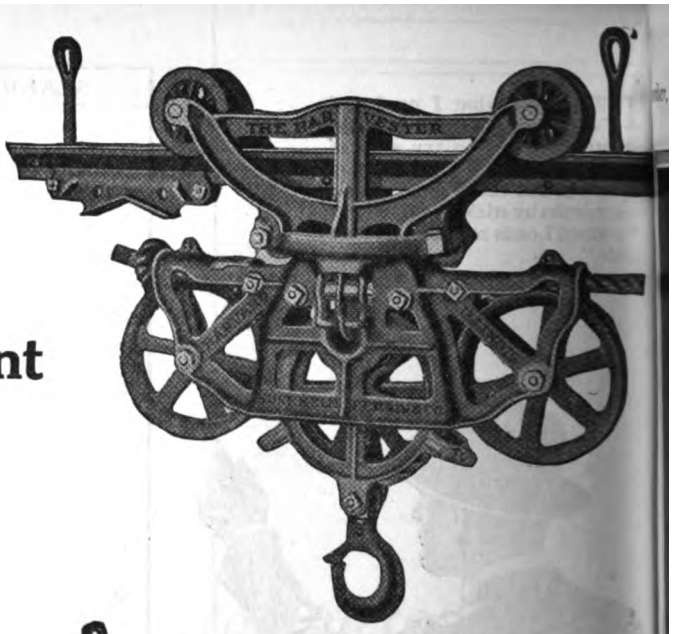
We are furnishing a counter display and a steel bound card (for use by your clerks) featuring the Du Pont table of standard loads. Write for yours if you haven't already received both.

E. I. du Pont de Nemours & Co., Inc.
Sporting Powder Division
WILMINGTON, DELAWARE

DU PONT
SMOKELESS SHOTGUN POWDERS

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"You Need Me!" Harvester

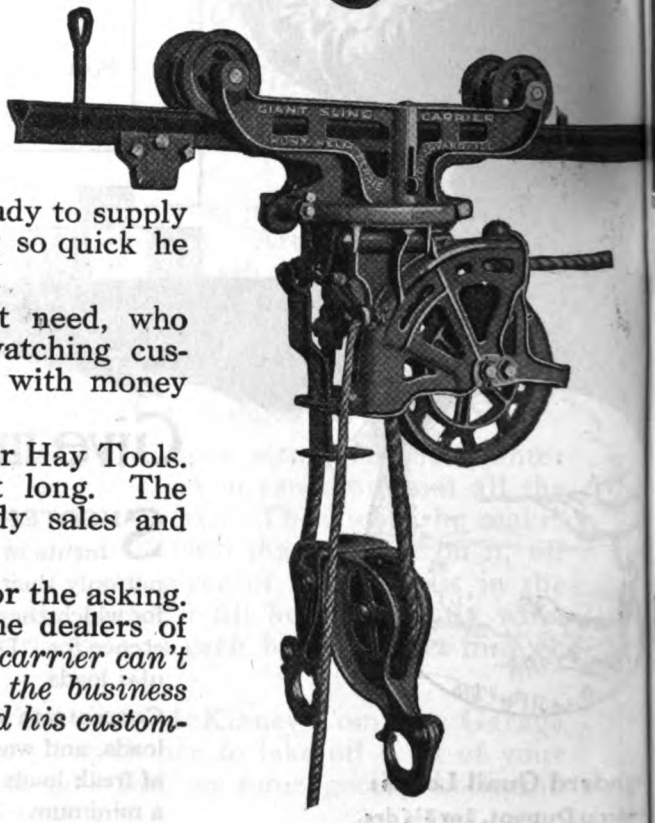


Don't Let Bad Judgment Kill Your Hay Tool Business

"To buy or not to buy" is not even a question, when it comes to hay tools.

Lots of farmers struggled through last year with hay tool outfits that should have been on the junkpile.

This year they've *simply got to buy*—all farmers raise hay and time is too precious to put it in with pitchforks.



Stock Harvester Hay Tool Outfits. Be ready to supply the man who needs a carrier and needs it so quick he should have had it a year ago.

The merchant who can't supply an urgent need, who wouldn't buy, is going to find himself watching customers go into his competitor's front door with money in their hands.

We don't need to tell you about Harvester Hay Tools. They're bigger, better, built strong to last long. The name on the carrier is insurance of ready sales and satisfied customers.

Our Harvester Hay Tool catalog is yours for the asking. The big thing we want to impress upon the dealers of America is—*The man who needs a new hay carrier can't wait—The dealer who has the goods will do the business and the merchant who is "just out" will find his customers "walking out."* Unpleasant but true.

Write us today for catalog and particulars.

Hunt, Helm, Ferris & Co.

Harvard, Illinois *Complete Barn Outfitters* **Albany, New York**

Designers and Manufacturers of

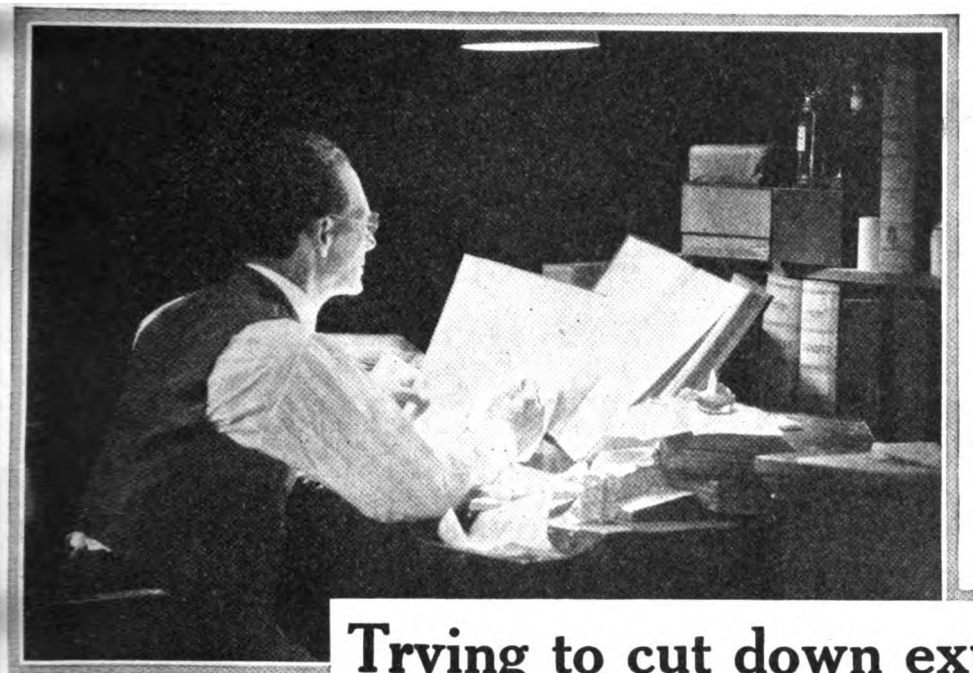
STAR Equipment

The STAR LINE

"Something to Sell the Year Around"

Stalls, Stanchions and Pens
Litter Carriers
Water Bowls
Feed Trucks
"Harvester" Hay Tools
Door Hangers
Garage Equipment
Coaster Wagons
Tank Heaters
and Other Farm Specialties

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Trying to cut down expenses

New business conditions have forced every merchant to face the problem of reducing expenses.

Thousands of merchants have solved the problem by using new model National Cash Registers.

These cash registers reduce costs of selling, delivery, and bookkeeping. They stop expensive leaks and losses. They also point the way to other economies by giving merchants, every day,

necessary business facts

1. Sales made by each clerk.
2. How goods are moving in each department.
3. Amount of capital tied up in outstanding accounts.
4. Volume and profit on credit business compared with volume and profit on cash business.
5. Total of money paid out.

These facts show how, when, where, and how much to reduce expenses.

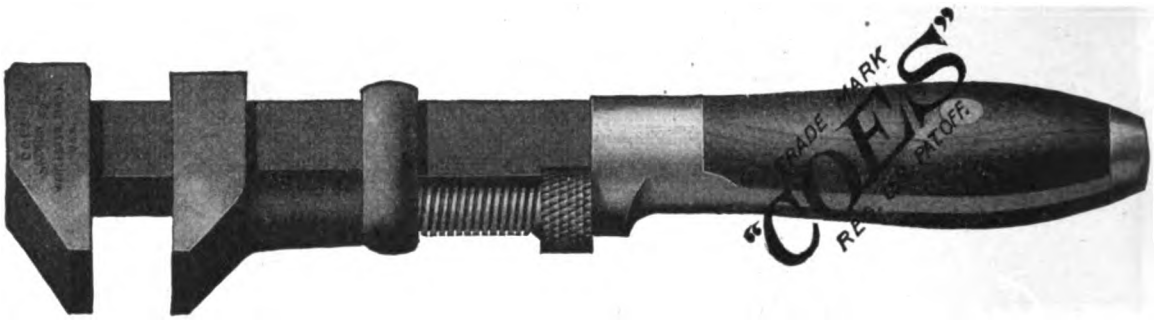
National Cash Registers now priced as low as $75 in U. S. A.

They pay for themselves out of part of what they save.

A National Cash Register is the only machine that issues a receipt, indicates, adds, prints, classifies, and distributes records *at the time of the sale*, all in one operation. No figure work. No delays. No mistakes. Just read the totals.

NATIONAL
CASH REGISTER COMPANY - DAYTON - OHIO

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Demand vs. Supply

We all recognize: "The law of supply and demand."

Why not reverse the order—Demand and supply?

Is it not true that we regulate **buying** according to **selling?** Therefore, does not the **supply** of goods carried depend upon the **demand?**

Does not the fact that practically every Jobbing House lists and carries COES WRENCHES, year after year, indicate that they do so to **meet the demand?**

In the catalog of one of the leading distributors of general supplies and equipment for industrial purposes, they not only list the complete line of COES WRENCHES, but say this about them:

"COES KNIFE HANDLE MONKEY WRENCHES are so well known to the trade that a detailed description of them is not necessary here.

We always have a large stock on hand for immediate shipment, in all sizes—both wood and steel handles and solicit your orders for any quantity required."

Your particular attention is called to these salient points: 1—That Coes' Wrenches are **well known.** 2—That they carry large stocks. 3—That they can make **immediate shipments.** 4—That they solicit orders for any **quantity.**

By the way, wouldn't it be a good plan to look up your **supply** and see if you have sufficient wrenches in each size (6 to 21 inches) to **meet the demand?**

Ask your Jobber to supply you

TRADE MARK REG. U.S. PAT. OFF. NO. 64696 Coes

Coes Wrench Company

Established 1841

WORCESTER, MASSACHUSETTS

TRADE MARK REG. U.S. PAT. OFF. NO. 64696 Coes

AGENTS

J. C. McCarty & Co.
29 Murray St., New York

Pacific Coast Agents
John H. Graham & Co.
268 Market St., San Francisco

John H. Graham & Co.
113 Chambers St., New York

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Price Reduction

Your jobber is now prepared to quote next season's prices on PENNSYLVANIA *Quality* Lawn Mowers.

These prices are guaranteed against any decline we may make prior to June 30, 1922.

Our price advances during the war were less than other makes, which may account for the very small number carried over by both the jobbing and retail trade.

PENNSYLVANIA LAWN MOWER WORKS
INCORPORATED
FOUNDED 1877 PHILADELPHIA

PENNSYLVANIA

Quality

This trademark is on the handles of:



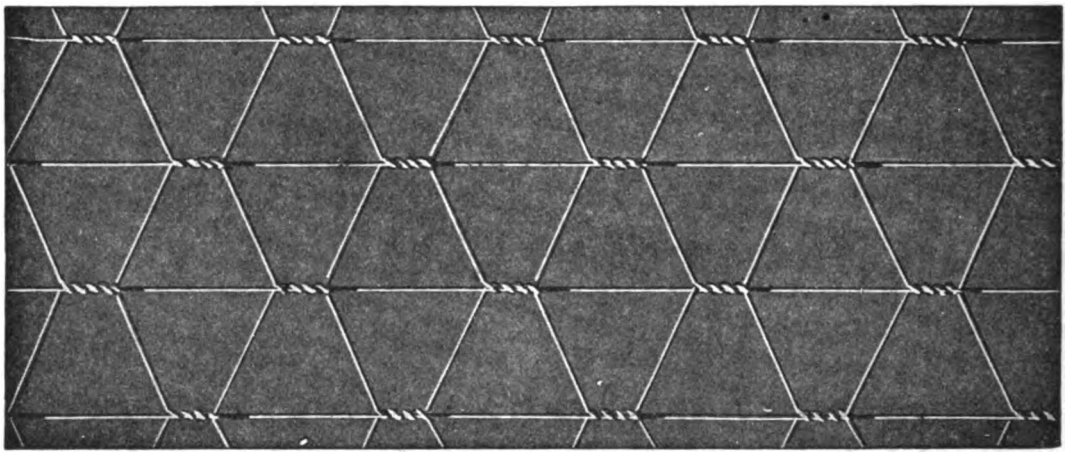
PENNSYLVANIA STANDARD,
high and low wheel

PENNSYLVANIA JUNIOR,
Ball Bearing, high and low wheel

Continental High Wheel
Great American Ball Bearing
Red Cloud Ball Bearing
Orchid Ball Bearing
Panama Plain Bearing
New Belmont Ball Bearing
Delta Ball Bearing
Electra

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Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

American Steel & Wire Company

UNITED STATES STEEL PRODUCTS COMPANY

SELLING AGENTS

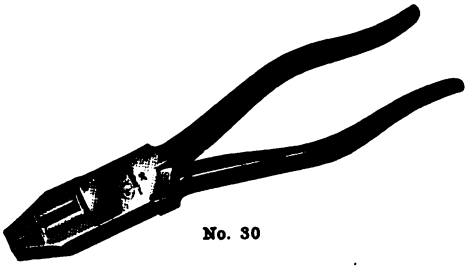
San Francisco **Los Angeles** **Portland** **Seattle**

Awarded the Grand Prize at the Panama-Pacific Exposition

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PEXTO GUARANTEED PLIERS





A Few of the Sixty Styles

From the famous No. 30-Star Rivet-Box Joint Plier down through line of sixty styles of Box-Lap-and-Slip-Joint Pliers there is a plier for every purpose and every type of workman.

The automobilist, the electrician, the machinist and handy man will find one or more pliers suited to his individual needs.

PEXTO quality and PEXTO service is built into each and every plier from the forge shop to final inspection, and the durable, attractive finish makes them the easiest plier to sell.

We would like to tell you about our Silent Salesman for PEXTO Pliers.

A 32-page booklet illustrating and describing the entire line will be mailed on request, or we will be glad to imprint a supply for our dealers.

They are indeed Worth While Tools.

PEXTO

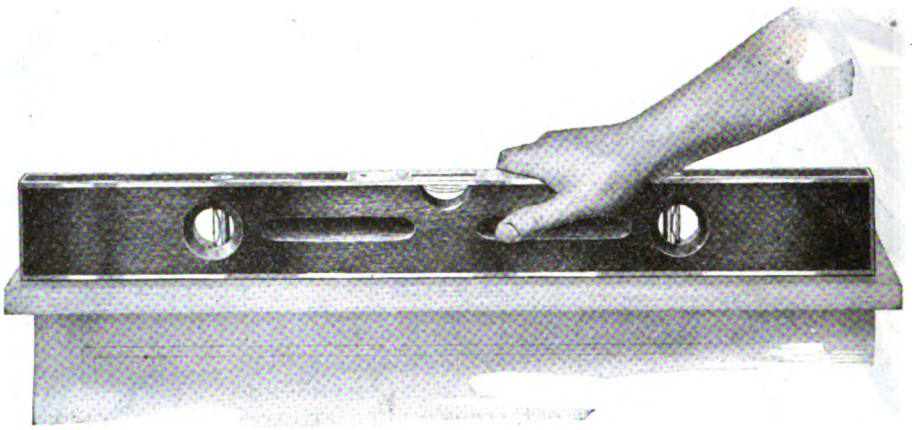


THE PECK, STOW & WILCOX CO.
Southington, Connecticut, U.S.A.

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GOODELL-PRATT

1500 GOOD TOOLS



To Show That We Are ON THE LEVEL

in the statements that we make regarding prices and in order to make it safe for you to buy Goodell-Pratt Tools for your fall requirements, we have sent the following notice to our customers.

"We guarantee all of our prices against our own decline up to January 1, 1922."

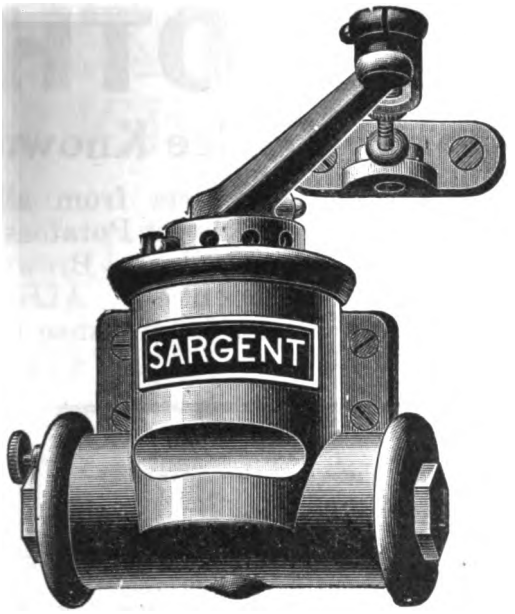
This insures you against any loss from falling prices.

Now take up the big red catalog and see what you need. This book shows over 2000 sizes and kinds of high grade tools that are regularly carried in stock for immediate shipment.

TAKE LEVELS FOR INSTANCE: We make all kinds and all lengths of Wood, Iron and Aluminum, and you can't find anywhere Levels, with more carefully selected wood, more carefully dried, more thoroughly seasoned. No one makes levels with a stronger brass binding, a simpler adjustment, a better finish or a more sensitive vial. What more can you ask?

GOODELL-PRATT COMPANY *Toolsmiths* **Greenfield, Mass., U.S.A.**

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Silence Is Golden

Every slamming door in your selling territory is a potential source of profit for you. Sargent Door Closers bring peace to ragged nerves and add dignity to the homes or office where they are installed.

Sargent Door Closers are business builders as well as profit-makers. Being Sargent Quality, you can recommend them with full confidence in their performance. They operate with a minimum of attention, year in and year out.

The heavy models (illustrated above) are for outside doors and heavy inside doors. The No. 20 model is for storm doors and light inside doors. Both are year 'round sellers.

Sargent & Company

NEW HAVEN, CONN.

New York Chicago

SARGENT

AND HARDW

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MAGNETIC CLOTH

The Most Complete Domestic Help Device Known

It instantly removes Grease, Burned Foods and all dirts from all kitchen ware. ALSO cleans Vegetables, New Potatoes, Sweet Potatoes, Carrots, Parsnips and such like. ALSO Tile work, Marble or Brown Stone Steps and many other things too numerous to mention. ALSO is used extensively for cleaning stained and greasy hands, for instance in machine shops, garages, etc.



These are the days of progress and efficiency. The woman in the kitchen is no longer satisfied with the old-fashioned, back-aching methods of cleaning greasy pots and pans; MAGNETIC CLOTH is now the active housemaid that saves time and labor and conserves sweetness of disposition. The kitchen sink of the modern housewife is no longer complete without a MAGNETIC CLOTH hanging on a hook.

The MAGNETIC CLOTH is as pliable as cloth, entirely as efficient as the best abrasive. Made to slip on the hand like a mitten. After using, rinse in warm water and hang up by the loop, to dry.

As a magic wonder this MAGNETIC CLOTH is demanded everywhere; its market is wide and insistent and it is a logical, inevitable profit-maker for the merchant who reads and heeds the mind of his trade.

Retails for 10 Cents **Retails for 10 Cents**

Send us your jobber's name if he can't supply you with a trial gross. Packed in two dozen attractive cartons for show case display.

MANUFACTURED BY

JOHN W. GOTTSCHALK MFG. CO.

LEHIGH AVE. AND MASCHER ST. PHILADELPHIA, PA.

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco

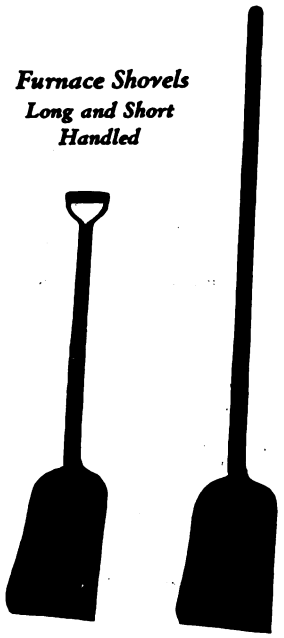
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IRON HORSE
HIGH GRADE METAL WARE

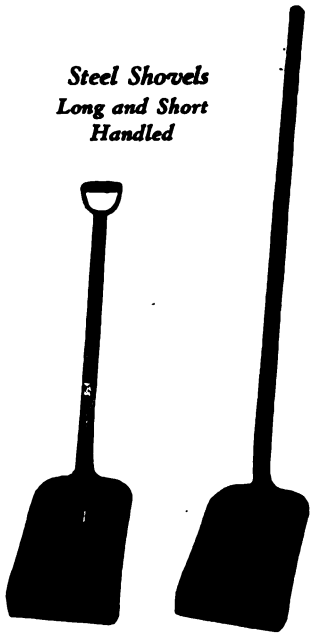
Steel, Furnace & Stove Shovels

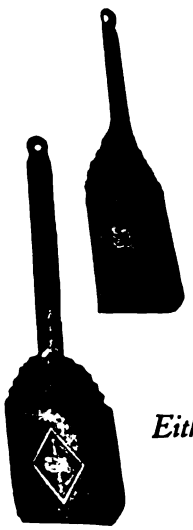
YOU really have to see these Shovels to appreciate fully their true worth. Just to feel the "hang" of them *and* see for yourself the extra heavy gauge *of* the metal—the quality of the wood used in the handles and the manner in which they are formed, *and* the handles riveted in place—after gaining these facts first hand, there will be no further question as to why *Iron Horse Shovels* have taken first place in the regards of the trade, *and* in so short a time.

Furnace Shovels
Long and Short Handled



Steel Shovels
Long and Short Handled





—and you will be just as much pleased with *Iron Horse Stove Shovels* in either the long or short handled style. Besides, they cost no more than shovels made from lighter gauge materials.

We have circular matter describing these various type shovels in detail and listing the prices. Then, too, we have our big 136 page catalog, showing the complete *Iron Horse* line.

Either or both are yours for the asking, and there is no obligation whatsoever. Write us.

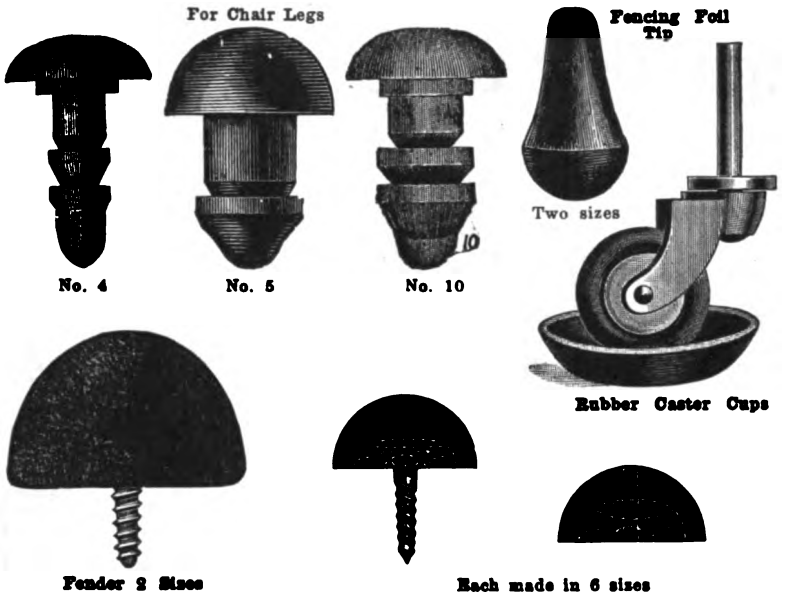
ROCHESTER CAN COMPANY — Rochester, New York

Largest Makers of Strictly High-grade Metalware in the World

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Some High Grade Standard

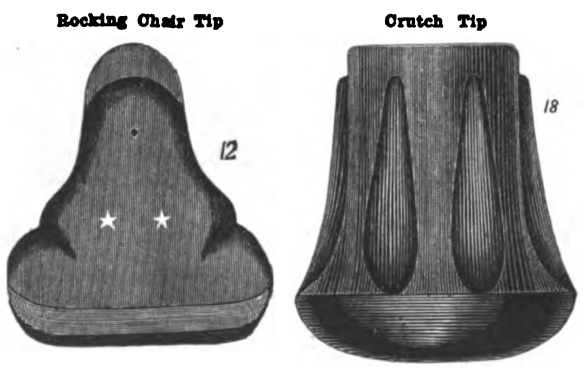
Rubber Tips and Bumpers







Brass headed nails only used in the manufacture of these rubber nails



That ought to be in your stock

Rubber Tips and Bumpers are in big demand these days—people are beginning to realize the great advantages of their use.

But all tips are not good tips—and a bad tip prevents further sales—further business.

It is up to you to stock the best and most varied line. Inspect some of the illustrations—there's a tip in our line for every practical tip purpose. You had better investigate—for the sake of good business.

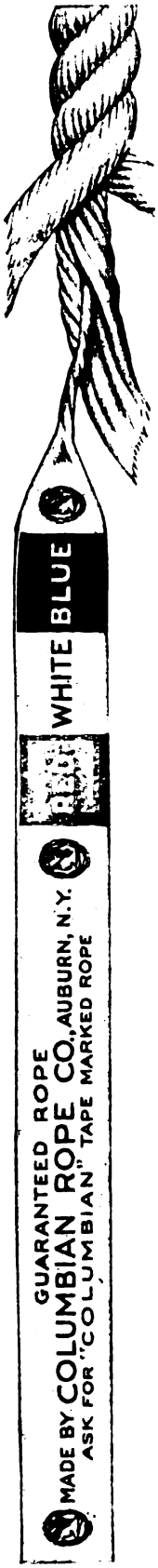
Write today—ask for catalog, prices and terms.

THE ELASTIC TIP COMPANY

370 Atlantic Avenue

Boston, Mass. - U. S. A.

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Look for this Columbian *Tape-Marker*

It is a tangible guarantee actually carried in the rope throughout its entire length and positively identifies and guarantees every foot of

Columbian *Tape-Marked* Pure Manila Rope

When you buy rope containing this red, white and blue **Tape-Marker,** you are getting one of the most successful products of the rope making industry, because the **Tape-Marker** absolutely guarantees the quality of fibre, workmanship, strength and durability of every foot of Columbian Rope.

Standardize your cordage stock—make sure that every coil carries the Columbian red, white and blue **Tape-Marker** embedded in the rope.

By stocking a Rope in which the manufacturers have so much confidence, that they place their guarantee and signature within the entire length of the rope—you are absolutely certain to give your customers the utmost satisfaction.

Columbian Rope Company

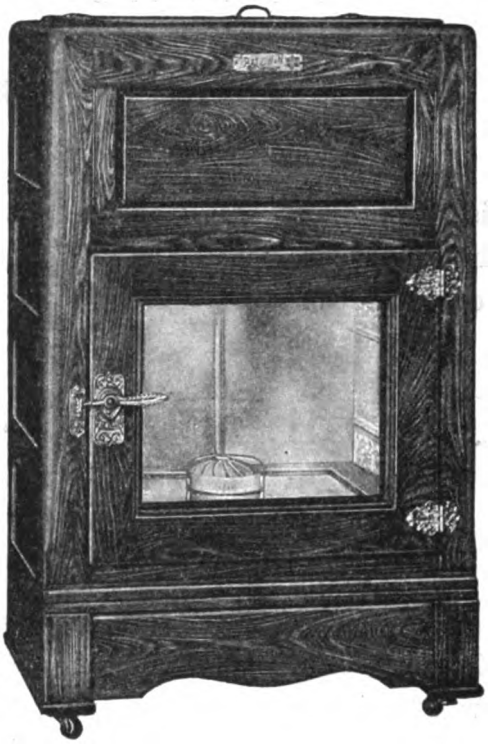
332-80 Genesee Street

Auburn, *"The Cordage City"* N. Y.

BY INVITATION MEMBER OF
NEW YORK, U.S.A.

Branches— New York Chicago Boston Houston Baltimore

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Baldwin Circulation Proved

The above cut shows a Baldwin Dry Air Refrigerator with a wheel at bottom of storage room. The circulation is strong enough to turn the wheel at a rapid rate. No other make can turn a wheel placed in the bottom of the refrigerator. It proves that every inch of air in the refrigerator is in constant motion.

We furnish dealers with a refrigerator fitted with glass door and wheel as illustrated above. Placed in your show window it has strong advertising value and attracts crowds.

It's positive proof and very convincing. They "See the wheel go 'round." They see the Circulation.

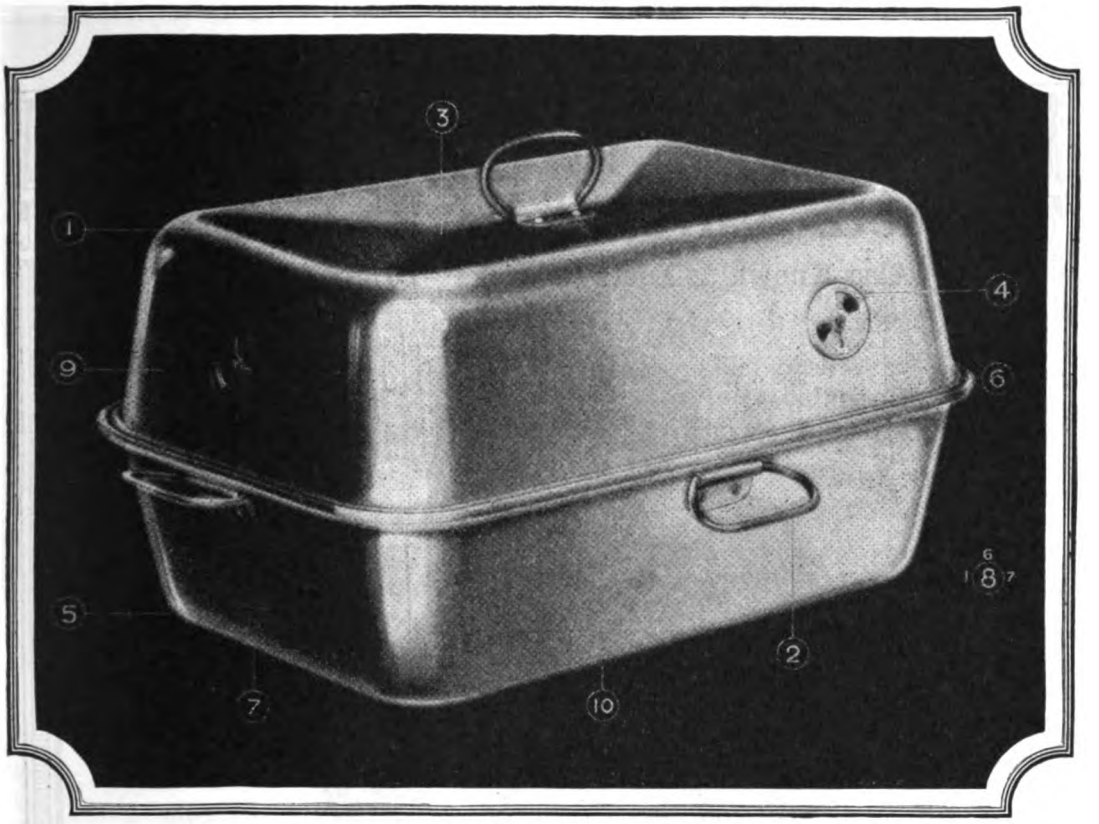
The Baldwin Refrigerator Co.

Burlington, Vermont

C. H. SMITH
Western Representative
817 South St. Andrews Place,
Los Angeles, Calif.

STOCK CARRIED IN SAN FRANCISCO BY HEYMAN-WEIL COMPANY

Digitized by Google



Stock Mirro Roasters—They Move!

The biggest season of the year for Roasters is at hand. Stock Mirro Roasters for quick turnover.

The Mirro Roaster has many talking points which women will appreciate—air vents, the self-basting feature, the tightly fitted covers—and it can be used for cold-pack canning of fruits and vegetables.

Like all Mirro Aluminum utensils, this Roaster is made from pure, thick sheet aluminum rolled again and again, in Mirro mills, to give it the dense, hard grain which resists wear. Mirro utensils last a lifetime.

Always priced moderately, Mirro utensils have been substantially reduced in price and are now at *pre-war* levels. Every woman can afford Mirro.

This Mirro Roaster will be advertised in the November issue of Pictorial Review. Mirro national advertising and display material assist dealers in cashing in on the growing market for aluminum ware.

If you are not yet a Mirro dealer write for Mirro general catalog and details of dealer proposition.

These are the features of the Mirro Aluminum Roaster pictured above:

1 Ample depth for any roast.

2 Extra side handle which permits Roaster's being put in oven lengthwise or sidewise. Facilitates the moving of Roaster without burning hands.

3 Depressed cover condenses steam at center and drippings thus fall directly on roast. A self-basting feature.

4 Air vents in side and front. Easy to get at when roast is ready to brown.

5 Rounded edges make for easy cleaning.

6 Cover fits snugly into lower pan, retaining steam and meat juices.

7 Perforated tray which sits in bottom of Roaster. Has cut-out corner for gravy basting with spoon.

8 Features 1, 6 and 7 combine to make Roaster a perfect utensil for cold-pack canning. It easily holds six one-quart jars.

9 The famous Mirro finish.

10 Famous Mirro trade-mark stamped into the bottom of every Mirro utensil, and your guarantee of excellence throughout.

Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum

Every Mirro Utensil Bears This Imprint

MIRRO ALUMINUM
Reflects Good Housekeeping

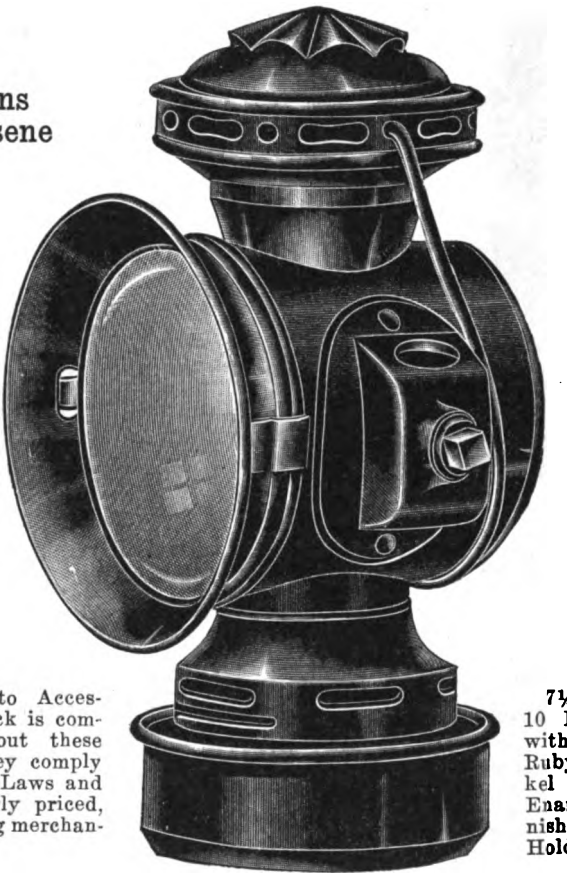
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Dietz "Eureka" Parking Lamp

Also Known as Dietz "Eureka" Driving Lantern

Burns Kerosene

Saves Batteries



No "Auto Accessories" stock is complete without these lamps. They comply with State Laws and are popularly priced, quick selling merchandise.

7¼ in. High; Burn 10 Hours; Equipped with White Front and Ruby Rear Lens; Nickel Trimmed, Black Enamel Finish; Furnished Complete with Holder, 12 in a Case.

R. E. DIETZ COMPANY

NEW YORK

Largest Makers of Lanterns in the World. Founded 1840

Your Jobber Stocks DIETZ Lanterns

DIETZ LANTERNS

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50 New Numbers in Pyrex

NEW attractions for regular PYREX users.

Magnets that will attract new users—Everything from Ramekins to Roasters—from custard cups to casseroles—original shapes designed for oven service and table beauty. For instance, a double-duty dish that will bake and serve two vegetables at once. Forty-nine others equally attractive. Ready for delivery.

No matter how complete your line of PYREX Transparent Ovenware, you can double and triple your turnover with the

New Pyrex 50

Send quick for price list and pictures and also ask for the PYREX window trim.

PYREX

TRANSPARENT OVENWARE

Genuine PYREX is guaranteed by the name stamped in every piece. Each new PYREX dish is in an individual carton.

Pyrex Sales Division

CORNING GLASS WORKS

Originators and Patentees of Transparent Ovenware

706 Tioga Ave., Corning, N. Y.

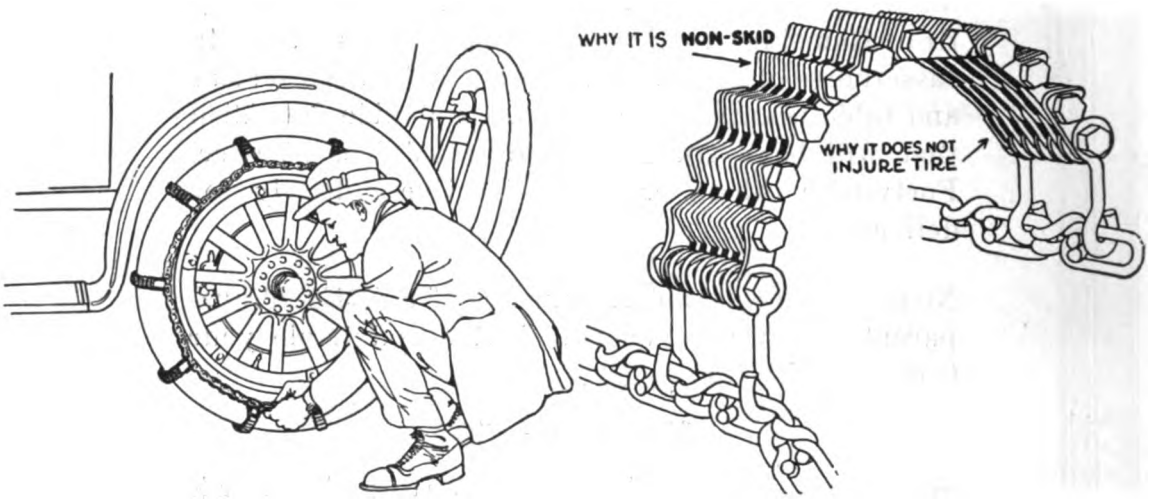


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The Tritch Hardware Company

DENVER, COLORADO

Jobbers to the Merchants of the Rocky Mountain West



The Skidless Tire Chain

Manufactured by U. S. Chain Company

OUT WEARS ALL OTHER CHAINS

SMOOTH WHERE IT RESTS ON TIRE

ACKNOWLEDGED THE BEST NON-SKID APPLIANCE ON THE MARKET

APPROVED AND ENDORSED BY DEALERS AND USERS

LOCK 100% SAFE

The Tritch Hardware Company

Distributors

DENVER, COLORADO

FRANK A. BARE, President
O. E. BARE, Vice-President

R. E. GENTRY, Treasurer
H. R. HUFFMAN, Secretary

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Increase Your Sales with Boyco Products

BOYCO Galvanized Ware offers many new opportunities to Western dealers: First, that of buying a line manufactured on the Pacific Coast and, due to that fact, the certainty of having orders executed promptly; second, the assurance of quick delivery. The final chief advantage is the dealer's opportunity to furnish his customers with a higher quality of medium priced ware than he has ever before been able to secure. Boyco Galvanized Ware is made from black sheets and hot galvanized after all construction is complete. There are no cracks or crevices; no raw edges; no smallest bit of surface exposed; and no chance for rust or leakage.



They Stand the Rubs

In each case the surface is clean, smooth, brilliant and full of spangle — a product that tells by its very appearance of the better quality that is built into it.





Place a trial order with your jobber today! Put this line on display! Show it to your customers—you will find that it sells on sight and brings repeat business to your store.

Ask Your Jobber

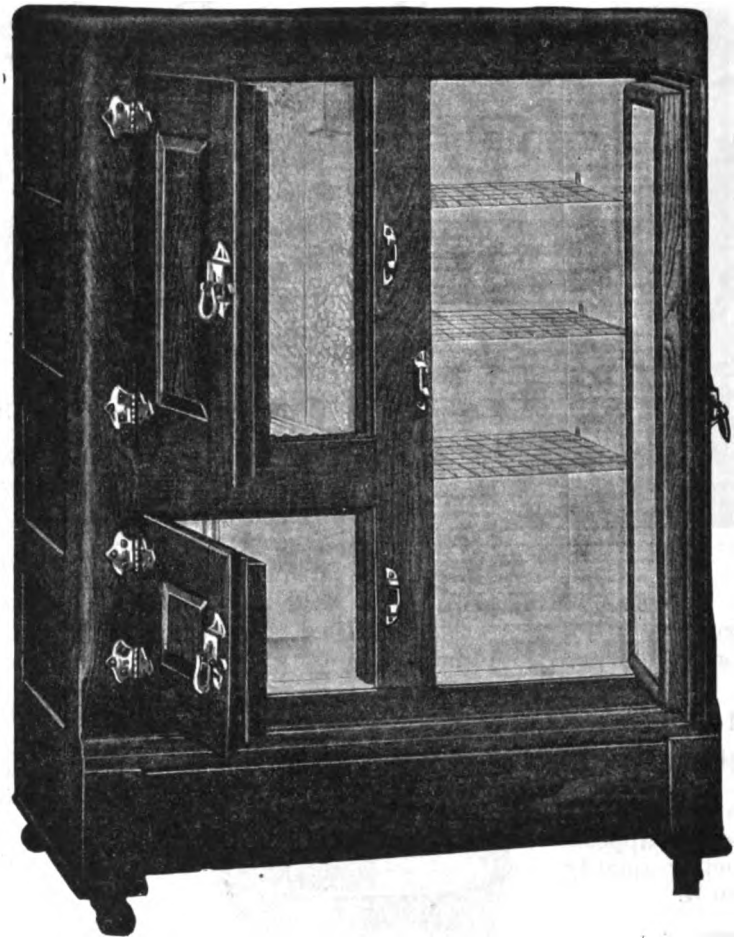
Boyco Galvanized Ware is real quality ware; made better and finished better.



Boyle Manufacturing Company

5100 Santa Fe Ave., Los Angeles CALIFORNIA 21 Sutter Street, San Francisco

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The Monarch Refrigerator Works

Burlington, Vermont

There is still some Refrigerator business for you, if you have Monarch Refrigerators on your floor. These Jobbers can supply your wants quickly.

Union Hardware & Metal Co.
Los Angeles, California

Sloss & Brittain
San Francisco, California

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Superior in every detail of construction, workmanship, design and finish to any and all electric irons ever made

Quality Sales Helps for Sunbeam Dealers

CHICAGO FLEXIBLE SHAFT COMPANY

5604 Roosevelt Road, Chicago, Ill.

30 Years Making Quality Products

The best electric iron being made today

Sunbeam
The Quality Hand Iron

WHAT IS STAINLESS?

"NEITHER RUSTS, STAINS NOR TARNISHES"

THE cutlery steel for discriminating users. A set of Stainless dinner-knives or a carving set are as everlasting as they are unique. Surely freedom from STAIN with the resultant attractive appearance should constitute a real sales argument. Particularly so, when these knives have shown that they will keep an excellent cutting edge. They can be furnished not only in the nationally known patterns of silver and plate, but with attractive stag, white celluloid and "stainless" handles as well.

STAINLESS CUTLERY IS MANUFACTURED BY THE FOLLOWING COMPANIES:

American Silver Company, Bristol, Conn.
International Silver Co., Meriden, Conn
Reed & Barton Corporation, Taunton, Mass.
Rogers, Lunt & Bowlen, Greenfield, Mass.
Silver Plate Cutlery Co., Derby, Conn.
Simeon L. and George H. Rogers, Hartford, Conn.
The Watson Company, Attleboro, Mass.
R. Wallace & Sons Mfg. Co., Wallingford, Conn.
Wm. A. Rogers, Ltd., Niagara Falls, N. Y.

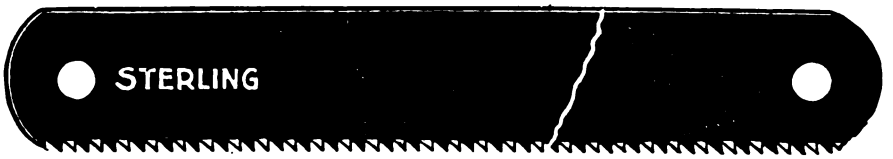
American Cutlery Co., Chicago, Illinois
Clement Manufacturing Co., Northampton, Mass.
Empire Knife Company, Winsted, Conn.
John Russell Cutlery Co., Turners Falls, Mass.
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Landers, Frary & Clark, New Britain, Conn.
Northampton Cutlery Co., Northampton, Mass.
Village Blacksmith Folks, Watertown, Wis.
Winchester Repeating Arms Co., New Haven, Conn.

American Stainless Steel Company

1543 Oliver Bldg., Pittsburgh, Penna.

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"Sterling"



Hard **TUNGSTEN STEEL** **Flexible**

HACK SAW BLADES

Many years of personal caretaking attention to manufacturing details have produced in STERLING Blades a cutting tool of unquestionable merit.

We claim Endurance—Dependability—Fast cutting — Long Life — Satisfaction to Dealers and Consumers.

Users declare that our slogan—"They don't Scratch, They Cut"— tells the story.

SOLD THROUGH JOBBERS ONLY

CORRESPONDENCE RESPECTFULLY SOLICITED

DIAMOND SAW & STAMPING WORKS, BUFFALO, NEW YORK

CALDWELL SALES COMPANY

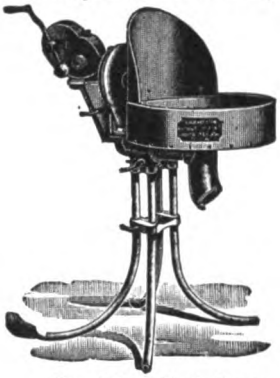
Lachman Building, Room 321, 417 Market Street, San Francisco, Cal.

Exclusive Pacific States Representatives

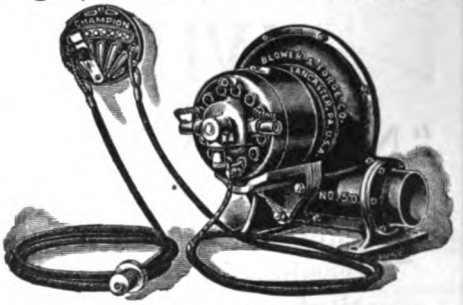
Champion Blowers, Forges, Drills and Screw Plates



No. 400 Blower

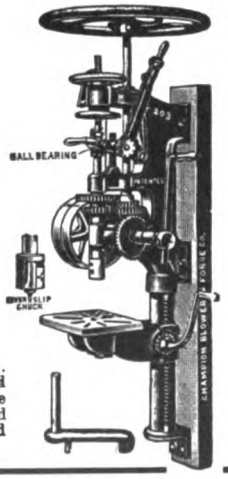


No. 401. Rivet Forge

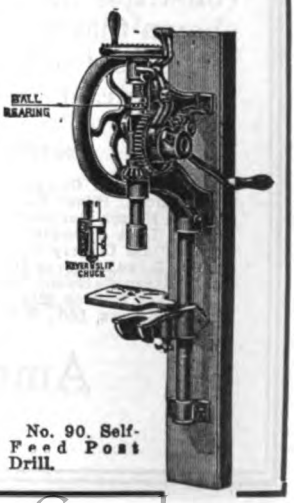


No. 50. Champion One-Fire Variable Speed Electric Blacksmith Blower.





No. 263. Self-Feed and Double Compound Lever Feed Drill.



No. 90. Self-Feed Post Drill.

Screw Plates in Four Styles, Cutting up to 1½"

CHAMPION TOOLS, Built for Service

CARRIED IN STOCK AND DISTRIBUTED BY ALL THE LEADING JOBBERS

Write for Our 350 Page Catalog

CHAMPION BLOWER & FORGE CO.

Lancaster, Pa., U. S. A.

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TO

"HELLERS"

Famous Sectional Cabinets

FOR

Hardware
Auto Accessories
Screws
Bolts, Etc.

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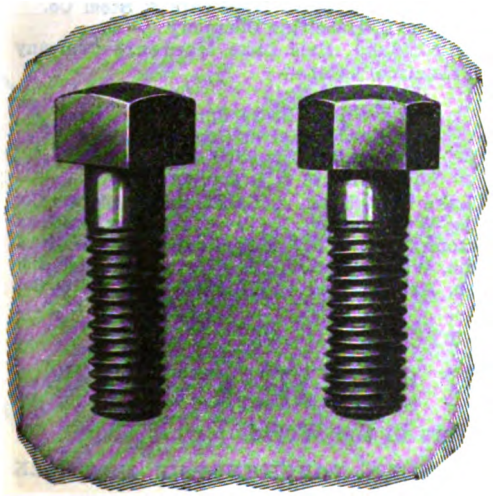
PROMPT SHIPMENTS

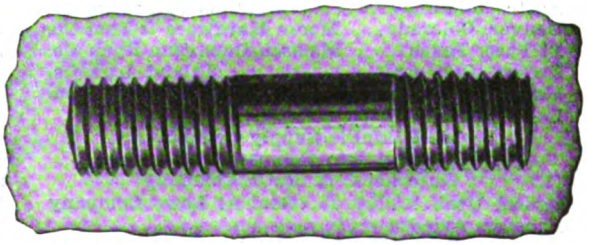
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Ask for Catalog 37-H

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W. C. Heller & Co.
Montpelier, Ohio





WM. H. OTTEMILLER CO., York, Pa.

Manufacturers of Cap and Set Screws, Screw Machine Work

REPRESENTATIVES

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Bldg., Los Angeles, Cal.
Strimple & Cox, L. C. Smith Bldg., Seattle, Wash.
Rankin & Cox, Newhouse Bldg., Salt Lake City
Taylor, Youngs & Cox, Temple Court Building, Denver Colorado
Strimple & Cox, Corbett Bldg., Portland, Ore.

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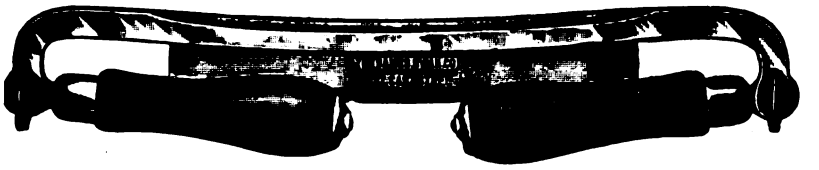
THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

BITS
AUGERS



CHISELS
DRAW KNIVES



NAIL SETS
GIMLETS



GOUGES
SCREW DRIVERS

New York Office: 28 Warren Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento California

PHOENIX HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

Phoenix Shoes are Kept in Stock by the Following Houses

Albuquerque, New Mexico.....J. Korber & Co.
Boise, Idaho.....Northrop Hardware Co.
Butte, Montana.....Montana Hardware Co.
Denver, Colorado....Moore Hardware & Iron Co.
El Paso, Texas.....Momsen-Dunnegan-Ryan Co.
Fresno, California.....Inland Iron Co.
Hamilton, Montana....The Valley Mercantile Co.
Los Angeles, Calif.—
W. T. McFie Supply Company
Percival Iron Company
Waterhouse & Lester Company
Ogden, Utah.....Geo. A. Lowe Company
Phoenix, Arizona—
Palace Hardware & Arms Co.
Arizona Hardware & Supply Co.
Portland, Oregon—
Northwestern Hardware & Steel Co.
J. E. Haseltine Company
Pocatello, Idaho..Salt Lake Hardware Company
San Francisco, Calif.—
Holt Bros.
Scovel Iron Store Company
Spotswood-Helfer Company
Tayler & Spotswood Company
Waterhouse & Lester Company
Salt Lake City, Utah....Salt Lake Hardware Co.
Seattle, Washington.....Gray Brothers
Stockton, Calif.....Hickenbotham Brothers
Tacoma, Washington.....West Coast Steel Co.
Tucson, Ariz.....Albert Steinfeld & Co.

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES JOILET, ILL., POUGHKEEPSIE, NEW YORK

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"THE RECOGNIZED LEADER"



ELECTRO-ZINCKED **AFTER** WEAVING

GALVANOID has won the pre-eminent favor of the trade because it is the most **dependable** zincked screen cloth made. You can confidently recommend GALVANOID to your best trade.

ORDER NOW AND TAKE SHIPMENT EARLY

If your Jobber cannot furnish, advise us and we will see that you are supplied.

WE ALSO MANUFACTURE
BRONZE, COPPER, PAINTED AND GALVANIZED

AMERICAN WIRE FABRICS CO.

208 So. La Salle Street, Chicago, Illinois

FACTORIES:
Chicago, Illinois Mt. Wolf, Pa.

REPRESENTATIVES:
EWING-LEWIS CO., San Francisco and Los Angeles, Cal. D. L. HERMAN, Seattle, Wash.

"YANKEE"
QUICK RETURN
In 3 Sizes

With spring in the handle to drive bit back quickly. Holds it extended for overhead work.



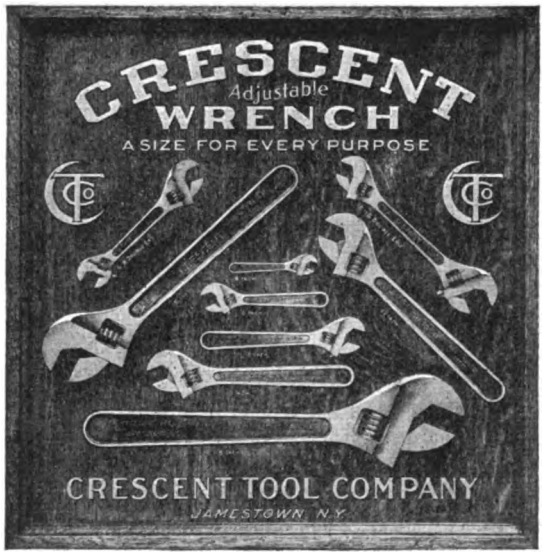
No. 130—For all general work. Very popular.

No. 131—Heavy pattern, for general house carpentry and heavy screw driving. Becoming very popular.

No. 135—Small size, for smaller screws, electrical work, and wherever a large number of small screws are frequently driven. **Your Jobber will supply you.**

NORTH BROS. MFG. CO.
Philadelphia, Pa.

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Dealers Display Assortment

No. DB 5

Size 25" by 25"

This display board is made of quartered oak, hand rubbed and is in the natural oak finish.

On it is mounted a Decalcomania Transfer, showing the wrenches in actual size and natural color.

Hooks on the board permit a complete assortment to be carried and sold direct from the board.

It is furnished with the assortment listed below at the price of the tools only, at the regular list and discount.

6 only,	4-inch wrenches, list	$3.90
12 only,	6-inch wrenches, list	7.80
12 only,	8-inch wrenches, list	9.60
6 only,	10-inch wrenches, list	6.00
3 only,	12-inch wrenches, list	4.50
1 only,	15-inch wrench, list	2.25
1 only,	18-inch wrench, list	3.25
6 only,	6-8-inch wrenches, list	7.50
3 only,	8-10-inch wrenches, list	4.50

Order from your jobber.

CRESCENT TOOL CO.
JAMESTOWN, N. Y.

Remove Stock Rapidly and Smoothly





FILES OF QUALITY

"The

DELTA

Is the only Line of Files from 3 to 24 inches that are made absolutely of

CRUCIBLE STEEL

This high quality material and our scientific hardening and tempering methods enable us to produce files of exceptional durability.

Delta Files are made in several shapes and sizes—there is a shape and size for your particular requirement.

Use Delta Files in your shop—you will increase your output and greatly reduce your cost of filing.

TRADE MARK
DELTA

This trade mark safeguards the interests of thousands of ile users everywhere. Always look for it.

DELTA FILE WORKS
PHILADELPHIA, PA.

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"They're *the* Best rules made
– I've carried mine *for* many a year"

STANLEY
"ZIG ZAG" RULES

A Rule must be STRONG, ACCURATE and LEGIBLE. It is subjected to the hardest kind of usage and must "stand up" under the most rigorous wear and tear. STANLEY Zig Zag Rules will not wear away and loosen at the joints.

The Concealed Joint Type has patented strike plates at each section: the Rivet Joint Types have a specially made rivet that acts as a strike plate. Made in several different styles of markings.

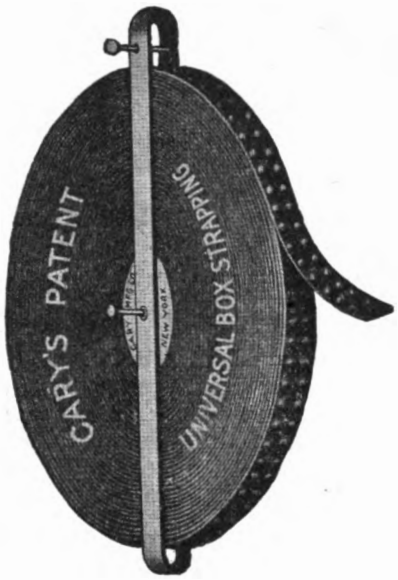
They are made with an especially fine and durable finish. Among other invaluable and special features, are the patented direction arrows enabling the user to tell at a glance which end of the rule to begin using. The patented tips, joints and strike plates are brass plated.

Have you a copy of our Tool Catalog J-10? If so, you will find Stanley Rules on pages 4 to 18. If you haven't a copy of this book, we will be pleased to send you one.

THE STANLEY RULE & LEVEL PLANT.
THE STANLEY WORKS
NEW BRITAIN, CONN. U.S.A.

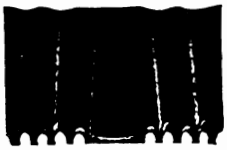


"UNIVERSAL" Box Strapping



"Known the World Over"

Cary's "Divergent" Saw Edge Joint Fasteners



Our new Saw Edge DIVERGENT Fastener with the flat web, is far superior to any fastener manufactured. It has a CONTINUOUS CUTTING EDGE as found on our other fasteners; the flat web is an added feature, which enables the user to center the fastener without loss of time or other annoyances experienced with other fasteners. All of our fasteners are being packed in tin containers of uniform height, which shows up well on stock shelves.

CARY MFG. CO.
BROOKLYN - - - NEW YORK

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"Buffalo"

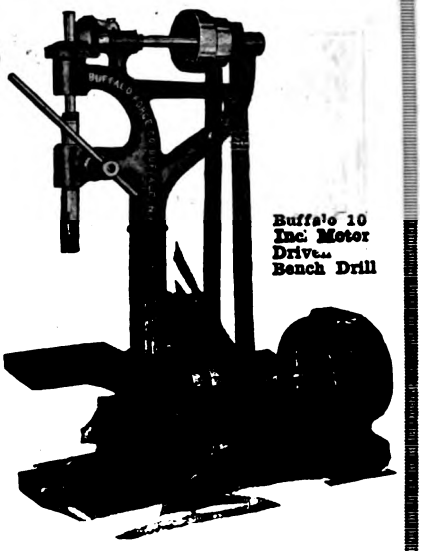


Write Dept. 37

Buffalo Standard Blacksmith's Forge No. 243 H

Highly recommended by blacksmiths, contractors, and garage men. Will handle a great variety of work. Cast iron hearth, reinforced steel pipe legs. Vulcan tuyere and a Buffalo No. 200, New Departure Ball Bearing Blower. Weight complete, 350 lbs

Forges
Drills
Punches
Shears
Bending Machines
Tire Setters
Wood-workers
Blowers
Exhaust Fans
Disc Fans and Ventilating Apparatus



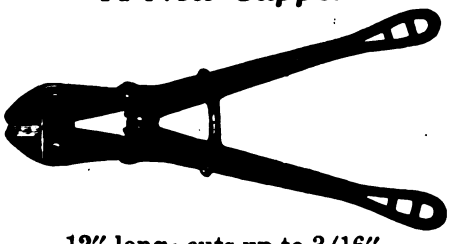
Buffalo 10 Inch Motor Drive Bench Drill

An excellent, accurate drill for small work. It has a three speed cone pulley, which is an exclusive and especially desirable feature in this kind of work, as it provides both speed and power. The motor is ¼ H. P. direct connected by steel pinion meshing with machine cut cast iron gears. Height of drill over all, 33½ inches. Net weight, 155 lbs.

BUFFALO FORGE COMPANY, Buffalo, N. Y.

PORTER'S
New Easy Bolt Clippers

Look!
A New Clipper



12" long; cuts up to 3/16".

The low price will sell it over the counter. No tool kit complete without it.

Ask your jobber for
Porter's No. 1855 Clipper

SALES OFFICES:
Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Rankin & Cox, Newhouse Bldg., Salt Lake City
Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colo.

H. K. PORTER - Everett, Mass.



PEERLESS STRAP WRENCHES

Will not crush the thinnest tubes, and they cannot slip when properly adjusted. Double woven linen strap is the strongest and most durable made. Patented cam locks the strap securely in any position. Wrench is drop-forged steel. The ideal wrench for polished pipe.

GEORGE H. WILKINS CO.
180 N. Market Street Chicago, Ill.
SPRAKE SALES CO., INC. Representatives
Prentiss N. Rice, 506 Charles Bldg., Denver
F. H. Chown, 1121 Gasco Bldg., Portland
C. E. Wood, 202 Postal Tel., San Francisco
G. T. Sprake, 216 Higgins Bldg., Los Angeles

CONCRETE MIXERS



Store and Factory Trucks, Wheelbarrows, Scrapers, Hand Carts, Casters

LANSING COMPANY, SAN FRANCISCO

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"Pittsburgh Perfect" Open Hearth Steel Wire



"Pittsburgh Perfect" Wire is supplied in bright, annealed and galvanized, also barbed wire, twisted cable and hard spring coil wire.

Our wire is made exclusively of our own Open Hearth steel, assuring uniform gauge and homogeneous quality.

Write for Catalog

PITTSBURGH STEEL COMPANY

GENERAL OFFICES: PITTSBURGH, PA.

Pacific Coast Office, 359-363 Monadnock Bldg., San Francisco, Cal.

Distributors of "Pittsburgh Perfect" and "Columbia" Wire Fencing:

DUNHAM, CARRIGAN & HAYDEN CO.
San Francisco, Cal.
Northern California and Nevada

WHITON HARDWARE COMPANY
Seattle, Wash.
Washington and Oregon

SAGER CHEMICAL PROCESS AXES

AND

BULL DOG LOGGING TOOLS

Recognized all over the United States as the **BEST** money and skill can produce

WRITE FOR CATALOGUE

HIGHEST HONORS AWARDED BY

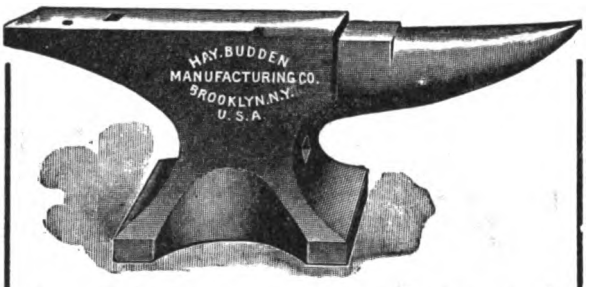
GRAND PRIZE PANAMA-PACIFIC EXPOSITION

GRAND PRIZE PANAMA-PACIFIC EXPOSITION

AXES BULL DOG

WARREN AXE & TOOL CO. WARREN, PA. U.S.A.
DAILY CAPACITY 2500 AXES AND LOGGING TOOLS

HAY-BUDDEN Solid Forged ANVILS



YOUR JOBBER WILL SUPPLY YOU WITH THE OLD RELIABLE

GENUINE Hay-Budden Anvil

Hundreds of thousands in use and giving perfect satisfaction.

A LOOSE FACE IMPOSSIBLE

FULLY GUARANTEED

WESTERN SALES REPRESENTATIVES

Omer Cox, Atlas Building, San Francisco, California
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Strimple & Cox, L. C. Smith Building, Seattle, Wash.
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Rankin & Cox, Newhouse Building, Salt Lake City, Utah
Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colo.

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THRIFT *is in* THE SADDLE

The day of the easy dollar is gone. Thrift is uppermost and —

Our Guaranteed Perfection Economy Cobbler is the one article to put into the home.

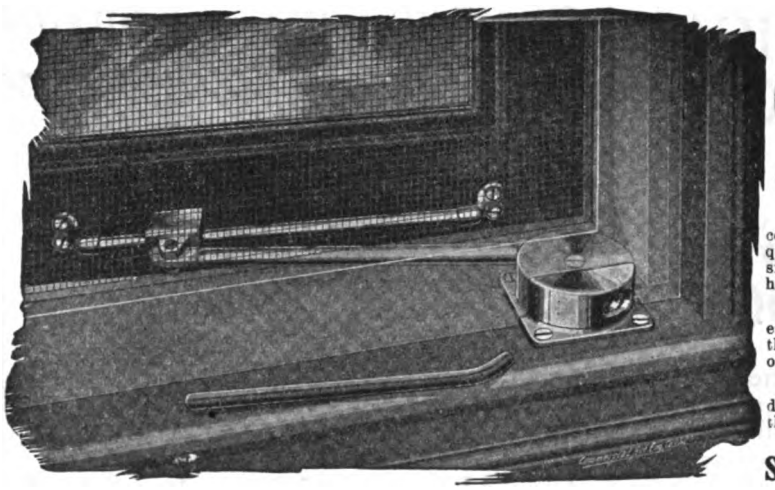
It is the Guaranteed Perfection Economy that takes the stitch in time and saves the proverbial nine.

Holds a full complement of lasts, stands, tools and findings, and enables the head of the house to make his own repairs on the family footwear.

Mr. Merchant, you should stock this Cobbler Set. It sells readily and at a good profit to you.

THE FATE-ROOT-HEATH COMPANY, Plymouth, Ohio

Western Sales Representatives, H. D. TYLER & CO., 4th Floor Higgins Bldg., Los Angeles, Cal.
512 Pacific Bldg., San Francisco, Cal. 874 Holladay Ave., Portland, Ore.



Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

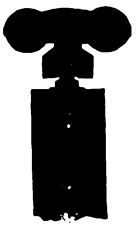
For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

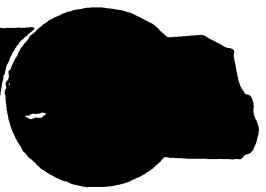
Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.
550 W. Lake Street, Chicago



WAGNER Door Hangers and Tracks



Roller Bearings

Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade Write for catalog showing entire line.

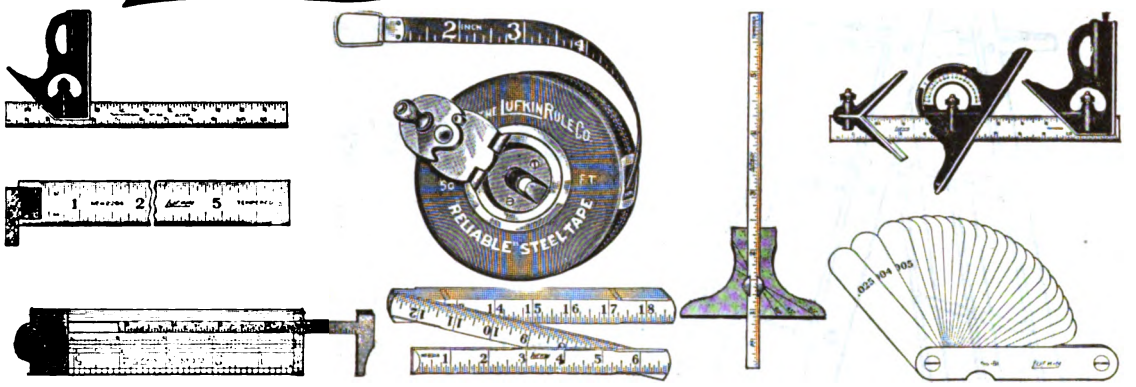
Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa

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TWO WORDS COVER THEM ALL

LUFKIN—RELIABLE



MECHANICS' TOOLS
TAPES —— RULES
PROGRESSIVE LINES

Specify LUFKIN
Send for Catalog

THE LUFKIN RULE CO. SAGINAW, MICHIGAN
NEW YORK

"LENOX"

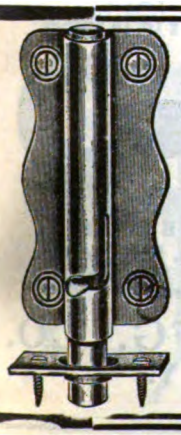
HACK SAWS



BAND SAWS



AMERICAN SAW & MANUFACTURING CO.
SPRINGFIELD, MASSACHUSETTS U.S.A.



Shelby Extra Heavy Foot and Chain Bolts

6 and 8-Inch Sizes

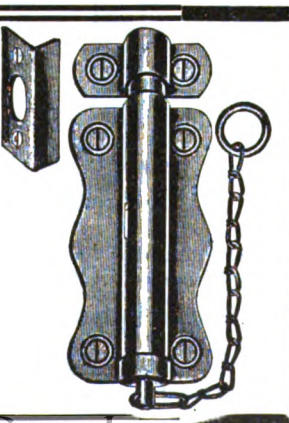
Designed and built for heavy garage, barn and warehouse doors.

They are made in 6 and 8-inch sizes. The shells are of heavy wrought steel, and the slides are made of steel rod. Ask for prices.

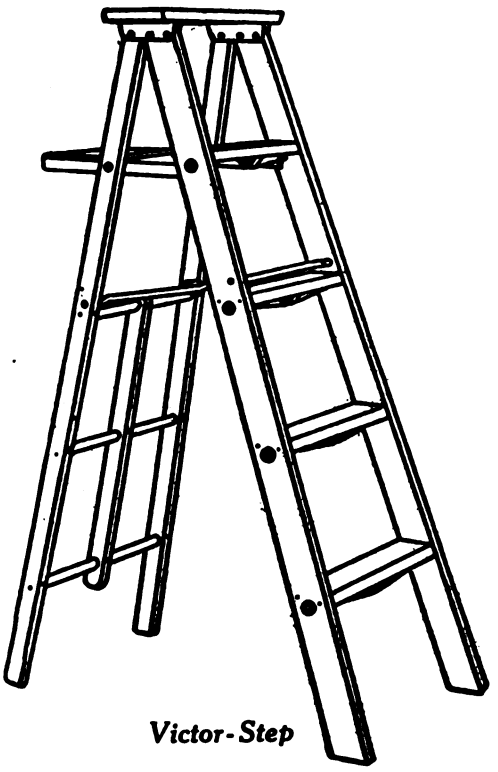
THE SHELBY SPRING HINGE CO., Shelby, Ohio

Coast Representatives

POND HARDWARE SPECIALTY CO.....Los Angeles, Cal.
D. L. HERMAN.....Seattle, Wash.
TAYLOR & YOUNGS.....Denver, Colo.



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Victor-Step

W. W. BABCOCK CO.

MANUFACTURERS

BATH, N. Y.

Spruce Ladder

Your life depends on it. Why not get the best?

Get a Babcock Spruce Ladder and be sure there is none better.

Made in all styles for every need.

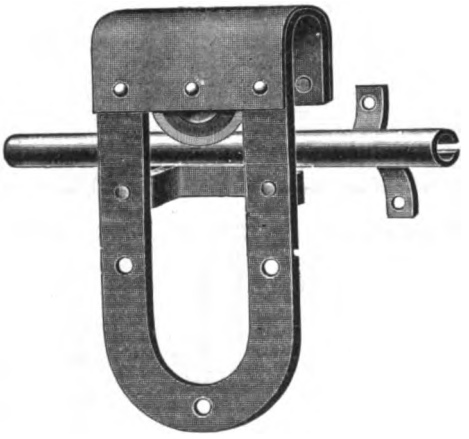
Light, strong and durable.

We want a dealer in every town.

Write for Latest Reduction in Prices

W. W. BABCOCK CO., Bath, N. Y.

Lane's Steel Round Track Hangers



Hangers, entirely of steel. Track, rigid steel brackets. Doors cannot get off track.

Stock the hangers of merit—Lane's.

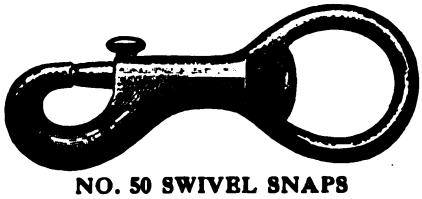
LANE BROS. CO.

River Street, - - Poughkeepsie, N. Y.

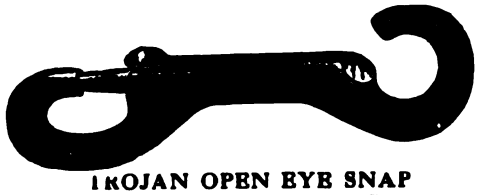
SNAPS

FOR THE HARDWARE MAN

FROM THE BEST LINE MANUFACTURED



NO. 50 SWIVEL SNAPS
In All Regular Sizes from ⅜ to 1½ Inches



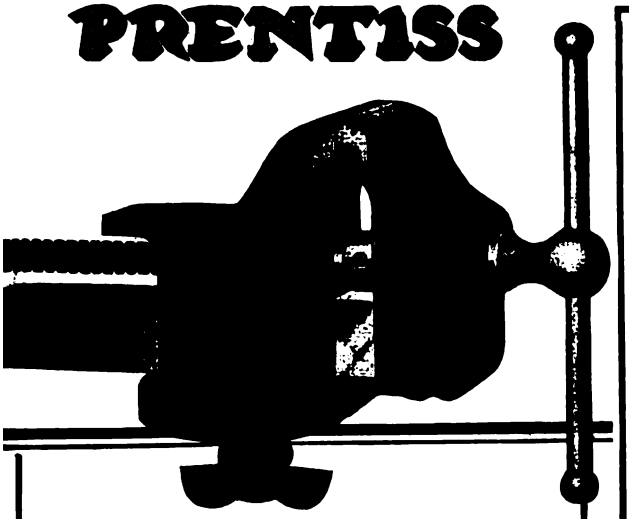
TROJAN OPEN EYE SNAP
Nos. 520 Bit, 521 Chain, 522 Trace

Sold by All Jobbers

COVERT MFG. CO.
TROY, N. Y.

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PRENTISS

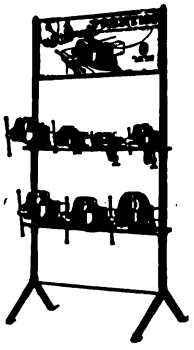


Is Your Window "On the Job"

Wide awake merchants consider their windows the most valuable space in their stores.

With the **right** display it will beckon passersby — stop them — bring them inside.

Live hardware dealers are "cashing in" by using the new Prentiss sales board for window and store display purposes. Loaned with each order for $62.50 worth of Prentiss vises, it is converting a formerly slow moving commodity into quick turnover.



Ask your dealer or write

to

PRENTISS VISE COMPANY

106 Lafayette Street

NEW YORK

"On the Bench Since 1868"

Every Foot of

Ludlow-Saylor "Perfect" Galvanized Hardware Cloth....



by reason of our **thorough** equipment, **extensive** experience and **established** high standards, is more than a Galvanized Hardware Cloth; it is "The Hardware Cloth that stands Hardwear" and is **"Guaranteed"**

It is woven of the best steel wire, the joints are all securely soldered by a good coat of galvanizing after weaving, and measures up to the most exacting demands of critical customers.

Order your requirements through your regular jobber, also the "Perfect" Window Screen Cloth, Poultry Netting, Fly Traps, etc.

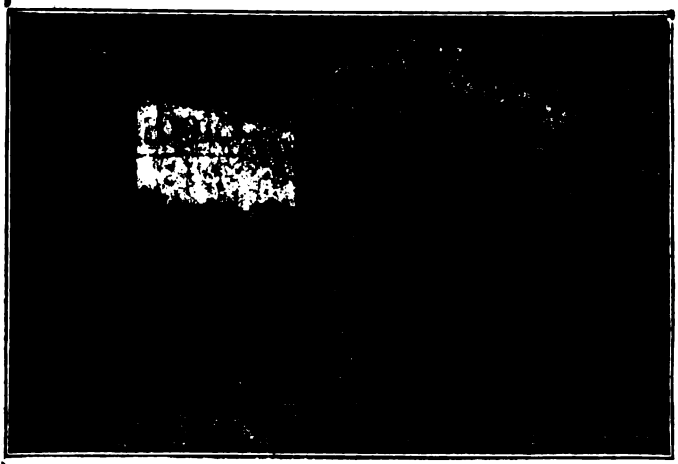
Manufactured by

***The* LUDLOW-SAYLOR WIRE CO.**

ST. LOUIS, MO.

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Slidetite



The Perfect Garage Door

Several years ago R-W engineers first conceived the idea of a sliding-folding door arrangement for garages.

We developed it and put it on the market under the name of SLIDETITE.

Its sales lead all others. It gives satisfaction where others fail.

It will pay you to be in position to recommend and sell this splendid garage door equipment. We are anxious to tell you more about it.

Write today for Catalog H A 22

Richards-Wilcox Mfg. Co.
A Hanger for any Door that Slides
CHICAGO ST. LOUIS LOS ANGELES PHILADELPHIA — AURORA, ILLINOIS, U.S.A. — BOSTON NEW YORK MINNEAPOLIS SAN FRANCISCO — LONDON, ONT.

"EASY EMPTYING" Grass Catchers

"Favorably known the world over" now made with

Re-Inforced Non-Slipping Bottom

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 20

Write for it

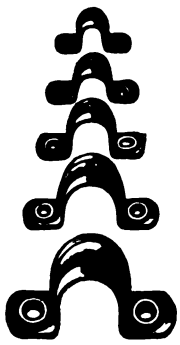


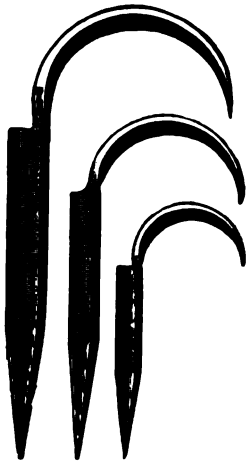
SOME OF OUR PACIFIC COAST JOBBERS

California Hdwe. Co.
Union Hardware & Metal Co.
Hoffman Hdwe. Co.
Harper & Reynolds Co.
Failing-McCalman Co.
Marshall-Wells Hdwe. Co.
Holley-Mason Hdwe. Co.
Baker, Hamilton & Pacific Co.
Honeyman Hdwe. Co.
Jensen, King, Bird & Co.
The Schaw Batcher Co.
Schwabacher Hdwe. Co.
Seattle Hardware Co.
The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.

THE SPECIALTY MFG. CO., St. Paul, Minn., U.S.A.

Gas Pipe Straps, Soil Pipe Hooks, Gas Pipe and Plumbers' Hooks





ASK FOR CATALOG No. 9 AND PRICES

BERGER BROS. CO.

Office, 229-231 Arch Street
Store, 237 Arch Street.
Warerooms and Factory 100 to 114 Bread Street
PHILADELPHIA

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"They Sell Because They Help"

Manufacturing standards in the metal working trades have become far more exacting today than they were two years ago. Employees are required to do more work—and do it more accurately—to increase output with less spoilage.

Starrett precision tools help the mechanic to meet these higher standards.

Workmen today are not spending their money quite so freely as during the war years. They are buying only what they need.

But they will buy Starrett Tools. Because Starrett Tools "help."

Write for Booklet—"The Tools Mechanics Buy"

THE L. S. STARRETT CO.
The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.



42-210

Sell Starrett Tools



—all you need is this solder and heat"

That's what you tell your customer. Think what it means in getting and holding solder business. Fluxing—the hard part of soldering, the part that requires most expertness, the part that takes most of your time and requires most explanation when you sell solder to the layman—that part is eliminated by

KESTER ACID CORE WIRE SOLDER
FLUX IN POCKETS

The acid flux, scientifically prepared at the factory, is in the hollow core of this wire solder. Just before the solder is melted the flux is released and a perfect bond is the certain result.

Send for a sample—use it yourself. When you see how much easier it is to do better work with this self-fluxing, genuine tin-and-lead solder, you'll know why it is in such great demand. It stocks two items is one; flux and solder. So it's as easy to *handle* and *sell*, as to use.

Sold in one-pound cartons, and on one, five and ten pound spools.

CHICAGO SOLDER COMPANY
4229 Wrightwood Avenue Chicago
Direct Factory Representatives:
The Faucette-Huston Co., Chattanooga, Tenn.
Louis J. Ziesel Co., 216 Market St., San Francisco

Free Try-out Coupon

CHICAGO SOLDER COMPANY, HW 10-21
4229 Wrightwood Avenue, Chicago, Illinois.

Gentlemen: Please send me a free sample of Kester Acid-Core Wire Solder.

Name .....
Company .....
Address .....
City ..... State .....
Our Supply House is .....

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Superior 5 Tooth Hand Cultivator

THE BRIDGEWATER LINE

The efficiency and satisfaction of Superior Garden Plows are due to their correct design and the high standard of excellence in manufacture.

Their construction is such the draft can easily be changed to suit different kinds of soil. This is a new feature and makes these plows easy to operate. They are popular in all localities.

Be the Superior Dealer in your town. We carry a stock of these plows and Hand Cultivators on the Pacific Coast. Write at once to the

SPRAKE SALES CO.
Higgins Building, Los Angeles

Prentiss N. Rice, 506 Charles Bdg., Denver
F. H. Chown, 1121 Gasco Bdg., Portland
C. E. Wood, 202 Postal Tel., San Francisco
G. T. Sprake, 216 Higgins Bdg., Los Angeles

or our Middle West Representative
CHAS. O. JANSSEN
816 Chemical Bldg., St. Louis

Bridgewater Plow Corporation
BRIDGEWATER, VIRGINIA



No. 2 SUPERIOR Garden Plows can be readily raised or lowered to suit the operator and the draft altered to get the best results.

NORCROSS GARDEN CULTIVATORS



Growing in Demand Every Day

Sell one to a customer—and you get his next door neighbor.

Comes in (8) sizes, 5-PRONG, 3-PRONG and MIDGET, suited to both Men and Women.

The "NORCROSS" is Distinctively a "Quality" Line.

Handsome in appearance and built to give long Service and Satisfaction.

You'll enjoy selling them because of their wonderful efficiency—and because you can confidently recommend them.

More than 300 Jobbers carry the "NORCROSS" Line

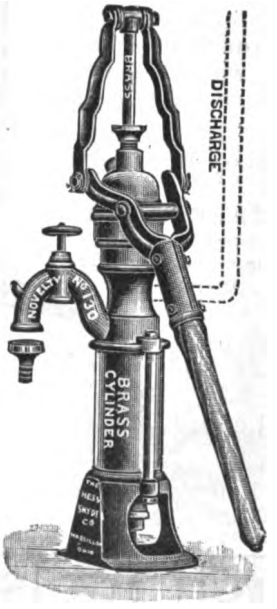


Manufactured by
C. S. NORCROSS & SONS
Bushnell, Ill.
Distributed by
LEADING HARDWARE JOBBERS
EVERYWHERE

GET IN A SUPPLY OF

NOVELTY FORCE PUMPS

And treat your customers to the best.



(No. 130)

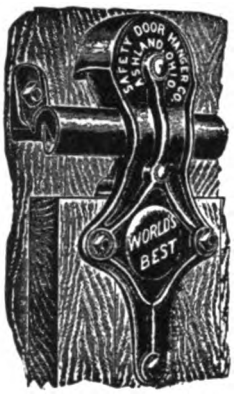
We are the manufacturers of the original 'Novelty' Pump for **WELLS** and **CISTERNS.** Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!

THE HESS-SNYDER CO., Massillon, Ohio

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YOU ARE RIGHT IN RECOMMENDING
"WORLD'S BEST" IN NAME AND FACT

World's Best Tubular Track

Barn, Factory and Warehouse Door Hanger

EXCLUSIVE FEATURES

Frame is best grade malleable iron

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the Easiest Running Hanger on the market.

Packed one pair in box complete with bolts: one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you, we will.

THE TOPPING MFG. CO.

For 18 Years Safety Door Hanger Co.

ASHLAND, OHIO, U. S. A.

MYERS GLASS VALVE SEAT PUMPS

YOU can readily recognize in MYERS GLASS VALVE SEAT PUMPS those features that account for their easy operation, full even flow and long time service, and which are always such a source of satisfaction to owners and users.

The patented Non-Corrosive Glass Valve Seat, the smooth rolling motion cog gear head, the adjustable base, the large air chamber. the heavy stand, the long set length, the full size cylinder, each play an important part in the "something" which continues to hold MYERS PUMPS in popular favor the world over.



If you are not already a distributor of MYERS GLASS VALVE SEAT PUMPS or of other Myers "Honor-Bilt" Pumps, write us for late catalog and prices, or ask your jobber.



OTHER IMPORTANT MYERS PRODUCTS PUMPS FOR EVERY PURPOSE. HAY UNLOADING TOOLS, DOOR HANGERS

THE F. E. MYERS & BRO. CO. Ashland, O.

ASHLAND PUMP AND HAY TOOL WORKS.

There Is a Difference in Washers



Just as in an other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

Annealed Rivet Burrs Fellow Plates
Sheared and Punched Plates

PROMPT SHIPMENTS

Wrought Washer Mfg. Co.

Milwaukee, Wis.

Coast Representatives,
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.; Denver, Colo.

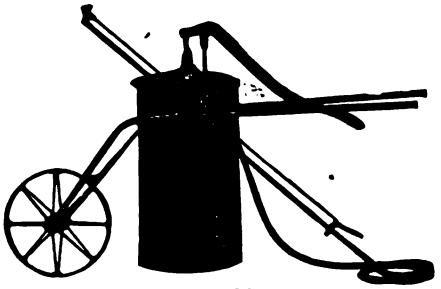
MR. DEALER

Have you placed your Sprayer order for 1921? We want your business, and your trade wants our Sprayers.

REMEMBER

There is no other line of Sprayers so simply made or that gives better satisfaction to Dealer or user than

THE UTILITY LINE



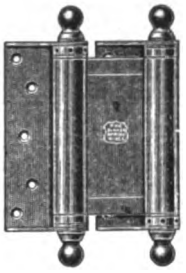
No. 40 Portable Outfit

Write for Catalog and Prices

ALBERT LEA SPRAYER CO.

ALBERT LEA, MINN.

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BOMMER SPRING HINGES

STANDARD FOR OVER 45 YEARS, and steadily improved, retaining superiority over all others. In universal demand. QUICKEST TO SELL. Easiest to apply.

BOMMER SPRING HINGE COMPANY, Manufacturers, Brooklyn, N.Y.

Ⓜ HARGRAVE TOOLS Ⓜ HARGRAVE



Cold Chisels
Cape Chisels
Dia. Pt. Chisels
Rd. Nose Chisels

THEY SATISFY THE MOST PARTICULAR MECHANIC

Our new catalog shows a complete line of these and a hundred other "QUALITY TOOLS."

Pin Punches
Solid Punches
Prick Punches
Center Punches

YOUR JOBBER CAN SUPPLY YOU

The Cincinnati Tool Co.
Montgomery and Waverly Ave.
CINCINNATI, OHIO

CARLSON & FRAHM, Pacific Coast Representatives
268 Market Street, San Francisco
1242 W. 36th Street, Los Angeles

"A New Tool for Any Defective One"

is the guarantee under which this wrench is sold.

Write for Catalog and Prices



C. W. GAUSE CO.
693 Mission Street,
San Francisco, Cal.
Coast Representatives

"QUEEN CITY"
The Wrench with the Curve that Fits the Hand

We know that Bergman's Queen City Adjustable Wrench will make good—that it will please your trade. And we seek the opportunity to prove it.

It is the one wrench with a scientifically designed curved handle that conforms strictly to the shape of a man's hand. Easier to grip and use, prevents hand from slipping. Also of inestimable value for working in hard-to-get-at-places.

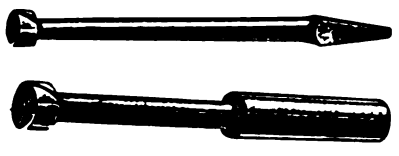
Made of drop forged steel, carefully pack hardened with a jaw of special steel of high tensile strength. All sizes from 4-12 inch.

Bergman Tool Manufacturing Co.
Buffalo, N. Y.

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work

SPECIALLY ADAPTED FOR HARDWOOD WORKING



The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.

Enquire of Your Hardware Jobbers, or Write Us Direct. Supplied in Sets Write for Catalogue

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TRADE CHICAGO MARK
SPRING HINGES

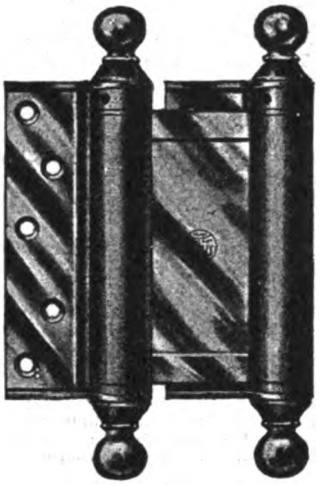
Swing Trade as Smoothly as Doors

Every Dealer supplying hinges for building contracts that call for the Best **must** carry CHICAGO Spring Hinges.

In every city, from one end of the country to the other, they are Standard.

If you do not handle CHICAGO Spring Hinges, send for Catalog W-36, which describes completely the line that will mean business and profits to you.

Chicago Spring Butt Company
CHICAGO NEW YORK
EWING-LEWIS CO., San Francisco, Los Angeles, Pacific Coast Representatives


THE "TRIPLEX"

MAYDOLE HAMMERS

THE WORLD'S STANDARD

Highest Quality Steel Handled Hammers
Guaranteed First-Class in Every Respect

The David Maydole Hammer Co.
NORWICH, N. Y., U. S. A.



The "Pony" Riveter

Every "PONY" Machine will set both tubular and split rivets and is the best riveter made for repairing harness.

This machine is made of malleable iron and steel and will not break if abused.

MADE BY

F. H. SMITH MANUFACTURING CO.
3047 Carroll Avenue, Chicago, Illinois
Manufacturers of
Rivet and Fastner Setting Machines



THE "PONY"

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How the Hardware Dealer Can Sell More Levels

Lots of good workmen don't feel they need a new level until they see a Sand's.

They may have a heavy iron one or a warped, wooden old timer, and they go on using it until they once get a Sand's level in their hands.

Then they buy a new level.

It pays handsomely to carry Sand's levels in stock and display them prominently.

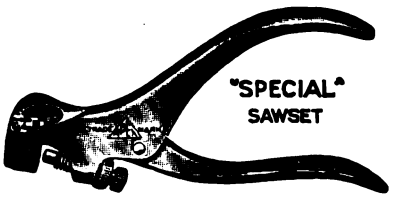
You not only get the business of the man who cannot resist buying when he sees a better level, but you get the business that goes to the mail order house when you do not stock and display levels.

You can hold all the level business with the Sand's line, for there are levels in pine, walnut and aluminum for all workmen on every kind of work. The price range covers all competition. Your jobber will be glad to supply promptly.

The following features were originated and first applied by Sand's: The walnut level, the aluminum level, the solid set spirit glasses, the plate glass lens protection for spirit glasses and the friction grip wire locaters to define exact center instantly.

Write for fully illustrated folder describing Sand's levels for accurate workmen on every kind of work.

J. SAND & SONS
4855 RIVARD ST. - - DETROIT, MICH.



The World's Standards

"SPECIAL" and "No. 1" Sawsets for hand saws not over 16 gauge.

No. 3 Sawset for Cross-cut and Circular saws 14-20 gauge.

No. 4 Sawset for "Champion," "M" and double toothed saws 14 to 20 gauge.

No. 5 Sawset for timber and board saws 6 to 14 gauge.

Nail Puller—the longest lived and easiest operated made.

Bench Stops, Hand Punches, Lead Seal Presses, Box Openers and Liquid Soap Dispensers

CHAS. MORRILL
104 Lafayette St., - - New York, N. Y.

"STAR" Expansion Bolts

ALL THE NAME IMPLIES

Also: Sebco Screw Anchors
Sebco Toggle Bolts
Sebco Concrete Inserts
Sebco Star Drills
Sebco Cold Chisels
Sebco Cable Clamps

STAR EXPANSION BOLT CO.
Trade "SEBCO" Mark

STOCKS AT

147 Cedar Street, New York
120 West Lake Street, Chicago





THE BRAINERD LINE
BOX, CHEST, REFRIGERATOR, CABINET, FURNITURE TRIMMINGS
IN STOCK FOR PROMPT SHIPMENT
THE BRAINERD MFG. CO.
East Rochester, N. Y., U. S. A.





Sells to Every Belt User



Your market for Blue Ribbon Belt Dressing is limited only by the number of belt users in your vicinity. The quality of the Dressing is high enough to suit the most discriminating purchaser. Ask your wholesaler for it or write for prices and samples.

THE JOBBER'S MFG. CO. 327 S. LA SALLE ST. CHICAGO, ILL.



Genuine Cannon Pump Oilers

Force the oil anywhere regardless of position o.. can.

1 pt., 1½ pt., 1 qt.

Write for Catalog.

CANNON OILER CO.
Keithsburg, Ill.

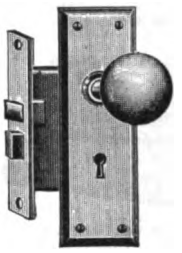
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"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francisco."

Established 1863

Lockwood Hardware.



Lockwood Locks, recognized as standard goods, are well-made, of long life and afford the users unexcelled security. The line includes locks for all purposes.

Lockwood Designs, which can be had to harmonize with every architectural style, are pleasing in design and correct in their details. The wrought designs, for low-cost houses, are particularly attractive.

LOCKWOOD MANUFACTURING CO.

Manufacturers of

BUILDERS' HARDWARE

SOUTH NORWALK, CONN., U. S. A.

F. G. HIGGIN, Pacific Coast Representative
2833 Hilligass Ave., Berkeley, Calif., U. S. A.

The Only Wrought Iron Anvil Manufactured in the United States



The body is made of wrought iron, the face of highest grade crucible cast steel.

The COLUMBUS ANVIL & FORGING CO.

Columbus, Ohio

OHLEN-BISHOP

CIRCULAR CROSSCUT BAND **SAWS** HAND COMPASS BUTCHER

Tools and Trowels

—Made by—

THE OHLEN-BISHOP CO.

The Master Saw Makers

Lawrenceburg, Ind. Columbus, Ohio, U. S. A.

Western Trade Supplied Thru Branches at

San Francisco, Cal. Portland, Ore.

SAMSON SPOT SASH CORD



Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes and colors, for all purposes. Carried by all jobbers.

Sash Cord Shade Cord
Clothes Lines Masons' Lines
Solid Braided Rope Chalk Lines

Send for catalogue and samples

SAMSON CORDAGE WORKS - Boston, Mass.

JOHN T. ROWNTREE, INC., Rep.
San Francisco, Los Angeles, Seattle, Denver, Salt Lake City

THE ARROW WRENCH

DROP FORGED HEAT TREATED



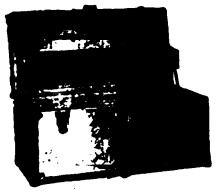
A QUALITY TOOL

"That's a nice looking tool." This expression is invariably given upon inspection of the Arrow Wrench.

But more important, it has the stuff in it. Arrow Wrenches are made to meet the hardest kind of usage.

ARROW TOOL COMPANY, Inc., Buffalo, N. Y.

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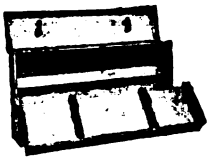
General Service Chest

500 Dealers

the country over are finding it easy and profitable to sell these new zinc covered chests to carpenters, auto-mechanics, electricians, fishermen — everybody who wants a strong, convenient, low priced tool chest.

UNION

Union Tool Chest Profits with these dealers are much larger than ever before. With 50 different styles—one for every need and every purse — the mechanic who needs a tool chest can hardly get away from them.



Improved Carpenter Chest



Shoulder and Household Chest

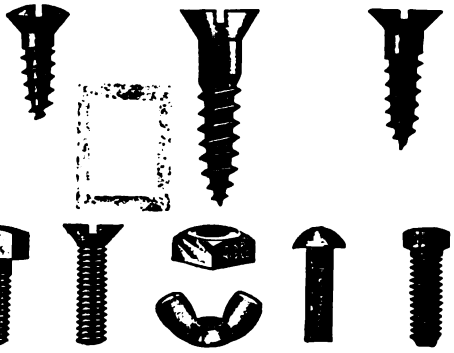
Could You Use More Profit?

Then plan to complete your stock with this new line of Union Tool Chests that mean sure, easy, ready tool chest sales.

Write for descriptive folder and details of generous sales plan.

UNION TOOL CHEST CO.
105 Mill St. - - - - Rochester, N. Y.





WOOD SCREWS
MACHINE SCREWS
CAP SCREWS

SET SCREWS
BOLTS AND NUTS
RIVETS

REED & PRINCE MFG. CO.
MAIN OFFICE AND PLANT AT WORCESTER, MASS.
BRANCH, 121 N. JEFFERSON ST., CHICAGO, ILL.

AMERICAN SEAL PAINTS *and* CEMENTS

"MAKE GOOD"
WITH YOU AND YOUR CUSTOMERS
STAND FOR
QUALITY and DURABILITY

AMERICAN SEAL PAINT — MANUFACTURED BY — PLURIBUS UNUM — William Connors — TRADE MARK — TROY PAINT AND COLOR WORKS, TROY, N.Y. — ANY DESIRED SHADE OR COLOR

WRITE US FOR DEALER'S PROPOSITION

MANUFACTURED BY
The Wm. Connors Paint Mfg. Co.
1852 TROY, N. Y. 1921

HERCULES COLD SODER

THE METAL MENDER



Mends any leak in any metal quickly and permanently, without heat or acid. Just apply Hercules Cold Soder, a semi-liquid, from tube, covering hole or crack. Fixes household utensils, brass, granite, aluminum-ware, pipes, gasoline tanks, auto radiators or cylinders. Finds popular sale. National advertising is intensifying demand. Ask your jobber. Write for booklet.

HERCULES PRODUCTS CO.
Dept A COUNCIL BLUFFS, IA.
AMERICAN MERCANTILE CO., 510 Battery Street, San Francisco, Calif., Export Representatives

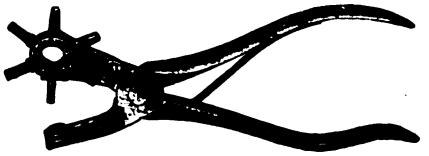
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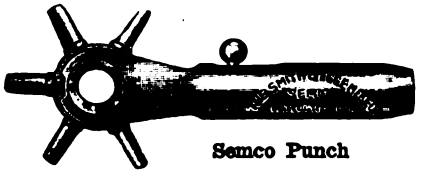
SASH CHAIN



CABLE CHAIN



6 Tube Revolving Punch



Semco Punch

THE SMITH & EGGE MFG. CO.
"Originators of Sash Chain"
BRIDGEPORT, CONN., U. S. A.

UNCLE SAM Supersteel Screw Driver

BLADE AND HEAD ONE PIECE

FERRULE IS MACHINE TURNED—NOT SPUN

GENUINE HICKORY HANDLE—WALNUT STAINED

EACH SCREW DRIVER IS INDIVIDUALLY TESTED



No. 100 Regular Pattern. No. 1000 Insulated Pattern
3, 4, 5, 6-inch lengths

VAUGHAN & BUSHNELL MFG. CO.
For Over 50 Years Makers of Fine Tools
2114 Carroll Ave. - - - - - Chicago

The Bridgeport Hdw. Mfg. Corp. Bridgeport, Conn.

THE LITTLE WONDER Midget Screwdriver



A practical high-grade little tool. Made just as carefully as the large Drivers. Packed on a very attractive red and gold card.

The "Fastest Seller" of the Year
No. 42 Assortment

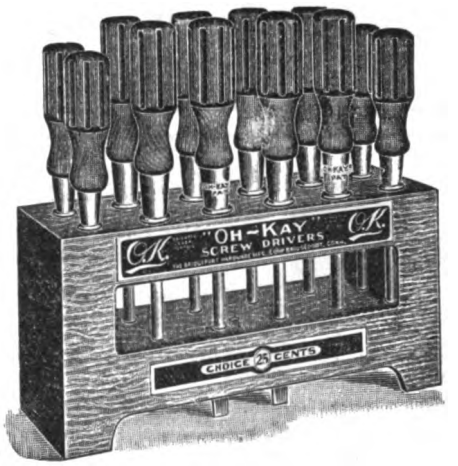
Four 1¼-inch, four 2-inch, four 3-inch

C. W. GAUSE CO.
Western Sales Agents
693 Mission St.
San Francisco, Cal.

J. C. McCARTY & CO.
Eastern Sales Agents
New York City

THE OH-KAY SCREW DRIVER
High Grade Steel Blade, Black Oil Finish and Bright Points
Red Stained and Varnished Handle
Patented Steel Ferrule, Bright Finish
List Price, $6.00

12 Assortments in a Case



Gross Weight of Case, 100 lbs.

No. 55 Assortment Heavy Cardboard Stand
2 Dozen 8-4, 8-5, 8-6 inch

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DIXON'S
No. 677 Lubricant

Is the Record Holder

Practically every record—speed, endurance, general service—has been made with the help of this superior gear lubricant.

Dixon's No. 677 is a grease of medium density. It will not squeeze out, no matter how heavy the load nor how swift the going. Instead, Dixon's clings to the teeth whether pressure is extremely high or gears are idle. Neither hot nor cold weather affects it. At all times, gears shift easily and quietly; car, truck or tractor is easily handled and operating costs go down.

The smooth lubricating film with which Dixon's No. 677 coats gears and bearings adds considerably to their life. Wear from friction is almost imperceptible.

Dixon's No. 677 helps to make reputations for cars, trucks and tractors—and for dealers in high-grade supplies.

JOSEPH DIXON CRUCIBLE COMPANY
Jersey City, N. J.
Makers of Quality Lubricants
Established 1827

Slaymaker Padlock
FOR AUTOMOBILE TIRE CARRIERS



Patented
Mch. 11, 1921

No. 1098

The Universal Tire Carrier Lock
Anti-Rattler

Adapted for use on ALL cars. The only lock that will completely protect tires on the new tire-carrier on the Buick, Overland, Oakland, Chevrolet, Dort, Nash, Haynes, Ford, etc.

Size across case 1⅝ inches.

Inside measurement of shackle is ⅞ of an inch. Adjustable to 1½ inches, insuring a perfect fit of the lock on the tire-carrier. Diameter of shackle is ¼ of an inch.

Case—Heavy, cast brass, polished.

Shackle—Formed steel rod, black, rust-proofed.

Spring lever tumblers. In many key changes. Two corrugated, nickeled steel keys with each lock. Packed, each lock in an individual box. One dozen in a container.

Made only by
FRAIM-SLAYMAKER HARDWARE CO.
Lancaster, Pa., U. S. A.

Western Sales Representatives
H. D. TYLER & CO.
4th Floor Higgins Bldg., Los Angeles, Cal.
512 Pacific Bldg., San Francisco, Cal.
874 Holladay Ave., Portland, Ore.

IMPROVED COBBLER SETS



Improved Economical

Carry our IMPROVED line and watch your sales increase. We illustrate here some of our best sellers.

Write for latest catalog and price list.

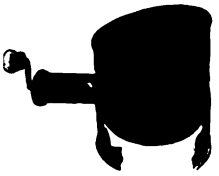
Star Heel Plate Co.
Louis Sacks, Inc.
357-391 Wilson Ave., Newark, N. J., U. S. A.



Improved Family



Improved Combination No. 1



GENUINE
HUNTER'S SIFTER
Standard of the World Since 1880

Sectional View Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO.
Bender Street Hamilton, Ohio

DI-MEL-INE
PAINTS - STAINS - ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. RETAILS 25 CENTS—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

Dealer's Assortment (30 doz.) $54.00
Jobber's Assortment (12 doz.) 21.60
Open Stock, all colors, per gross 21.60

2% Freight allowance, F.O.B. N. Y., 2% Cash.

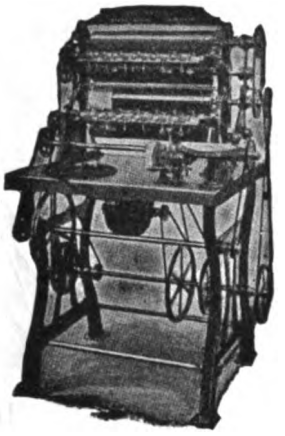
Write for Color Card, Circular and Booklet

MONTAUK PAINT MFG. CO.

169-173 Second Ave., BROOKLYN—NEW YORK
Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

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Have Just Built a House Out of the Profits of My 2 Hatfield Machines



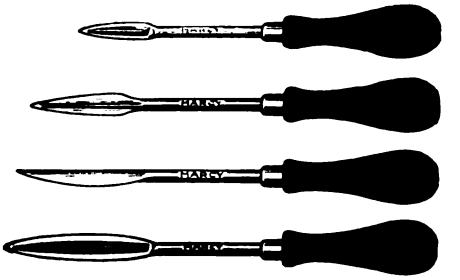
was the gleeful way one of our customers recently spoke when giving us an order for a 12-blade machine. Now running 2 12-blade machines. Nice—sure and he made a living out of the business at the same time.

We make 1, 2, 4, 6, 12, 18 and 24 blade machines. Write for Catalog and Prices.

Hyfield Mfg. Company
292 Church St. - - - - New York City

TRADE MARCY MARK

Bearing Scraper Set No. 339



A Family of Four Thoroughbreds

The Original MARCY V-Shaped Blade

Mr. Dealer—Just show these to your customer—that's enough. If you don't believe it—try it.

ASK YOUR JOBBER

MARCY TOOL WORKS, Inc.
PUTNAM, CONN.

Pacific Coast Agents, SPRAKE SALES CO., Inc.
Los Angeles, San Francisco, Portland, Denver



SELL THE

"Acme" Ice Cream Freezer
THIS SEASON

It is economical, sanitary and easy to operate. It will sell because its low price enables anyone to make fine ice cream at home at a fraction of the cost of buying it in a store. Makes the finest cream in five minutes. Saves ice, saves time, saves money.

2 Quart Size Sell for $1.50
4 Quart Size Sell for $2.50

MADE BY
RITTER CAN & SPECIALTY CO., Philadelphia, Pa.
Factory Selling Agents: BEH & CO.
1140 Broadway, New York

SHUR-TITE BOTTLE CAP

For perfect sealing — and re-sealing — of home beverages, ketchups, sauces, etc., without the use of a capper.



Used Repeatedly
Never Leaks
Instantly Applied
Seals Positively



RETAILS THREE FOR 10c COMPLETE



Attractive discounts to the trade.

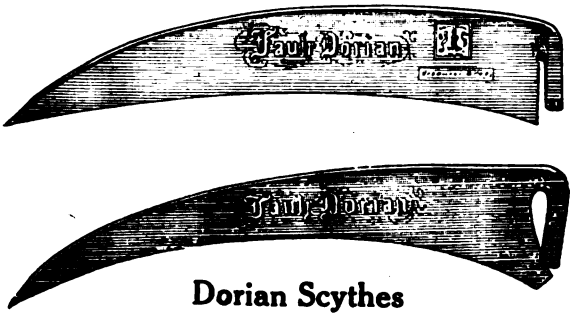
ORDER SAMPLE GROSS TODAY

MANUFACTURED BY
PORTER PRODUCTS CORPORATION
Brewerton - - - - - - New York

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Save on Your Buying of Hand Implements

Your opportunity to buy European implements for vineyard, orchard, or garden direct from exclusive importer.



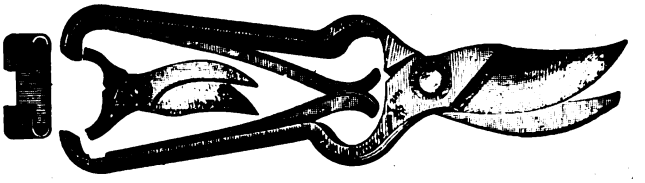
Dorian Scythes

Both Full Curve and Half Curve. Highest Grade Steel, tempered by secret process. Keeps the edge.



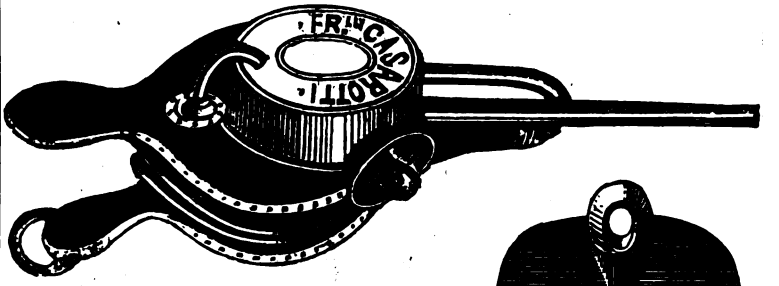
IDEAL Sulphur Machine

Most economical machine made. Has long stroke; makes work easy, double action performing twice the work with same labor; one man can do the work of two; two air chambers with double action, makes steady overflow. Capacity 1¾ gallons or 25 pounds sulphur.

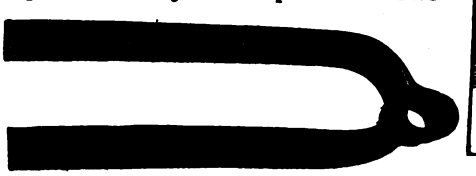


Genuine Rieser Pruning Shears

Sizes 8, 8½, 9 inches.

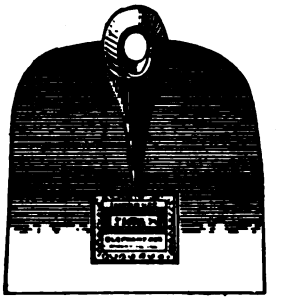


Imported Vineyard Sulphur Bellows



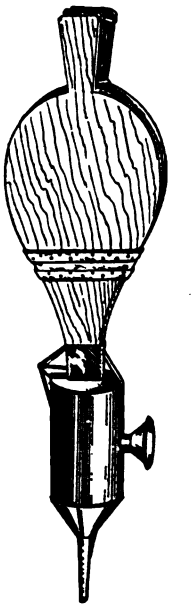
Flat Prong Burka Hoes

Length 12 to 20 inches. Thickness of prongs, ¼ to 2 inches.



Weight 3½ lbs. Size 9½x9

Weight 4 lbs. Size 10½x10



BELLOWS

Small size used for insect powder. Capacity, 1 quart.

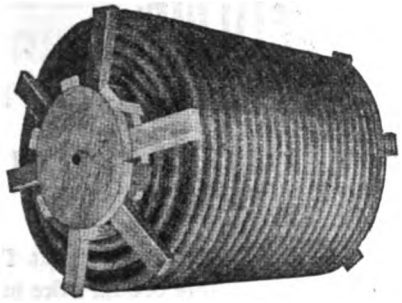
GRANUCCI HARDWARE CO.

Importing Agents for North America

Send for Prices and Catalog H. W.

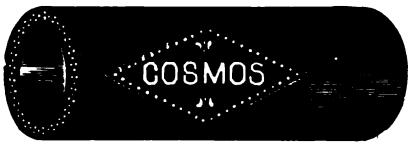
633-647 Front Street **San Francisco, California**

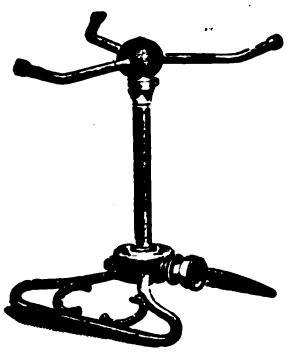
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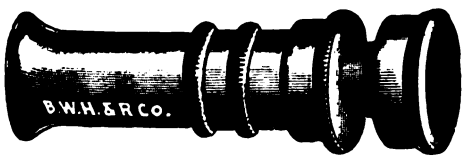
Full reels, 250 or 500 ft.











Garden Hose

Clean Cut

MR. DEALER.

Dear Sir:

Now is the opportune time to place your requirements for the 1922 season. Priees will not be lower. The recent advances in the cotton and rubber markets vouch for that.

Your orders can be booked for delivery after January, 1922, on our Clean Cut and Cosmos Moulded Hose, furnished in 250 or 500 foot reels in one continuous length, or coupled in 50 foot lengths, at the same price. These brands are made by the famous **Lead Mould Process.**

We are also prepared to furnish Wrapped Construction Hose in all the various sizes and plies in either red or black cover.

Order now and be assured of receiving your hose on time.

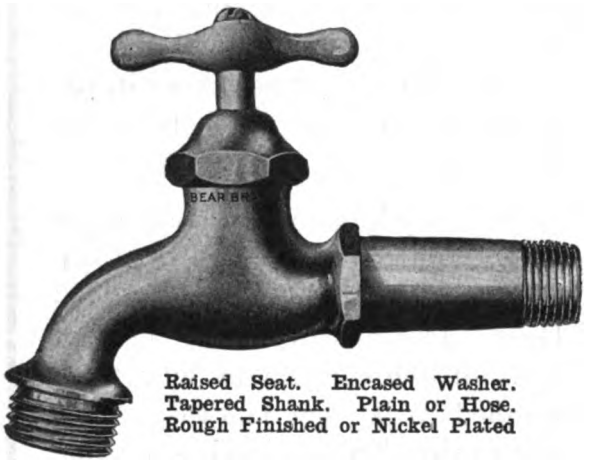
Our stock of all popular styles of Nozzles, Lawn Sprinklers, Hose Menders and Couplings, is large and complete.

Place your orders now for delivery with this Hose.

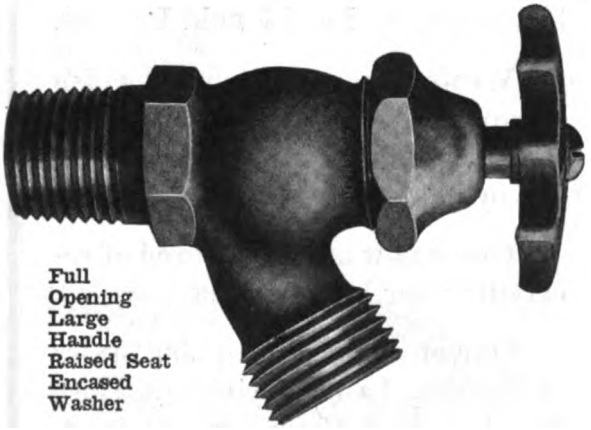
DUNHAM, CARRIGAN & HAYDEN CO.
San Francisco, Cal.

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BRASS GOODS
OF
QUALITY
Made on the Pacific Coast
For the Plumbing and Hardware Trade



Raised Seat. Encased Washer.
Tapered Shank. Plain or Hose.
Rough Finished or Nickel Plated



Full
Opening
Large
Handle
Raised Seat
Encased
Washer

Standard Brass Casting Co.

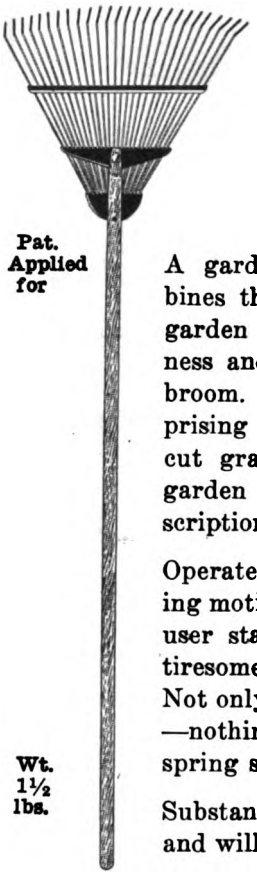
Main Office and Factory
Oakland, Calif.

Sales Office
823 Monadnock Bldg., San Francisco

M. W. WUESTHOFF
Sales Mgr.

TRADE MADEWELL MARK

Garden Broom



A strong, light flexible broom rake made from spring steel wire with spruce handle.

Pat. Applied for

A garden tool which combines the advantages of the garden rake with the lightness and convenience of the broom. It accomplishes surprising results in removing cut grass, dead leaves and garden litter of every description.

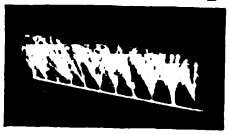
Operates with an easy sweeping motion like a broom. The user stands erect and saves tiresome bending of the back. Not only rapid, but thorough—nothing escapes the fine spring steel wire tines.

Wt. 1½ lbs.

Substantially constructed and will stand hard usage.

"Rainbow" Lawn Sprinkler

Throws a fine uniform spray over rectangular space.



Strongly built. Needed wherever there is a lawn or garden. A ready seller.

Both above products for sale thru jobbers
Write to us for folders

Madewell Pipe & Culvert Works

East 12th Street and 25th Avenue
Oakland, California

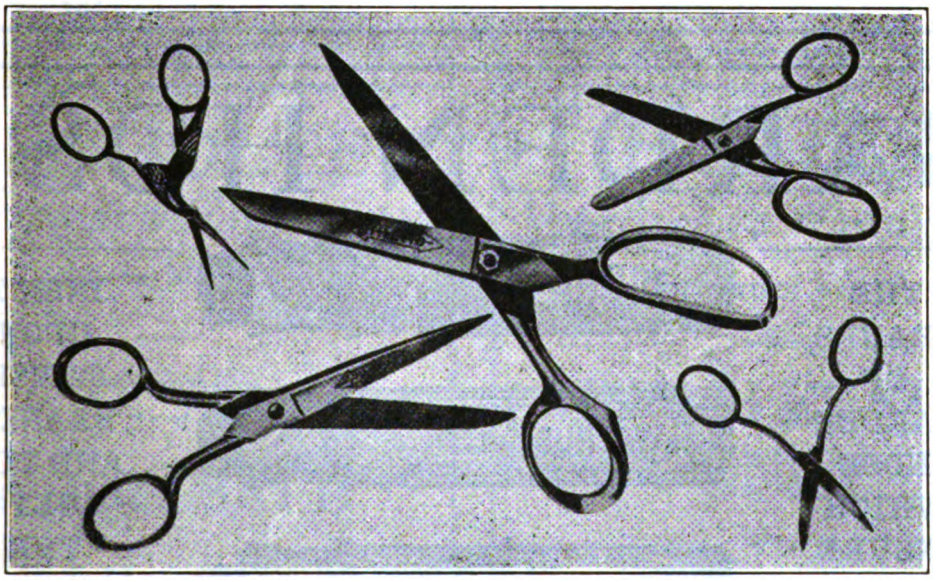
MADEWELL

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STILETTO
REG. U.S. PAT. OFF.

"The Standard of the West"





OUR GUARANTEE—We will replace free of charge all STILETTO Goods that may prove defective—the only condition being that defective articles must be returned to us

BAKER, HAMILTON & PACIFIC COMPANY

SAN FRANCISCO, CALIFORNIA

STILETTO
REG. U.S. PAT. OFF.

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PURE MANILA ROPE

"Seaport" Brand



TRADE MARK

"Seaport" is a Pure Manila Rope with Government Standard Strength Requirements for Manila Rope. It is proper rope for Hardware Store trade, where a manila rope is desired.

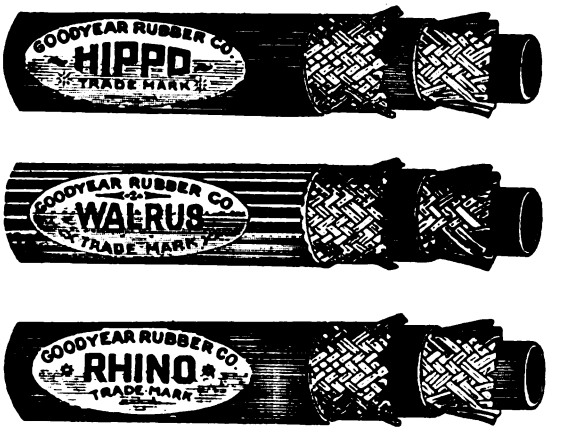
Ask your Jobber for this Rope.

THE PORTLAND CORDAGE COMPANY

Portland, Oregon ... Seattle, Washington

GARDEN HOSE

THE BRANDS OF GARDEN HOSE WHICH INSURE QUALITY



INSIST UPON THESE BRANDS AND YOU GET THE BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.

539 Mission Street
SAN FRANCISCO, CAL.

Nos. 61, 63, 65, 67 Fourth St., & Pine St.
PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

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Push VERIBEST Lines For VERIBEST Results

Hardware of Guaranteed Merit, from a House Famous for Its Service.

Tools
General Hardware
Automobile Accessories
House Furnishings
Sporting Goods
Cutlery
Phonographs
Phonograph Records

Wholesalers—Jobbers

Strevell-Paterson Hardware Co.
SALT LAKE CITY

HONEYMAN Hardware Company

Park at Glisan **Fourth at Alder**

White Mountain and Seeger
REFRIGERATORS
TOLEDO STEAM COOKERS
Nesco Perfect
OIL COOK STOVES
Domestic Science
FIRELESS COOK STOVES
GAS PLATES
GARDEN HOSE
LAWN SPRINKLERS
CAMP EQUIPMENT
In Tents, Beds, Cots, Chairs
Nested Cooking Utensils,
Etc., Etc.

A. M. HOLTER Hardware Company

Helena, Montana

Established 1867

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

HOLTER Hardware Company

Spokane, Wash.

WHOLESALE ONLY

Auto Accessories

Plymouth Rope
Automatic Washers
Sargent Hardware
Acme Paints
Rawlings Sporting Goods
Peninsular Line Furnaces, Ranges and Heaters
Schuttler Wagons
Mill, Mining and Logging Supplies

Prompt, Courteous Service

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Service—Equal to the best

Merchandise—of dependable quality

These two outstanding features are responsible for our exceptional development.

We solicit your patronage.

"Everything in Hardware"

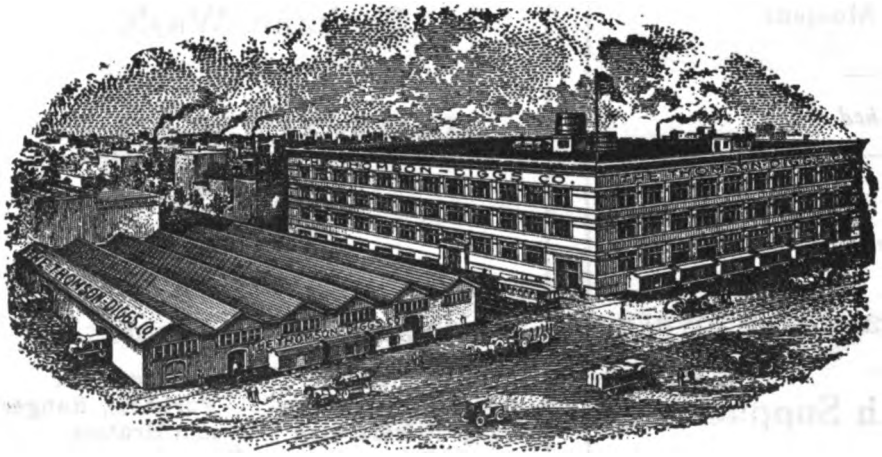
Salt Lake City
Utah

The Salt Lake Hardware Co.

Pocatello
Idaho

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

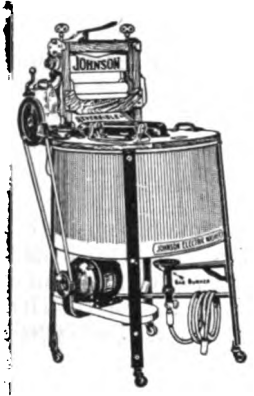
The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

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Johnson Electric Washer



Sold only through leading stores carrying household appliances.

Dealers wanted everywhere. State rights open (Wash., Ore. and Cal. excepted). Write for particulars.

The only washing machine selling at this time—WHY? Because the housewife wants a washer LOW IN PRICE—EFFICIENT and ECONOMICAL. $110 at factory.

SIMPLE and EASY TO OPERATE—COMPACT and ECONOMICAL—fits into a space 27 inches SQUARE. The JOHNSON popularity is created by satisfied owners—ASK THEM.

BOILS the water—
STERILIZES the clothes—
REDUCES TIME and LABOR—

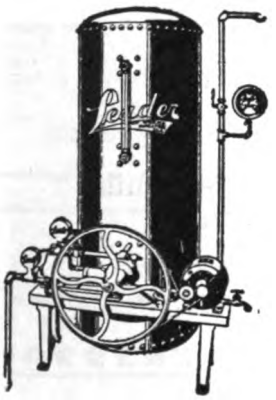
As an INVESTMENT the JOHNSON LEADS

Johnson Electric Washer Co.

40th and Adeline Streets, Oakland — Factory and General Office

TRADE Leader MARK

WATER SYSTEMS



FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS

PACIFIC PUMP & SUPPLY CO.
853 Folsom Street
San Francisco, California
Sole Distributors

H. Roth & Sons Company

SPECIALTY HARDWARE JOBBERS

942-44-46 Mission Street
San Francisco
California

We carry factory brands only under factory labels and numbers

WHOLESALE ONLY

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LET YOUR FALL ORDERS
FALL OUR WAY

YAKIMA
Hardware Company
YAKIMA, WASH.

Wholesale

JOBBERS OF STANDARD LINES OF
HARDWARE AND AUTOMOTIVE
EQUIPMENT

Orders Filled Same Day as Received



Prompt Courteous Service

A Word About

Stove Repairs

Established over 20 years in this section has enabled us to carry a stock of STOVE REPAIRS unequaled in this great Northwest.

We have gone beyond this—

Our ever increasing demand for STOVE REPAIRS has made it necessary for us to build and operate an adequate manufacturing plant, resulting in SUPERIOR CASTINGS, INCREASED EFFICIENCY and BETTER SERVICE.

We solicit orders thru Dealers and cater to the Jobbing Trade.

SPOKANE STOVE & FURNACE REPAIR WORKS
Incorporated
MAX RUBENS M. M. RUBENS J. I. RUBENS
SPOKANE, WASHINGTON

WASHINGTON
Hardware and Implement Underwriters
OF
SPOKANE, WASHINGTON

IS CONDUCTED BY HARDWARE AND IMPLEMENT DEALERS FOR THEIR SOLE BENEFIT AND PROTECTION

INSURES Stocks of Merchandise, Store and Warehouse Buildings, Dwellings and Household Goods for Hardware and Implement Dealers.

SAVINGS FOR 1920
50% OF PREMIUMS

This is for you if a member of your State Hardware or Implement Association.

An inquiry addressed to

E. E. LUCAS, Secretary
will bring full particulars by return mail.

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1880 **FORTY-ONE YEARS** 1921

EXCLUSIVE AGENTS TO THE WESTERN TRADE

ARROW BRAND

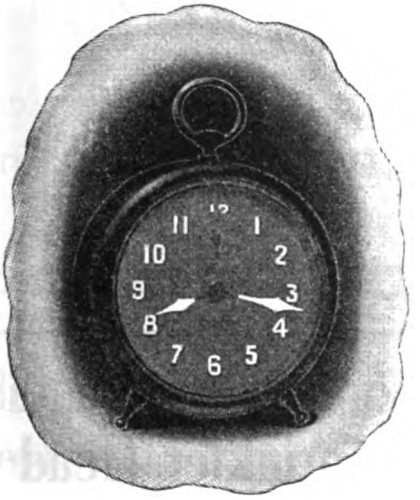
CUTLERY

ADOLPH BLAICH, Inc. - - **693 Mission Street, San Francisco, Cal.**

Wholesale Only *Samples and Prices on Request*

The New Haven Brownie

TELLS THE TIME DAY AND NIGHT



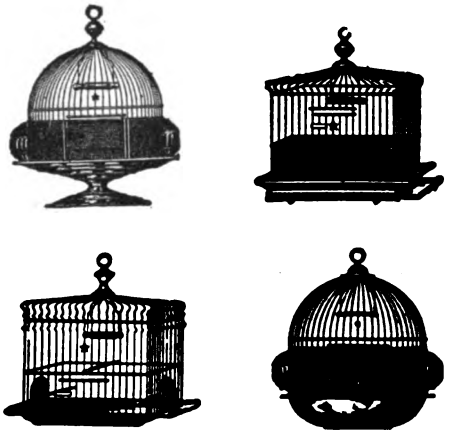
FULL RADIUM WHITE DIAL
ONE DAY INTERMITTENT ALARM

Height, 4 inches. Dial 2¼ inches.
Alarm rings for 5 minutes, intermittently in 20-second intervals. Has silent switch. Case, seamless brass, heavily nickel plated. A compact, strongly made, attractive little clock.

MORGAN & ALLEN CO.
150 Post Street, San Francisco, California

O. LINDEMANN & CO.

35 and 37 Wooster St., New York ***Established 1863***



Manufacturers of JAPANNED, BRASS and TINNED WIRE

Bird Cages and Cage Sundries

A. L. Conger, 703 Market Street, San Francisco, Cal.
Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash.,
Representative for Washington, Oregon, Idaho, Utah, Montana and British Columbia

STOVE & FURNACE REPAIRS

Welding for All Makes **Repairs and Wicks for New Perfection and Puritan Oil Stoves and Heaters**

JOBBERS **MYER S. RUBENS** **WHOLESALERS**

PLATERS **Gold, Silver, Nickel, Bronze, Copper, Brass, Blue and Gun Metal Oxidizing** **PLATERS**

GALVANIZING **RESILVERING** **RETINNING**

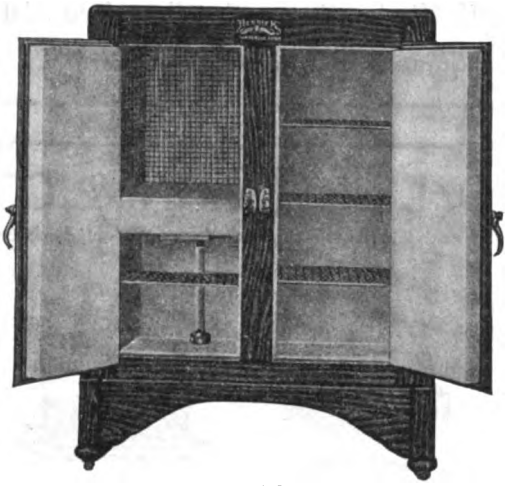
Demountable Rims, Etc. **Head and Spot Lights** **Milk and Ice Cream Cans, Etc.**

Silver Ware Refinished
1009 W. FIRST AVE. Also Rented for Weddings, Banquets, Etc. **SPOKANE, WASH.**

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Herrick and Alaska
Refrigerators

PERFECT, SCIENTIFIC REFRIGERATION



"Herrick"

LININGS
Enameled
Porcelain
Spruce
Opal



"Alaska"

LIFE PRESERVER FOR FOODS

Mangrum & Otter, Inc.
827-831 Mission Street
San Francisco

The
Schaw-Batcher Co.
SACRAMENTO, CAL.

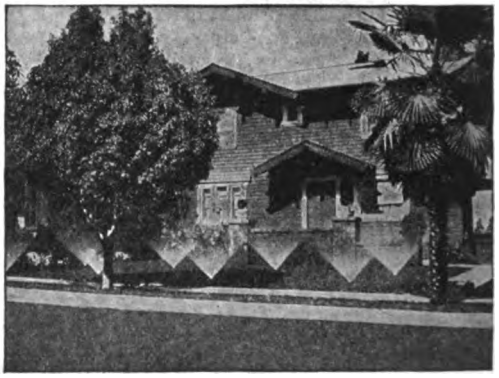
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Hardware
Tinware
Enamelware
Ammunition
Builders' Hardware

OF DEPENDABLE QUALITY

PROMPT AND EFFICIENT SERVICE

Thompson Adjustable Sprinkler Head



Sold Through the Jobbing Trade

Thompson Manufacturing Company
East Eighth and Santa Fe Ave.
LOS ANGELES

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TRADE
STOVOIL
MARK

Makes Stoves Look Like New

KILLS RUST; PREVENTS RUSTING; CLEANS AND POLISHES.

Write for Wholesale Prices

SUPERIOR LABORATORIES
General Offices, Dept. 11
Grand Rapids, Mich.

GENERAL SALES CORPORATION
Pacific Coast Representatives
718 Mission St., San Francisco
737 Terminal St., Los Angeles
Seattle, Wash.

TRINER "LIBERTY"

PARCEL POST SCALE



With indicator showing amount of postage in the regular stamps and additional amount required in war stamps.

Saves work and prevents inaccuracy in counting postage required by new war Revenue Bill

Made only in 20-pound capacity.

Furnished in black enamel finish, glass front, steel top.

Same style, tile top.

Blue enamel finish, glass front, tile top.

Insist on the Triner. Your jobber can supply you.

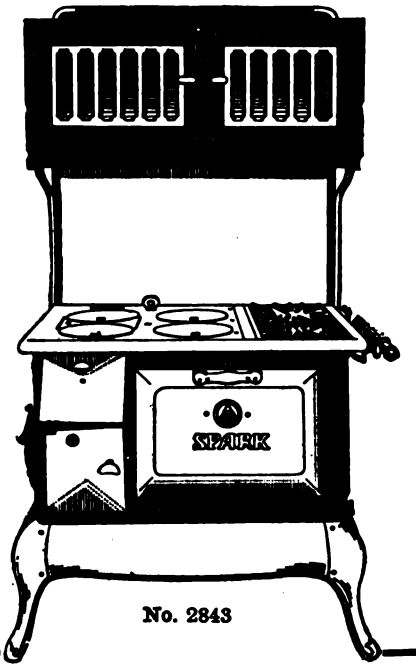
TRINER SCALE & MFG. CO.

West Twenty-First Street Chicago, Illinois

W. P. HORN & CO.
Pacific Coast Representatives
Rialto Building, San Francisco, Cal.
Los Angeles, Cal. Portland, Ore. Seattle, Wash.

"Attracts Buyers"

—so say Dealers who sell



No. 2843

Triple-service SPARK Range

Burns Coal, Wood or Gas together or separately

This SPARK Range is a magnet to customers because of the combined service its utility features give. Women are quick to see in this stove greater convenience in cooking, fuel economy (through time saved), special sanitary advantages, more leisure hours. Hence, they choose this SPARK triple-service Range.

Why
It Sells Rapidly

Because it is as compact as a tool chest—only 38 inches wide, 26 inches deep.

Because it has three independent ovens (two visible overhead gas ovens—one will hold 18-lb. turkey; the other broils or boils—no fumes).

Because its nickel, glass and enamel trimmings insure sanitation and easy cleaning. (Basic construction is of rust-resisting steel.)

Because it is as serviceable as it is good to look at.

In a word, this SPARK Range sells because it satisfies. It proves its merit on sight.

If your locality is not represented, write for the exclusive Agency for this SPARK Range—"the stove of the future"

Guaranteed for Five Years

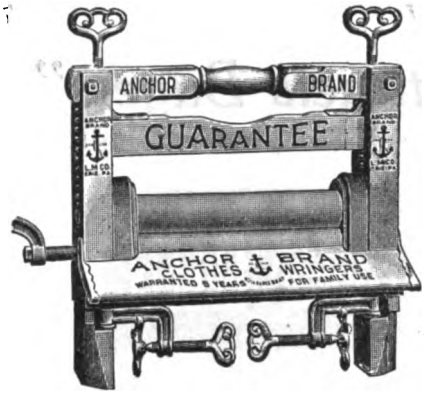
Made in a daylight plant by

Hammer-Bray Co.

OAKLAND CALIFORNIA, U.S.A.

Portland: F. L. Green Co., Portland Furn. Exch. Bldg.
Seattle: F. L. Green Co., 62 Pike Street
Los Angeles: D. D. Adams, 332 South Spring

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You Know the Story

of the College Student who was canvassing the City for the local **HARDWARE DEALER** during the summer vacation with a Clothes Wringer under each arm?

After two days of hard tramping up one street and down another, he threw his sample Wringers on the hardware man's pet corn and **RESIGNED**, saying:

"WRINGERS ARE JUST LIKE NOSES EVERYBODY'S GOT ONE!"

If this isn't true in your neighborhood—it's up to you

ANCHOR BRAND TRADE MARK

LOVELL MANUFACTURING CO. **Erie, Pa.**

Largest Manufacturers of Clothes Wringers in the World

L. M. CO. Erie, Pa.

FOR OVER FIFTY YEARS THE NAME **E. A. BERG** HAS STOOD FOR



Highest Quality on Tools and Razors

We are the Western States Representatives for this HIGH GRADE LINE. We can now make prompt shipment of Pliers, Plane Irons, Chisels and Razors.

We are also sole American Representatives for the famous (KRON SAGER) SWEDISH HACK SAW BLADES, the HIGHEST QUALITY BLADES MADE, AT PRICES NO HIGHER THAN ORDINARY BLADES.

Write for Prices

BENSON IMPORTING CO., 620 South Hill Street, Los Angeles, California



BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS, 122-124 N. Curtis St., Chicago, Ill.

Pacific Coast and Inter-Mountain Representatives
THAYER & BOWER
845 Monadnock Bldg., San Francisco, 320 Story Bldg., Los Angeles
Seattle and Denver





Gilson Garden Tools

Have proven **Live Sellers** wherever shown. They get the weeds out of gardens and cash into the dealer's till. Write today for catalog and prices.

J. E. GILSON CO., PORT WASHINGTON, WIS.

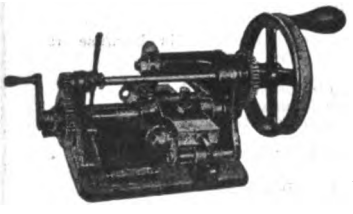
"GOLD MEDAL"

COTS TABLES CHAIRS ETC.

FOLDING FURNITURE

Light—Strong—Comfortable—Compact.

Gold Medal Camp Furniture Mfg. Co., Racine, Wis.



With the——

Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office 548 Hamilton Avenue, Allentown, Pa.

"PHILADELPHIA"

HAND—HORSE—MOTOR

Largest Makers of High-Grade Lawn Mowers in the World

THE PHILADELPHIA LAWN MOWER CO.

31st and Chestnut St. Philadelphia, Pa.

Ear Tags FOR STOCK

99

U. S. BURCH CHICAGO

U.S. BURCH

Tag your stock—best and cheapest means of identification for Hogs, Sheep and Cattle. Name, address and number stamped on tags. Catalog mailed free on request.

F. S. Burch & Co. 278 W. Huron St. Chicago



THE PACKHAM

Stove Pipe Crimper and Beader

MADE BY

THE PACKHAM CRIMPER CO.

MECHANICSBURG, OHIO

If Your Jobber Does Not Carry It, Write Us

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NORTHLAND SKIS—TOBOGGANS—SNOW SHOES

Every one a good seller—and profitable, too. Order early for next season—prices are down now

NORTHLAND SKI MFG. CO., 2330 Hampden Ave., St. Paul, Minn. Write for Catalog

Patented Oct. 19, 1920

Dealers are Warned to Beware of Infringements



Sells for $2.50 To Dealers $18.00 Per Dozen F. O. B. Factory

Furnished with rubber-cushioned base, as shown, or with 10" hardwood base.

The TRADE **EVEREDY** MARK

Bottle Capper No. 3 for Home Use

Warranted Unbreakable
Made entirely of Malleable Iron and Steel

There is no set limit to the amount of Capping that can be done with an Everedy.

The speed and skill with which it is operated numbers the amount of bottles that can be capped.

And all bottles are sealed absolutely air-tight.

The pressed steel capping head with reinforcing flange assures this.

Packed in individual cartons, half dozen to shipping carton, weighing 23 lbs. See your Jobber.

Manufactured by

The Everedy Bottle Capper Co.
Frederick, Maryland



BEST CUTLERY CO.
Manufacturers of all kinds of
HIGH GRADE SOLID STEEL SCISSORS
Office and Works
25 Willoughby Street - - Newark, N. J.



Tumblers

PLAIN AND CUT
OPTIC AND
DECORATED

Everyone Buys a Few

TRY OUR ASSORTED BARREL

SELLS ON ARRIVAL

The BELMONT TUMBLER CO., Bellaire, Ohio

Gem Jr. Finger Nail Clipper



The highest perfection in the clipper art.
THE H. C. COOK CO., Ansonia, Conn., U. S. A.



EYELET TOOL CO.

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

190 Dorchester Ave.
BOSTON, MASS.

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A Wonderful Improvement in Glasbak—the "Heatkwik" Bottom!

GLASBAK dishes have always been popular. Now, with this important new feature, you'll find them in greater demand than ever!

The "Heatkwik" bottom (design patented) allows free circulation of the oven heat underneath each baking dish—that means quicker and more even baking, and of course, saving in fuel.

Glasbak Ware is guaranteed to withstand the heat of any oven—never chips or cracks, is easily cleaned and always looks attractive. Women like Glasbak Ware because they can take it right from the oven and place it on the table, thus saving extra dishes. It has a beautiful, smooth, lustrous finish and comes in all styles—pie, bread and cake pans, casseroles, custard cups, bean pots, ramekins, baked apple dishes, etc.

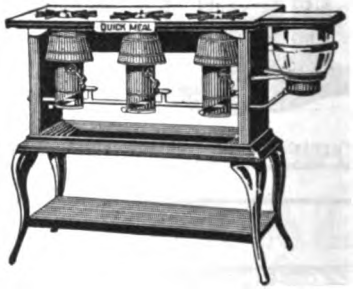
Glasbak dishes are packed in individual cartons for your convenience in handling. Send for Booklet V.

McKEE GLASS CO., Jeannette, Pa.



Cupola Burner Oil Stove

TRADE MARK
QUICK MEAL



Short Chimney Oil Stove

WRITE FOR CATALOG NO. 128

We now have a Large Stock and Assortment of Oil Stoves

SEND YOUR ORDERS TO

QUICK MEAL STOVE CO., DIV.

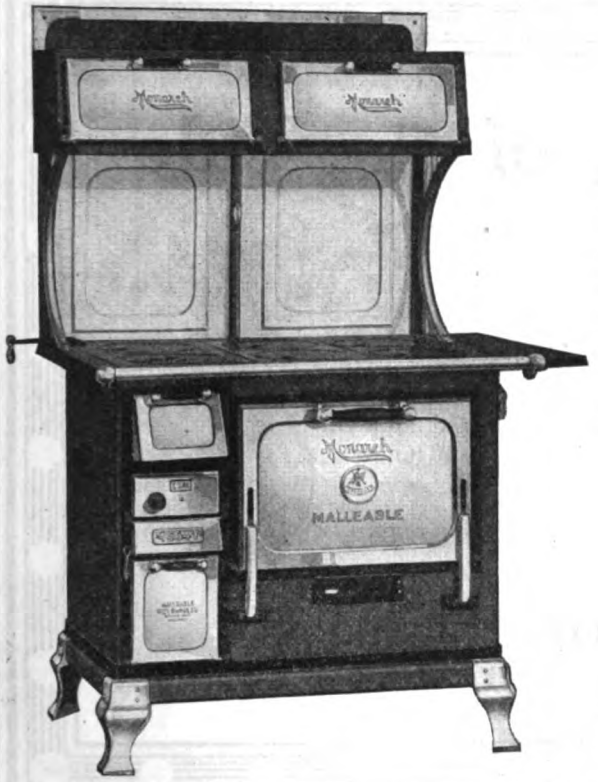
OF AMERICAN STOVE COMPANY

C. H. SCHIECK
Pacific Coast Agent
715 Indiana St., near 19th St.,
San Francisco, Cal.

We also carry a large line of
COAL RANGES

We also carry a large line of
GAS RANGES

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Every Monarch Sold Means

Another booster, because the housewife is proud to own a MONARCH and does not hesitate to tell her friends about its **superior qualities.**

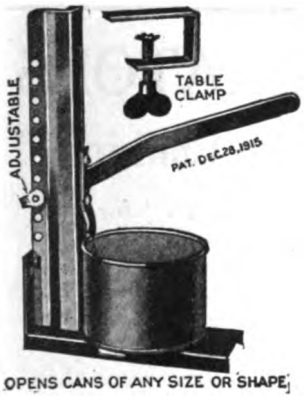
VITRIFUSED Glass Coated Flues used in the MONARCH Malleable Range resist rust — the MIRCO Processed Top requires no polish and the DUPLEX DRAFT insures perfect combustion of fuel.

Let us tell you more about these exclusive features and the **unusual profits** you will be afforded in selling the

Monarch MALLEABLE
The "Stay Satisfactory" Range

Write for booklet No. 12

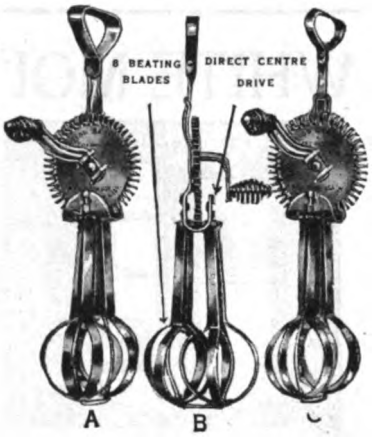
Malleable Iron Range Co.
BEAVER DAM, WISCONSIN



OPENS CANS OF ANY SIZE OR SHAPE

Your Egg-Beater Business

IS IT PROFITABLE? ARE YOU PROVIDING SATISFACTION? PROFIT AND SATISFACTION ARE FIRST ESSENTIALS. With your hand on your profit-book, go over your egg-beaters thoughtfully: just sell one for 15c—5c profit covers time, paper, string and perhaps house delivery. What is your loss on that transaction? Then pick up the LADD-ALL-STEEL BEATERS and notice they are AS EASY TO SELL and profit 20c or so against 5c. Now only one of these will give SATISFACTION—that must be THE BEST ONE—THE LADD; it can't be any other. With your sharp pencil figure further, follow through and then remember the ringing conviction of a prominent American, "LET US HAVE SOME SENSE."




Ladd Mixer-Churns

LADD ALL-STEEL BEATERS—3 sizes for all requirements.
LADD MIXER CHURNS—1 qt., 2 qts. Removable Beaters.
SATURN REELS—2 finishes, 40 ft. cord.
SATURN CAN OPENER—Safety, Stationary.
CAN OPENERS—5 usual varieties.
RAZOR PARING KNIFE. NUT CRACKER.

JOBBERS the world over and US



Saturn Clothes-Line Reels

UNITED ROYALTIES CORPORATION, 1133 Bway, New York

Representatives: Omer Cox, Atlas Building, 604 Mission St., San Francisco, Calif.; Sands & Cox, San Fernando Building, Los Angeles, Calif.; Strimple & Cox, L. C. Smith Building, Seattle, Wash.; Rankin & Cox, Newhouse Building, Salt Lake City, Utah; Taylor, Youngs & Cox, Temple Court Building, Denver, Colo.; Strimple & Cox, Corbett Building, Portland, Ore.

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The Turning of the Tide

From everywhere come the cheering reports of a return of business. The lamp season is already on us, and a great onrush is expected. Be ready with the goods, and the right goods. Meet the new season with the WHITE-LITE, the lamp of repute, that has for years been endorsed by some of the largest distributors in the States. Be sure above all, to get in your stock of the DUALITE, the lamp with the double filament, the lamp that is two WHITELITES in one. There is no lamp more profitable to handle.

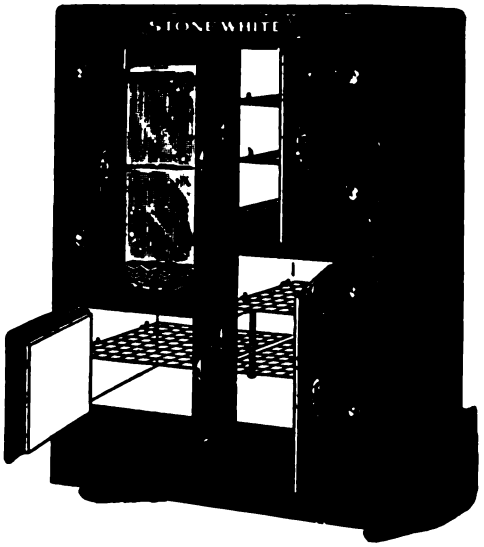


The DUALITE is fully protected by U. S. Patents and is made and controlled exclusively by

Whitelite Electric Company

368-370 Broome St., New York City

WHITE MOUNTAIN REFRIGERATORS



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A

BRANCH OFFICES:

New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo. Melbourne, Aus.

PACIFIC COAST DISTRIBUTORS:

San Francisco.....Dunham, Carrigan & Hayden Co.
Sacramento.....Miller-Enwright Co.
Portland.....Honeyman Hardware Co.
Seattle.....Schwabacher Hardware Co.

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NEW YORK STAMPING COMPANY

Established 1873 MANUFACTURERS OF Incorporated 1876

SHEET METAL SPECIALTIES

IT WILL PAY YOU TO STOCK OUR

Fast Moving Line

OF

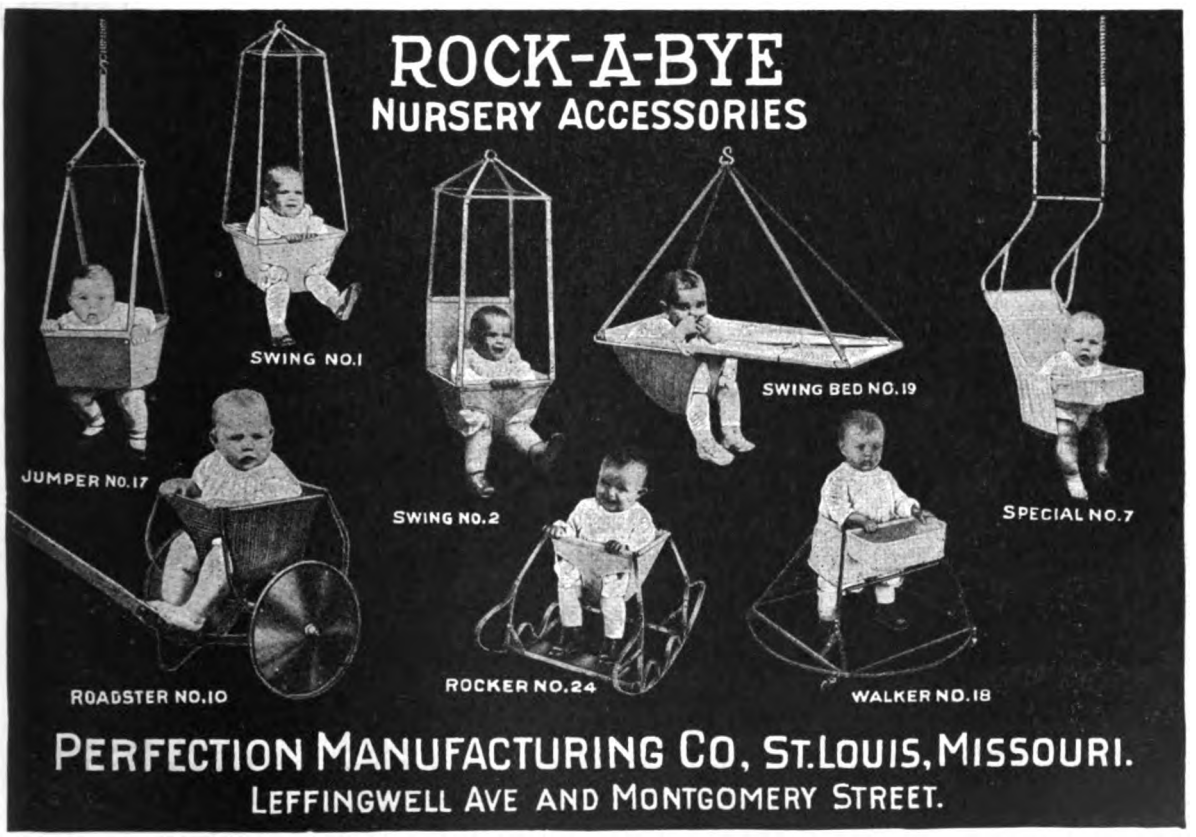
Acme Cold Handle Steel Fry Pans
Acme One Piece Steel Spiders
Empire Cold Handle Steel Griddles
Acme Steel Skillets
Polished or Unpolished
Steel Stove Shovels
Eclipse Curry Combs
Reform Curry Combs

EMPRESS WARE
Coffee Percolators
Chafing Dishes and their accessories
Casserole Dishes
Liquor Mixers Tea Kettle
Baking Dishes Trays Fancy Baskets
Housefurnishing Utensils
Hotel, Restaurant and Cafe Supplies
Etc., Etc.
Made in Solid Brass and Copper
Nickel and Silver Plated
Filtrola Percolators
Gem Egg Slicer

IF YOUR JOBBER CANNOT SUPPLY YOU WRITE

Offices and Factory
NORTH ELEVENTH AND BERRY STREETS, BROOKLYN, N. Y.

Pacific Coast Representatives
WM. P. HORN CO., Rialto Bldg., San Francisco
Portland Los Angeles Seattle



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New Ladd's Discount Book No. 3

A new and enlarged edition of this standard work, comprising the most comprehensive collection of discounts ever printed, as well as many other valuable computations for commercial purposes, is now ready, after months of preparation by the compiler and editor, William J. Ladd.

Is one of the greatest time and labor-saving productions of the age. The net of any amount at any discount can be obtained in a second. The calculations have all been carefully checked. No proving is necessary. It is invaluable for pricing and checking invoices, figuring inventory, making prices, figuring profit, etc. Note the equivalent discounts. Are they worth anything to you?

It contains more than 300,000 Computations including New Discounts and Combinations which have come into use within the last few years. Nearly 600 pages, all double indexed.

60, 10, 10, 7½ & 2½.

Same as { 55, 20, 10, 7½ & 2½. / 50, 20, 10, 10, 7½ & 2½. / 40, 40, 10, 7½ & 2½. / 40, 35, 10, 10 & 7½. / 40, 33⅓, 10, 10, 7½ & 2½. / 40, 25, 20, 10, 7½ & 2½. / 37½, 20, 20, 10, 10, 7½ & 2½. / 35, 25, 20, 10, 10 & 7½.

1	00.29 22	11	03.21 43	21	06.13 64	31	09.05 84	41	11.98 05	51	14.90 26	61	17.82 47	71	20.74 67	81	23.66 88	91	26.59 09
2	00.58 44	12	03.50 65	22	06.42 86	32	09.35 06	42	12.27 27	52	15.19 48	62	18.11 69	72	21.03 89	82	23.96 10	92	26.88 31
3	00.87 66	13	03.79 87	23	06.72 08	33	09.64 28	43	12.56 49	53	15.48 70	63	18.40 91	73	21.33 11	83	24.25 32	93	27.17 53
4	01.16 88	14	04.09 09	24	07.01 30	34	09.93 51	44	12.85 71	54	15.77 92	64	18.70 13	74	21.62 34	84	24.54 54	94	27.46 75
5	01.46 10	15	04.38 31	25	07.30 52	35	10.22 73	45	13.14 93	55	16.07 14	65	18.99 35	75	21.91 56	85	24.83 76	95	27.75 97
6	01.75 32	16	04.67 53	26	07.59 74	36	10.51 95	46	13.44 15	56	16.36 36	66	19.28 57	76	22.20 78	86	25.12 98	96	28.05 19
7	02.04 55	17	04.96 75	27	07.88 96	37	10.81 17	47	13.73 38	57	16.65 58	67	19.57 79	77	22.50 00	87	25.42 21	97	28.34 41
8	02.33 77	18	05.25 97	28	08.18 18	38	11.10 39	48	14.02 60	58	16.94 80	68	19.87 01	78	22.79 22	88	25.71 43	98	28.63 63
9	02.62 99	19	05.55 19	29	08.47 40	39	11.39 61	49	14.31 82	59	17.24 02	69	20.16 23	79	23.08 44	89	26.00 65	99	28.92 86
10	02.92 21	20	05.84 41	30	08.76 62	40	11.68 83	50	14.61 04	60	17.53 24	70	20.45 45	80	23.37 66	90	26.29 87	100	29.22 07

60, 10, 10, 7½ & 5.

Same as { 55, 20, 10, 7½ & 5. / 55½, 20, 10, 10 & 7½. / 50, 20, 10, 10, 7½ & 5. / 40, 40, 10, 7½ & 5. / 40, 33⅓, 10, 10, 7½ & 5. / 40, 25, 20, 10, 7½ & 5. / 37½, 20, 20, 10, 10, 7½ & 5. / 33⅓, 33⅓, 25, 20.

1	00.28 47	11	03.13 19	21	05.97 90	31	08.82 62	41	11.67 33	51	14.52 05	61	17.36 76	71	20.21 48	81	23.06 19	91	25.90 91
2	00.56 94	12	03.41 66	22	06.26 37	32	09.11 09	42	11.95 80	52	14.80 52	62	17.65 23	72	20.49 95	82	23.34 66	92	26.19 37

The section above shows a part of a page of the book. There are six tables on a page. Put your finger right on the net the hand shows: The net of 73 cents is 21 cents, $7.30 is $2.13, $73.00 is $21.33, $730.00 is $213.31, $7,300.00 is $2,133.11.

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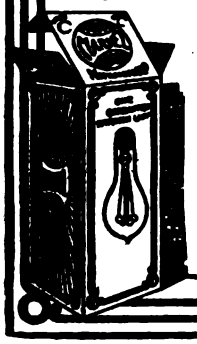
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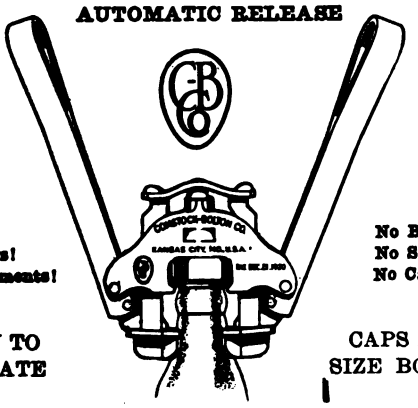


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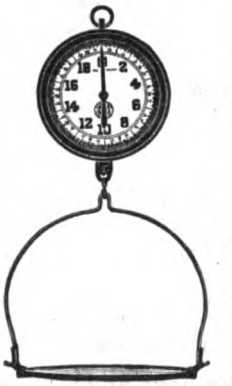
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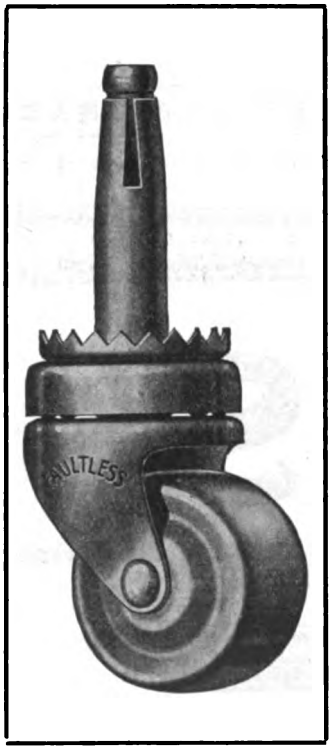


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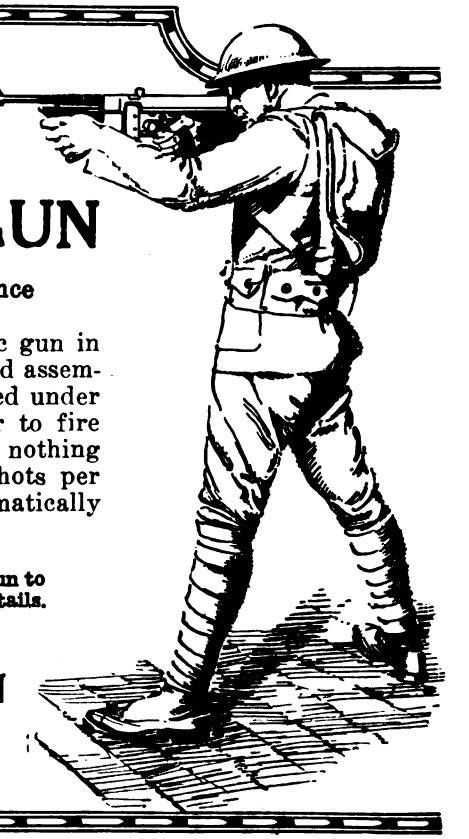
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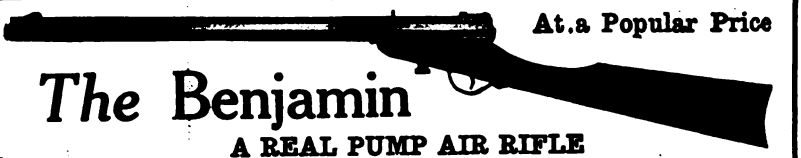
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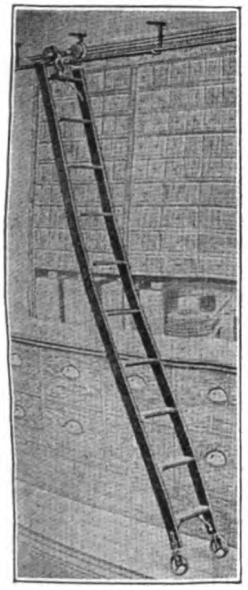
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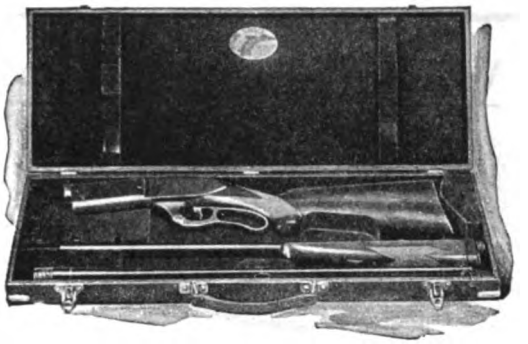


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Table Stoves

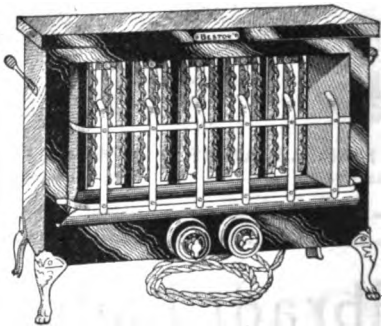
Size: 8½ inches square, 6 inches high—660 watts.

No. 201—Uniform Blue Steel. List Price..$5.00

No. 202—Highly polished blue steel, nickel-plated top. List Price.....$6.00

No. 203—All nickel-plated. List Price.....$7.00

No. 204—Same as No. 203, but with C-H Switch in cord. List Price....$8.00

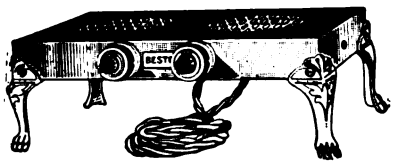


Luminous Heater

Oxidized copper frame, nickel-plated legs, polished copper reflector.

No. 601—1800 watts. List Price.....$30.00
9 inches deep, 26 inches long, 22 inches high.

No. 602—3000 watts. List Price $37.50
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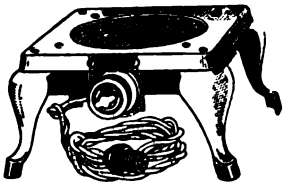


Twin Stove

Size: 9 inches wide, 18 inches long, 6 inches high.

No. 401—Blue steel, nickel-plated, cast iron legs. 1st hole 550 watts, 2nd hole 650 watts—total 1200 watts. List Price $16.50

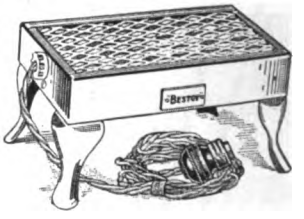
No. 402—Cast iron, all nickel-plated. 1st hole 550 watts, 2nd hole 700 watts—total 1250 watts. List Price $22.00



Three Heat Stove

Size: 9 inches square, 6½ inches high.

No. 403—Cast steel. All nickel plated, 660 watts. List Price $15.00



Toaster

No. 301—Size: 5 inches wide, 9 inches long, 5 inches high. All nickel-plated, 400 watts. List Price $5.50

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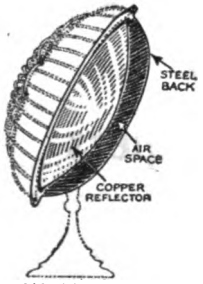
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"Best in Creation" for Heat Radiation

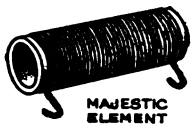
Majestic Heaters

The "Best Seller" Season After Season





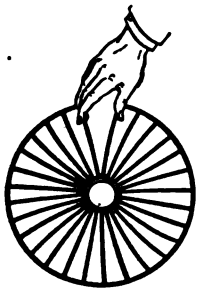
MAJESTIC CONSTRUCTION



MAJESTIC ELEMENT



MAJESTIC REFLECTOR



MAJESTIC GUARD

Because

Majestic Heaters are reliable—
They are well and favorably known—
The cost to operate them is small—
They can be moved from room to room—
They work at any hour of the night or day—
Their usage entails no labor—
They make no dirt—
They do not give off fumes—
They occupy little space—
They are always ready to give perfect service.

Why Majestics Excel

1. **Dead Air Space:** Keeps the back always cool.
2. **Heating Element:** Placed horizontally, assures maximum heat delivery.
3. **Reflector:** True Parabolic. Made of pure burnished copper. Will never peel.
4. **Removable Wire Guard:** (patented feature) Facilitates cleaning.

You don't have to sell just one type of Majestic Heater—there are seven portable and three stationary types to select from

MANUFACTURED BY

Majestic Electric Development Company

(Producers of the Majestic Electric Instantaneous Water Heater)

PHILADELPHIA SAN FRANCISCO KANSAS CITY

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Bissell's Fall-Xmas Offer

AN EXTRA SWEEPER FREE

with an order for a dozen or more. Orders may be placed direct with us or through a jobber for *factory shipment.* Write us or ask your jobber for Fall-Xmas Offer Announcement giving full details.



(This illustration is of a portion of Bissell's Santa Claus Poster, 21 in. x 28 in., lithographed in six colors)

Bissell's Toy Sweepers *for Christmas*

Just the thing for the Indoor and Holiday trading season. Sturdy, attractive, actually sweep. Retail at 25c and 50c in Eastern and Middle states. A few cents more elsewhere. Yield you good profits. Prices and colored illustrations on request.

BISSELL CARPET SWEEPER CO.
GRAND RAPIDS, MICH.

New York Office and Salesroom—46 West Broadway

Oldest and Largest Sweeper Makers

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Hardware World

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Volume XVI OCTOBER :: 1921 Number 10

A SIGN THAT SAYS SOMETHING

In a corner of a small state is a small mill. It has been there for a long time; the stream that turns its wheel has been turning a wheel there for two hundred years.

Inside the door, where you can't see it from the road, but where the thirty men and women who work in the mill see it every day, is a new hand-lettered sign. Only five words, but notice the order in which they stand:

Shut up. Think. Work. Produce.

For there is no thinking until a man shuts up; no work until he thinks, and no production until he works. Among the multitude of blue-sky mottoes, there is one that says something.

One seldom regrets having eaten too little. That is temperance. One seldom regrets having done the right thing. There is satisfaction in a square bargain, honestly fulfilled. There is happiness in both paying and receiving an honest day's wage for an honest day's work. That is one of the four cornerstones of the American Plan. Its success will depend upon the honesty with which it is administered and the good faith in which it is accepted.

WOULD YOU HAVE THOUGHT OF THIS?

A correspondent illustrates the value of persistent push by telling how a woman returned a red cedar chest to his store because it was "too knotty." Most salesmen would have let the matter drop, considering that the woman was fussy, and it did not pay to bother with her.

This salesman began to study up on knots, gained the idea that a knotty piece of wood used for this purpose showed up better the sturdy qualities of the stock, and when polished made the chest look rugged and interesting. Also there would be more oil in knotty wood, which would help keep out moths.

Having thus fortified himself with arguments, he made a call on the party who had objected to the knots, and convinced her so that she reconsidered and took the chest back.

Such salesmen are all too few. But the men with initiative and push such as shown by the clerk mentioned above, progress rapidly and do not long remain in the clerk class.

One thing that you cannot repair if you once wear it out is your welcome.

For the convenience of our subscribers and advertisers, we maintain offices and our representatives will be found at any of the addresses mentioned below. Correspondence will receive prompt attention by addressing the office nearest home.

Boatmen's Bank Building Broadway and Olive, St. Louis | 421 First Nat. Bank Bldg. Chicago | 70 Fifth Ave. New York | Phelan Bldg. San Francisco | 105 S. Houston St. Dallas, Texas

388 Taylor St. Portland, Ore. | 424 Higgins Bldg. Los Angeles | 505 Pioneer Bldg. Seattle | 204 Scott Bldg. Salt Lake | 220 Pacific Bldg. Vancouver, B. C., Can.

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HOW DO YOU TREAT THOSE WHO COME TO YOUR STORE?

If the average clerk, or sometimes the average merchant could visualize himself; in other words, as Robert Burns says, could see himself as others see him, there is no doubt but what there would be a marked change in the attitude and actions of many individuals.

People like to trade with salesmen and merchants who are glad to see them, whether in the store or on the street.

They like to be made to feel that there is something more to them than simply their pocketbook.

They like for you to take an interest in their business and in themselves personally, to be anxious to really serve them, give them what they need, whether they ask for it or not, and not attempt to work off something you wish to get rid of.

If a mistake is made they want to be made to feel that they are not criminals because they are asking for the correction of some error or the replacement of some defective goods.

They like to feel that in you they have a friend upon whom they can depend to be treated fairly, and that you will deal with them as you would want them to deal with you were the position reversed.

They don't like to have stock misrepresented, or to be told an untruth, or to have you attempt to palm something off on them in an endeavor to get by with it.

They like for you to feel they are also human, and that they should be given credit for at least a degree of intelligence commensurate with that which you possess.

Don't imagine that because you wear hobnail shoes and a blue shirt that you work harder than any man in patent leather shoes and silk shirt. Brain work can be more killing than brawn work.

"Believe in the world and its bigness and splendor:
That most of the hearts beating round us are tender;
That days are but footsteps and years are but miles
That lead us to beauty and singing and smiles:
That roses that blossom and toilers that plod
Are filled with the glorious spirit of God."

PART OF A SERMON IN RHYME

A little more deed and a little less creed:
A little more giving and a little less greed.
A little more bearing of other people's load;
A little more Godspeeds on the dusty road;
A little less thorn and a little more rose.
To sweeten the air and lighten the blows;
A little more song and a little less glum.
A cheery word for the tramp from the slum;
A little less kicking the man that's down;
A little more smile and a little less frown;
A little more of the Golden Rule for others;
A little more charity for burdened brothers;
A little less care for wives not your own:
A little less reaping what you have sown;
A little less knocking and a little more cheer
For the struggling fellow that's left in the rear;
A little more love and a little less hate.
A little more neighborly chat at the gate;
A little more flowers in the pathway of life.
A little less on coffins at the end of the strife.

(From a sermon preached in a Kansas City Church)

A great many prominent family trees were started by grafting.

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Value of Being Agreeable

IF you are looking for a job it may interest you to hear what is the one quality which employers the world over want most.

It is agreeableness.

Agreeableness is the diamond among virtues, for it is the most precious and rarest of all.

It is worth money; for it sells more real estate, hardware, groceries, accessories, dry goods, automobiles, typewriters, furniture, and life insurance than any amount of smooth talk and convincing arguments.

Just be pleasant, and you can walk away with a contract right under the nose of the man who knows it all.

Smile! Not once in a while, so that you look like it hurt you when you force a grin. But get the habit. Smile to yourself when you're shaving. Then it will come natural when you use it trying to sell a washing machine.

Be agreeable! And you'll be in demand. For in every walk of life they are crying for the agreeable person.

Every wife wants that kind of husband, husbands that kind of wife; children want agreeable parents, the workman wants an agreeable boss, the boss an agreeable workman, and everybody wants agreeable relatives.

We want agreeable hired girls, hotel clerks, motormen, policemen, janitors, icemen, ushers, preachers, governors, and bankers.

Come, be agreeable, for you will have little competition, and are pretty sure to succeed.

An agreeable person lights up the room like a lamp.

He is like the shade of a big tree on a hot day.

He is like a drink of something that tinkles in the pitcher when you're real thirsty.

He is like love when you're lonesome, bed when you're tired, a breeze when you're stifling, food when you're empty, and money when you're broke.

Be agreeable. Study to make people like you. Make love to the world.

Life's a mix-up, anyway, that none of us understand. There are all sorts of inexplicable thorns and tragedies, buffets, and chagrins. And most people are a bit sorry for themselves. Hence, ugly.

But you—you be agreeable. Try it, and see what happens.

(Copyright by Dr. Frank Crane)

The road to success is not difficult to find by those who honestly strive. You turn to the right and then go straight ahead. David Starr Jordan says: "Wisdom is knowing what to do next; virtue is doing it."

Laying aside is nine-tenths of getting ahead.

The man who boasts of having an "open mind" often mistakes a vacancy for an opening.

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Vice President Coolidge's Belief

THERE has been altogether too much meddling by the government—meddling in the people's business—in what should be their private business.

Paternalism Harms

If you and I want to make a deal, we ought to be able to do it, as between ourselves. If either one of us takes an illegal advantage of the other, then—and then only—we should have recourse to the courts.

As things have been going—under this system of governmental meddling—it amounts to our taking what should be our private affairs into court in the first place. That not unnaturally leads the people into a state of dependence on the government that is highly undesirable.

So long as a business man conducts his business legitimately, he ought to be let alone, and have every possible freedom. Of course, if he starts to abuse this privilege, if by reason of his having a monopoly he begins to misconduct his business—then the government can rightfully step in and bring him to a halt. But whether the government or the local courts, even such steps should not be taken until the community itself has tried the effect of common public disapproval.

I am strong for personal liberty. I believe in it. From the time I was a boy it was taught to me as an American's birthright. But personal liberty brings with it personal responsibility. There seems to me in these days not only too much meddling by the government, but an inclination on the part of the people to come running to the government for aid.

Rail Problems

Of course, this state of affairs was proper and necessary while we were at war. Things had to be done on a national scale, and very largely by the government. But the propriety and necessity of this way of doing business have both long since ceased. I regret to say that a return to pre-war conditions in this respect has been much slower than it ought to have been.

In this country, as in no other in the world, the railways are the key of our whole economic structure. We are prosperous or we are not as transportation is economically and efficiently done or not. Today the railroad situation presents a problem of great difficulty. Rates that have been increased to levels that in many instances have throttled industry and hamstrung agriculture have none the less been insufficient to make the railroads pay their way.

Here is an example of what I mean by the exercise of personal liberty and personal responsibility. The problem could be solved, in my opinion, if on the part of all three groups concerned—employers, employes and the public—there could be developed personal, local readjustments.

Labor has its national agreement, under which scales of pay are identical from one end of the country to the other—in small towns, at way stations and in great cities. This is obviously an unsound arrangement. Living costs in different sections are not so standardized. Work cannot be so standardized.

The government can go at such a problem in only one way. The government, because it is a government of the whole people, cannot legislate locally. We have to strike averages all the time. We fix the voting age at 21. That doesn't mean that many boys of 16 or 17 are better fitted for the franchise than many men of 50. But the government can function only in a general way. And this is the reason it should stop meddling with matters that can be best remedied by local treatment.

Get Together

What we want in this country is a growth (or should I say a reawakening?) of the live-and-let-live spirit that has always been a characteristic of our people. Let us have more of mutual, individual getting-together conferences between opposing factions, and less of governmental meddling and encouragement of dependence on the government. That, as I see it, is a sure way to straighten out our domestic problems and regain our prosperity as a nation.

HAVE YOU EVER MET THE PEOPLE

Who are so nervy and presumptuous in their questions and requests that we haven't the nerve to repulse them?

Who are so sensitive that their feelings are very easily hurt, and yet who do not hesitate to walk roughshod over other people's feelings?

Who are quite oblivious to the fact that sometimes they are in the way?

Who apply all morals to other people but none to themselves?

Who can tell how to settle problems of government but have no knack for handling their own affairs?

Who are an authority on every subject—and usually wrong?

Who make a considerable showing in point of achievement and appearance—but at someone else's expense?

Who always have a good excuse for not having made good?

Who are exceedingly affable—when something is coming their way?

Who can always give the best of reasons why they should do what they want to do?

To become a top-notcher, keep in top-notch fettle mentally and physically.

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Are You Willing to Worry?

(By Harry Botsford)

"NORMALCY" is the most abused word in our modern language; certainly it has been booted, muffed, man-handled and maltreated by every known variety of the genus man from the barrel-a-year cross-roads merchant at Hicks Corners to the executives of the largest corporations in the United States. Every journalist with a spark of life in him—yea, and every editor, too, has taken the word and used it as the basic text for much hot air anent the business and industrial situation.

What really constitutes normalcy? The writer claims—and he believes this statement will arouse argument—that normalcy is really the willingness to worry. Before exception is taken to this statement let us make one single comparison. What constitutes normalcy in the average family? Let us assume—and the assumption is sensible, I believe, that such normalcy consists in a man being married, raising a family, educating his children, putting aside something for a rainy day, holding down his job, and, in general, being a decent and law-abiding citizen. Now—is there anyone who can truthfully say that all this is accomplished without worry? Scarcely!

Worry Develops

Contrast this phase and condition of normalcy with that which presumedly is prevalent in industry today and we find a striking and dramatic contrast. The average executive of any organization—and there are but few exceptions—is unwilling to worry and because of that unwillingness business is wabbling along on a half-portion basis. Show me an organization today that is not trying to speed up production, to cut salaries and to limit purchases to immediate needs and I will show you a whole flock of white black-birds! The average executive today is a modern Dr. Jekyll and Mr. Hyde but he hates to admit it. Visualize, if you will, this individual of odd and composite characteristics. He attends a sales conference and talks to his salesmen. A hand toys with the golden chain draped athwart a well-rounded stomach and he mouths well rounded—and insincere—phrases.

He tells his salesmen that there really is no depression; that they can go out and sell the prospect. He is talking pure bunk when he blandly explains to the defenseless salesmen that business is really good and that all they have to do is to go out and place their proposition before purchasing agents and that purchasing agents will begin signing orders with reckless abandon. And the executive knows it is bunk when he is talking; otherwise he is a normal man—but he doesn't want to worry!

Let us shift the scene. The executive leaves the sales conference for his office. A frown creases his brow—and he almost starts to worry! —but an idea comes which will eliminate worry, so he gets his chief purchasing agent on the wire and says with finality, "Don't buy a damned thing!"

The above is a statement of facts; it is almost a verbatim account of what has happened and what is happening today in industry and the very insincerity of it is the thing which is making this depression purely a psychological matter rather than an economic one.

Executives today have lost their ability and their willingness to worry. That is why salaries are being cut, why office forces are being cut to the bone, why advertising appropriations are being limited and why every known method of retrenchment is being used. Just to save the executive from worry! The average executive has had four years of good business, minus worry, and he has grown soft and flabby on it.

Time was when a business problem came up and that executive met that problem like a fighting man; he ate, slept and worked with that problem—every hour of waking life was so crammed with that problem that he solved it. But he had to worry like the devil to do it! Not so today; he leans back in his chair and complacently waits for the other fellow to do the heavy worrying, without ever thinking that the other fellow is playing exactly the same game! He can't and he won't worry.

What industry needs today is fighting men at the head of it; men with the ability to analyze and fight—not waiters but go-getters. Industry needs men who will keep purchases of today on a par with the same proportion which existed three years ago between sales and purchases.

Executives whose fighting ability is a tradition should be relegated to the scrap heap or given some post in the organization where their supine attitude toward present conditions will not interfere with the healthy recovery of business to "normalcy" which will only come when new blood is placed in a position of power—new blood with the ability and willingness to worry.

Are you willing to worry?

IMPRESSIONISTIC

"What gives you the impression that he is a good hardware salesman?"

"Well, he bolts his food, tips the waiter, squares his shoulders, and gives your hand a wrench when he shakes it."

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KNOWING THIS MAY SAVE LIVES

Everyone should know what to do in case of such accidents as electric shocks, gas asphyxiation or drowning. It may enable you to save the lives of some of your employes, co-workers or members of your family. It is worth keeping posted in your office and reprinting in your local or store paper:

Gas Asphyxiation

Remove the victim from the poisonous atmosphere. If he is still breathing, administer oxygen from a tank with a bag and mask for twenty minutes. If he is not breathing and his jaws are locked so as to interfere with effective artificial respiration, pry them open and wedge a piece of wood, and remove any foreign body from his mouth. Then give artificial respiration as shown by illustrations.

Electric Shock

With a single quick motion free the victim from the current. Use any dry nonconductor (clothing, rope, board) to move either the victim or the wire. Don't take hold of the live wire, and beware using metal or any moist material. Send someone to shut off the current. If the victim is not breathing remove from his mouth any foreign body. Then give artificial respiration.

Begin Artificial Respiration at Once

Lay the victim on his belly with his face to one side so that his nose and mouth are free for breathing. Place the victim's arms and hands exactly as shown in figures 1 and 2, one arm straight out beyond his head, the other under his head. This position is important as is helps to expand his lungs. In drowning cases have the head a little lower than the body.

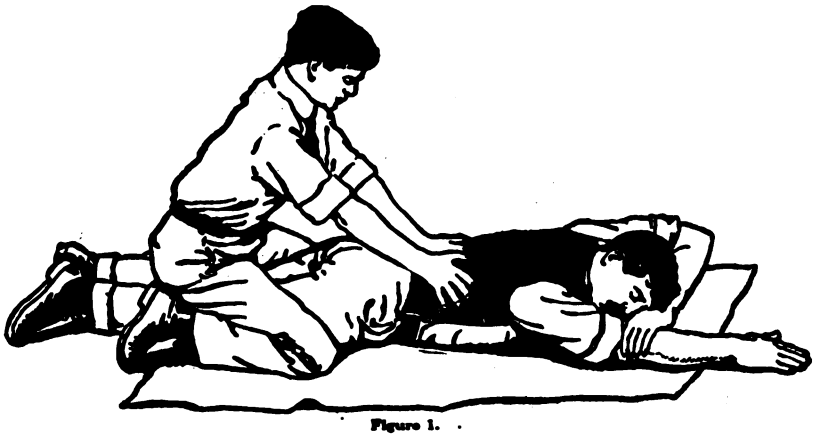


Figure 1.

Drowning

As soon as the victim is taken from the water place him face downward, clasp your hands under his stomach, and lift him several times, letting his face hang down so as to drain his mouth and throat. Remove from his mouth any foreign body (tobacco, false teeth, or gum). Do not stop to loosen his clothing. Do not carry him any distance. Do not wait for a doctor. Treat him yourself.

Kneel, straddling the victim's thighs and facing his head; rest the palms of your hands on his loins (on the muscles of the small of his back), with your thumbs nearly touching each other and with fingers spread over his lowest ribs (see figure 1).

With arms held straight, swing forward slowly so that the weight of your body is gradually, but not violently, brought to bear upon the victim (see figure 2). This act should take about two seconds.

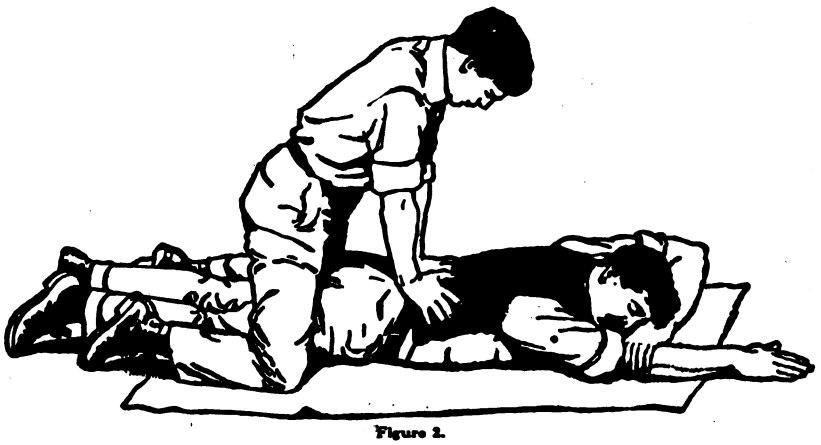


Figure 2.

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Then, leaving your hands in place, swing backward slowly so as to remove the pressure, thus returning for two seconds to the position shown in figure 1.

Repeat deliberately 16 to 20 times a minute the swinging forward and backward—a complete respiration in about four seconds. Keep the movements in time with your own breathing.

While the artificial respiration is being continued, have an assistant draw forward the victim's tongue, if it has fallen back (fortunately it usually falls forward when the victim is face down). Hold the tongue out if it tends to draw back, by wrapping a handkerchief around it. The handkerchief may also protect the assistant's fingers from being bitten. The assistant should also loosen any tight clothing around the victim's neck, chest or waist.

Do not permit bystanders to crowd about and shut off fresh air. Keep the victim warm with proper coverings and by placing beside his body hot bricks, bottles, or rubber bags filled with warm (not hot) water. Wrap bricks, bottles, or bags so as to prevent burning the victim.

Continue the artificial respiration without interruption until natural breathing is restored, or for at least three hours. If natural breathing stops after being restored, use artificial respiration again.

Do not give any liquid by mouth until the victim is fully conscious. Keep the victim flat. If after being partly resuscitated he must be moved, carry him on a stretcher. It is dangerous to make an ill person, or one injured in any way, sit up or stand. To make him walk may cause his death.

TWENTY-SEVENTH ANNUAL CONVENTION OF HARDWARE MANUFACTURERS AND JOBBERS

The twenty-seventh annual convention of the American Hardware Manufacturers Association and of the National Hardware Jobbers Association will be held at Atlantic City, October 17 to 22.

On account of the unusual conditions that have prevailed for the past few years and of the advisability of manufacturers and jobbers conferring and comparing methods and obtaintain information, a large attendance is expected.

The automobile accessory branch of the jobbers association will be held at the same time. Practically all hardware jobbers are likewise jobbers of automobile accessories.

An exhibit will be held in connection with the convention.

A most interesting program has been prepared, which will make the convention full of interest and of value to every member.

Some men are faster than others, and the faster the better if real efficiency goes with real speed.

"DOG MEAT" METHODS

Are Hardware Merchants as Short Sighted as This Butcher of Whom Hamp Williams Writes?

Editor HARDWARE WORLD:

Ten cents worth of dog meat cost a grocery man a good customer who had traded with him for seven years and whose average monthly purchasers were seventy-five dollars per month cash, and this is the way it happened:

This lady customer had a very nice dog and this dog had to eat, but she could never find any refuse meat at this store. He was always out and she had to buy meat every time. So one day she had bought her groceries and asked for some dog meat. The grocery man went into the scrap box, brought out a piece of refuse meat, put it on the scales and said to his customer, "Twenty cents."

She said, "I only wanted a dime's worth."

He placed the old bone on the meat block and cut it in two and begun to wrap up half of it, when all at once it dawned upon the customer that he was a very stingy and penurious man and she said to him, "You keep that dog meat and sell it to someone else; you may also keep the groceries," and out she walked and has never traded another cent in that grocery since. This man has been running this grocery store on this same corner for thirty years, worth no more today than when he began, never changes his methods, just depends on people coming in and buying just because he has the goods and they have to have them.

He could have well afforded to have fed that dog every day for nothing, rather than lose that customer, and that was not necessary. If he had said, "Twenty cents' worth, but take it along for a dime. You are a mighty good customer and we appreciate your trade," it would have been far better. That was all that was necessary to hold that customer.

I wonder how many of us use our regular customers as we should. I try to never let my regular customers get common; they must have at all times special attention in my store.

If you cannot hold the old, how do you expect to satisfy the new?

Hot Springs. HAMP WILLIAMS.

INCREASING ENAMEL WARE SALES

The policy of the Nicholas Hardware Co., of Oak Park, Ill., in selling enamel ware and ordinary household goods is to keep them effectively displayed on tables and counters, well arranged and kept clean, supplemented by good window displays and their usual newspaper advertising, always endeavoring to offer some special value on the popular items.

Happiness is like health in that—Irishly expressed—we never know we have it until we haven't it.

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Selling More Paint

The Traveling Salesman and His Store Friend Discuss Several Fine Points of the Selling Game and How It Is Done

"WELL, Jim," exclaimed Steve Burton, "I'm glad to see you back again. Since your last trip I've been thinking a lot about that talk on salesmanship you gave us a month ago."

"Good," smiled Jim Baker, genial knight of the grip and universal friend of hardware store salesmen. "I suppose you know that's my hobby. I like to discuss store problems, and as I travel around there are many little things to be picked up."

"Sure there is," agreed Steve, as he continued to unpack a shipment of paint in the Square Deal Store. "And I've noticed one thing, Jim—you are always willing to pass a good tip to someone else. That keeps the good work going. But there was one point you brought out last month that just came to my mind while putting this paint on the shelves."

"And what was that?" asked Baker with increasing interest.

"It was what you said about the difference in clerks. You showed that some work entirely for themselves, and others always have the store's interest at heart as well as their own. The latter class will advance faster than the selfish ones; isn't that what you meant?"

"That's the point I wished to bring out, Steve. But how does it happen that you remembered it just now? Is there some connection between that idea and paint?"

"Yes, this paint made me think of what you said, Jim. But I don't know whether my plan is practical or not."

"Oh," encouraged Baker, "you've been thinking out some new ideas that are built on that talk given a month ago. That's good, Steve; it shows the talk was not wasted. But let's hear what you have in mind; perhaps it will help matters if we talk it over."

Did You Ever Think of This?

"That's what I thought," continued Steve, warming under his friend's enthusiasm. "I've been thinking about our method of selling paint, Jim. Take a look at this shipment that just came in. See, we have colors in half-gallon and quart cans. But if you'll notice, there are twice as many halfs as quarts. That would make you think we sell more half-gallons than we do quarts, wouldn't it?"

"Yes, but do you sell more half-gallons?" asked Jim.

"That's what I'm getting at. It is customary for us to sell two half-gallons when we sell a gallon of paint. In that way we have sold the customer a full gallon. Otherwise, if we sold him quart cans, he might buy three quarts instead of a gallon."

"In other words," added Baker, "you sell on the theory that more paint is sold by pushing large containers."

"That's it. But, see here, Jim; there's more to say on that point. I said that we always try to sell half-gallons; but I did not say that they always stay sold. For instance, we'll say that a customer buys five gallons of paint. As he nears the finish of his job he will begin to economize on paint in an effort to save half a gallon. He may see that the last half gallon is more than enough to finish with, so rather than open the last half—when he knows he won't use it all—he gets along without using any of it."

"I see what you mean, Steve. The customer doesn't like to open a large can of paint when he knows it won't be used up. He probably figures that more paint will go to waste than what he will use, and then he skimps so that he won't have to open the big can at all."

"Exactly," declared young Burton. "Now, if the customer manages to get along without opening the last can, the first thing he does is to return it to the store for credit. That's why it happens that we have so much paint returned. I've noticed that nearly every time we sell an order of paint, one or more half-gallon cans are returned unopened.

"In the first place, according to our estimate, the customer will need all the paint we have sold him. But the fact that he returns a can makes it plain that he must certainly economize in order to save paint."

"So, after all, you may sell him enough, but it doesn't stay sold," smiled the traveling man. "I suppose you have been devising some method to make the customer keep all the paint he has bought. Is that your problem, Steve?"

Cutting Down Paint Returned

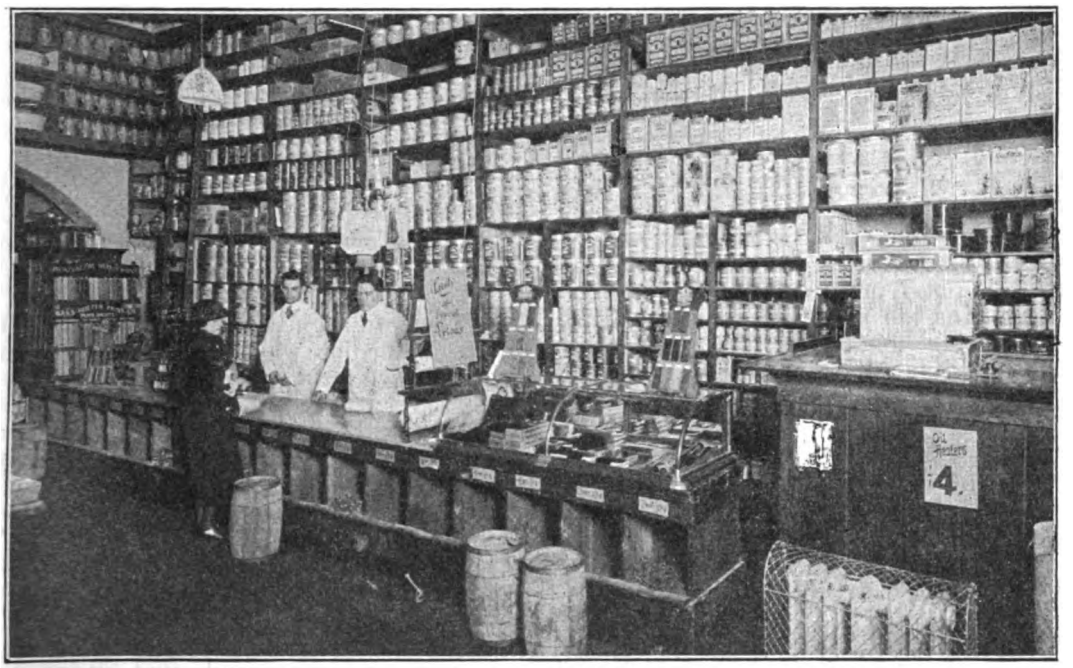
"That's it; at least I figure we ought to find some way to cut down the amount of paint returned. If less paint is returned, then it is a sure thing that more paint stays sold."

"Fine!" exclaimed Jim. "That's good reasoning, Steve."

"There is one way to do it," Steve went on. "I believe the fault lies in the sale of nothing but half-gallon cans. Let us take the example I have already used about the man who buys five gallons. We will use five for convenience; in actual experience there may be twenty or thirty gallons involved.

"But we'll say he buys five gallons, including several quart cans, instead of nothing but halfs. After he has used four gallons, he may feel that it won't take but a little more to finish the job. Now if he had to open a half-gallon

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This live western HARDWARE WORLD merchant carries his paint stock immediately above his nail bins. He knows that when a customer buys nails he is going to use them in something that requires paint, and he immediately suggests the need. Hence it is no wonder that hardware merchants are large distributors of paint products.

can he might hesitate, but since he has quart cans he opens one readily without much thought of economy; and perhaps he finds it takes one or even more quarts to finish the work properly. At any rate, he doesn't hesitate to open the smaller cans so much as if they were larger. Then the chances are he may use four gallons and three quarts—instead of four and a half. And return a quart instead of half a gallon."

"You have therefore made a permanent sale of four and three-quarters instead of four and a half gallons," nodded Jim Baker.

"Sure," added Steve. "A person may dislike to open a large can when he feels it won't be used up entirely; so he gets along without it all together. But if they have a small can on hand there is less thought about waste. So you see, my theory is to sell a quart of paint where we now have half a gallon returned."

"That's a good idea, Steve. And it's practical, too. If I'm painting my house, I don't want any paint left over to dry up and go to waste. Naturally if I see that the last half-gallon is more than I'll need, I simply won't open it. that's all. But if I had a quart can, the chances are I'd open it without hesitating.

Another Psychological Point

"There is another angle to consider," continued the traveling salesman. "Suppose that after I have used four and three-quarters of the five gallons bought I find I have one quart left, unopened. Now if it were a half-gallon can I would be tempted to return it for credit; but with a quart I feel there are places around the house that will need touching-up once in a while. And as a result I keep the last quart for future use. In that way the store has made a permanent sale of the entire five gallons."

"You're right, Jim. All the paint stays sold in such a case. Instead of returning a half-gallon can the customer uses one quart and keeps the other for future work; therefore, he has none to return. I'm going to try that plan from now on, Jim."

"And I'll bet you will find it pays, too," agreed Baker. "But look here, Steve, I've noticed this stock of shingle stain here for a long while—evidently it doesn't move very fast. What's the trouble with it?"

"Nothing," confessed Steve, "I guess we don't push it enough."

Roof Paint and Shingle Stains

"Well, there's an excellent chance for you to try your ability as a paint salesman. Roof paints and shingle stains mean big sales if they are talked properly. Don't you see, a building owner is very careful t protect the side walls of his wooden buildings, but he neglects the roofs. And a roof is subjected to more weather strain than any other part of the building. A careful owner won't let his side walls decay; then why should he allow his shingles to go unprotected? He does it because he has never thought of it in that light.

"The thoughtful salesman brings out such facts and as a result he sells preservative paint for the roof when he is selling paint for the walls of a house. It is easy to show a customer how to save money by painting shingles, instead of renewing them after they have decayed.

"Then don't forget to ask about fences," concluded Baker. "Also, barns, sheds and summer kitchens. When a buyer is in the market for paint—that is the time to sell him all he needs. But it remains for the salesman to do the suggesting. And when you have included the necessary brushes and an extra supply of oil or turpentine, then you may feel that you have done your duty as a real salesman."

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Guinea Hens to Increase Business

Live Missouri Institution Puts to Practical Use the Old Saying, One Flew East, One Flew West, But They All Enlivened the Business With Zest

IT WOULD take a Missouri merchant to think of using a guinea hen to add zest and interest to his sales plans, for of all the various "chickens" to be found in either city or country, guinea hens can prove the best alibi when it comes to being caught.

Aside from that, the guinea hen is a good advertiser, and they can make enough racket to drive all the chicken hawks out of the county, but if you turn loose a whole flock of guinea hens under hot pursuit bedlam would seem a long ways distant.

O. H. Sayler of the Sayler Hardware Co., Hopkins, Missouri, conceived the idea recently of adding interest to his three days annual sale by turning 20 of these temperamental birds loose in the middle of the town and letting the townspeople and assembled farmers endeavor to catch them, offering a good prize in money or merchandise for the capture of each hen.

Of course no one who knows the guinea could believe there was any prearranged or premeditated plot as to when or where or how they could be captured.

The Sayler Hardware Co. have been handling hardware, implements, furniture, etc., for quite a number of years, besides they operate the Wray Hardware Co., Pickering Mo., Wray Hardware Co., Maryville, Mo., and Foster & Shum, Sharpsville, Iowa.

Here is the way Mr. Sayler himself describes the matter:

"For a good many years it has always been our plan to hold a special sale every spring. When the time came this year we debated long and hard as to the advisability of it. We wondered if the expense would be too great or the sales too small to justify the attempt.

Didn't Want to Court Failure

"Then we argued with ourselves that to lie down on the job was to court failure for the year. So we went after the sale. The results were a very agreeable surprise. Though the sales were not as large as usual, a good many prospects developed that we would not otherwise have discovered. These have made a good many sales following the three-day special event, and they are still coming.

"Strangely, in years past we have always been 'favored' with a big storm, either rain or snow, during these special sales of ours. But this year the weather was clear and we told our customers and friends that all we lacked was the bad weather; that if we could have it, business would be great. It had become so established in the history of our annual sale that a storm had to accompany it that the peculiar circumstance furnishes us no little publicity and keeps the event in the minds of the people.

"It is our custom to arrange special sales on each of the three days. This time, on Saturday morning, the last day, we released twenty live guineas from the roof of our building, with prizes of articles of merchandise and money to be obtained at different places of business in town by the captors. This feature of the event had always been staged exclusively by ourselves; on this occasion, however, a few of our other merchants furnished some of the prizes.



Merchants in interior and country towns have many opportunities of attracting sales that their city brethren do not have.

The Sayler Hardware Co. are typical of thousands of our readers who know how to use such opportunities to advantage.

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We furnished the balance, did all the advertising and paid all other expenses. The guinea-chase helped very much to bring the people to town early. A good many stayed throughout the day who otherwise would not have come until later or not at all.

"Another of the particularly pleasant events of our spring sale was the banquet we gave Friday night to the jobbers' representatives who assisted us. The local high school orchestra of eighteen pieces furnished music for the occasion. A special speaker entertained the men for a short while. Then followed short talks by a number of those present on timely questions having to do with business. This is always a part of the annual event. One traveler told us he would be here at all future banquets if he were within 250 miles. This year our sale took place March 17, 18 and 19.

"No, We Don't Get That Way"

"Gloomy? No, we don't get that way. There is nothing in the makeup of our force that will permit discouragement, pessimism or the 'blues' to enter. To say 'business is good' would, of course, not be telling the facts about the matter. But to say there is no such thing as business would be as radically wrong.

"Twenty years at one job is enough to demonstrate that every day will not be full of sales or profits; nor will every month, for that matter. But farmers will continue their farming, automobiles will continue to run, housewives will continue to replace worn-out articles, new needs will develop at every turn and the man who is looking after his business faithfully will get his share. That is the gospel we preach and we are working hard at the job.

Advertising More Heavily

"We are going ahead on the supposition that conditions will right themselves in a shorter time than has ever happened before, following a war period. We believe we are correct. We are advertising more heavily than usual, both by newspaper and personal letters and we are trying to have on hand the articles our customers need just when they ask for them. Particularly in repairs, we are carrying a heavy stock and the result is very gratifying. Every farmer who gets the part he wants when he wants it will come back after larger items later."

WILL NOT TAKE A CHANCE

Editor HARDWARE WORLD:

We don't want to take a chance of missing a single copy of the HARDWARE WORLD, so instead of remitting you for one year's subscription, we are enclosing check for three years' subscription, for we cannot afford to lose out on a single copy. We get so much out of it and it is so helpful, besides we enjoy it so much.

Pueblo, Colo. CURD HDWE. & IMPLEMENT CO.

What counts is not "How much have you?" but "What have you done?"

THE QUICKSANDS OF CHEAPENED QUALITY

The fear of facing a cold-blooded board of directors next January with a red statement has driven some business managers to sacrifice quality for immediate profits. This practice, we are sorry to say, seems most prevalent in lines where quality is not apparent, but is intrinsic.

Manufacturers of such products are saying to themselves: "We've got a reputation for quality, we'll just slide along on it until conditions improve." And so they cheapen the product just as much as possible, and for a while it looks like a grand plan. But it isn't. Like the virtuous girl who goes wrong, time will find the quality parasite out and the bubble will burst.

Your product will find a lower level, and it will cost you a thousand times the few dollars you have made this year to put it back on its former high plane. Permanent success can only be built on quality that assures a fair profit.

The customer who buys on a purely price basis is at best a will-of-the-wisp. He is here today and across the street tomorrow. To hold his trade you are in constant hot water, for every new price cutter that bobs up is a temptation which he cannot resist.

It is hard to remain honest when you are in a world of crooks. It is hard to say "No" to the siren song that a temporary sacrifice in quality may enable you to meet the new cut throat competition that is springing up on every hand. But the man who has the courage of his convictions and can keep up quality when all about him men are sacrificing their business right for a few paltry orders, will so establish himself that his leadership will be impregnable for all time.

THERE NEVER WILL BE ANY CHANCE FOR—

The idler, the indolent, the lazy.
The leaner.
The coward.
The wobbler.
The ignorant.
The weakling.
The smatterer.
The indifferent.
The unprepared.
The clock watcher.
The impractical theorist.
The slipshod and the careless.
The man who has no iron in his blood.

Those who do not think it worth while to improve their minds.

The person who tries to save on foundations, who does not think it pays to prepare.

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Furnace and Fireplace Accessories

Opportunities Exist for Making Sales in Every Family

JUST as the shoe man finds profit in shoe findings; and the dry goods man in notions, the hardware merchant will find it much to his advantage to call attention to the accessories of stoves, fireplaces and furnaces he is selling. To achieve the best results these things should be advertised in an interesting manner.

"There is poetry and romance in anything if you will just look for it," says the philosopher, and the John E. Bassett Co., New Haven, Conn., have applied this to the advertising of such commonplace things as ash cans and sifters. Take this little gem, conceived by George K. Bassett, who maintains that there is nothing sold by a hardware store that cannot be advertised in an entertaining manner:

> ASH CANS AND ASH SHIFTERS
>
> This is the season when our old friend, the furnace, begins to haunt our waking hours. Some of us are already shoveling coal and ashes for our morning exercise. Have you enough ash cans to take care of all your ashes between the ash man's visits? And don't you need a rotary sifter to help save your cinders and your clothes?
>
> They're cheaper this year—the sifters, not the clothes.

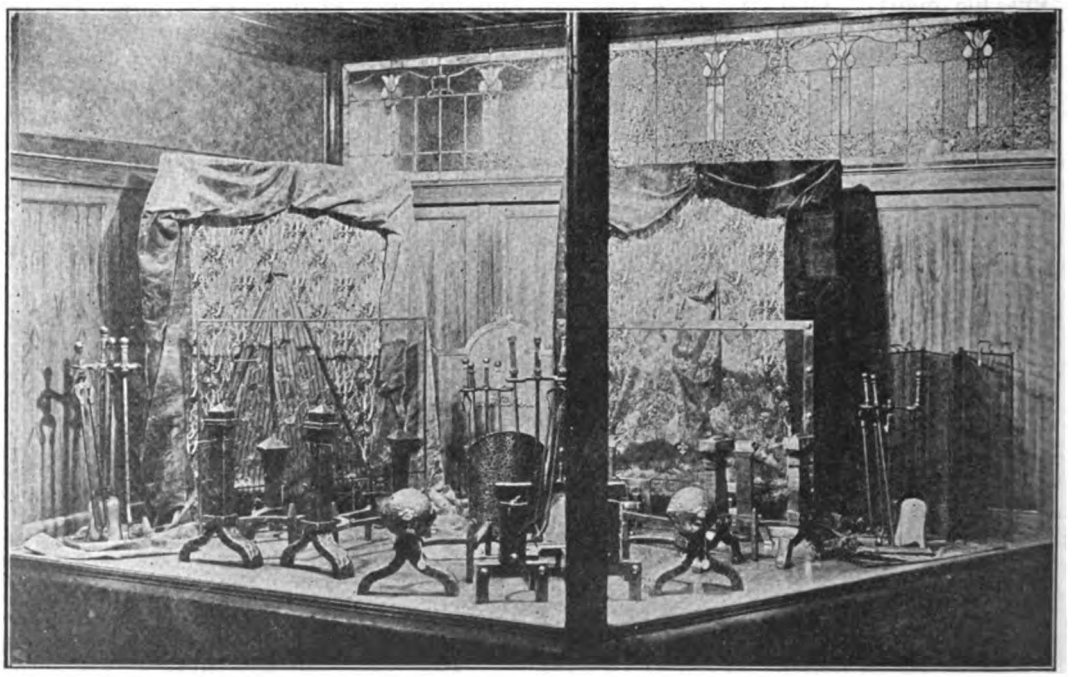
This was followed by a quotation of prices on galvanized ash cans, corrugated ash cans and several types of rotary sifters. Coal hods was another item successfully sold in large quantities by this firm. In order to move quickly a considerable quantity of these more useful than beautiful articles they brought them out of retirement and set them in a long row across the entire front of their building.

They also arranged a window display, showing a stove with imitation fire within, caused by streamers of red and yellow paper kept in motion by an electric fan. Beside it were several new coal scuttles.

A card in the window said: "It pays to buy a good coal scuttle." Similar announcements were run in the papers, the single phrase being repeated on several pages. One of their first customers was of the "show me" type, and immediately asked why it paid to buy a good scuttle. The salesman asked if the coal bin was near the stove and was told that it was some distance away and that coal had to be poured by the hod. "Ever have the handle break just as you were gracefully lifting the scuttle up to fill the stove?" "Say, give me three of those hods, will you?" said the doubter, who at once saw the point.

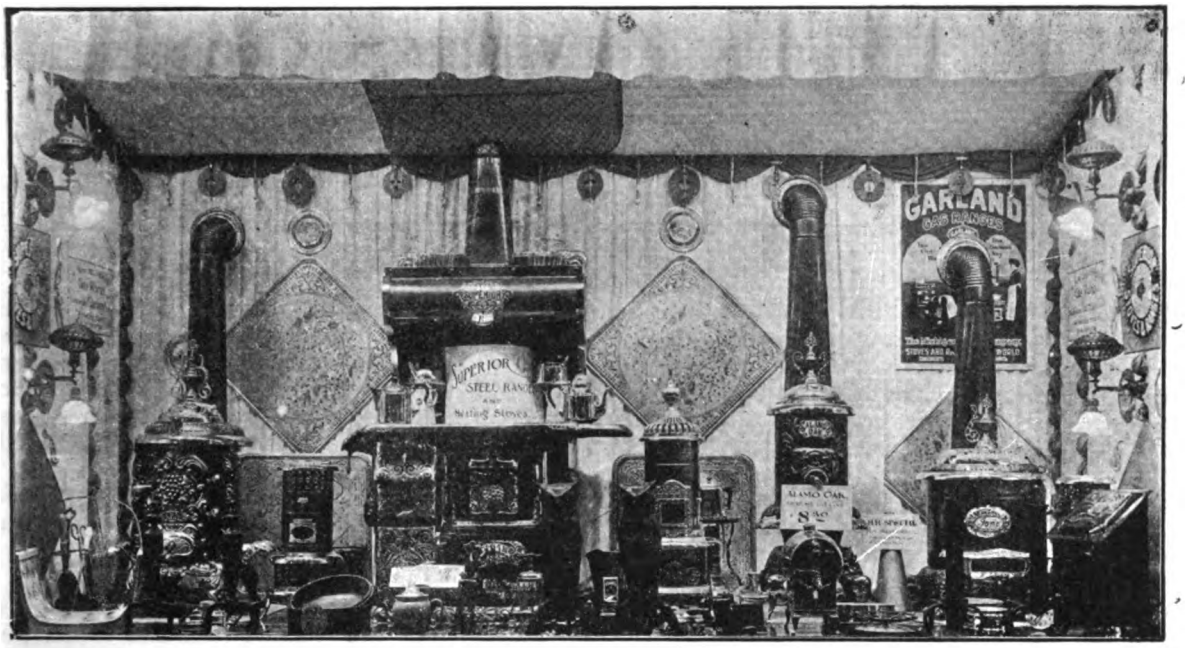
Ludlow & Squier, Newark, N. J., was another firm that had an excellent showing of furnace accessories. Above the display was a large sign:

> Cold Weather Hardware—Tools needed by a man who handles a furnace.



You can materially increase your sales of andirons and fireplace fixtures by just such displays. Your customers need to be reminded of their needs. Suggestion plays a large part in successful merchandising of all lines.

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Another suggestive display of stoves and accessories, which made many sales. This HARDWARE WORLD reader tells us that showing stoves already set up or connected is far more successful than any other way.

In one corner was built up a pyramid of galvanized ash cans with the card "An ash sifter saves coal." Grouped about were furnace shovel, lantern, coal scuttle, poker, hand shovel and flash lights, as well as different lengths of stove pipe. A card on the wall showed samples of weather strip and the advice: "Weather strips exclude all cold, wind, dust and rain." A companion card had attached to it a number of automatic radiator valves.

How Wannamakers Does It

When it comes to the accessories for the fireplace it is far more easy to wax enthusiastic, for one has only to conjure up the comforts of an open fire in order to show that the pleasure will be greatly enhanced through proper appurtenances. Wannamaker's recently ran a chatty advertisement:

AROUND THE FIRE

"I love the Autumn, don't you? I think the best part of it all is coming home to a fire in the dark," said one friend to another, as they cozily seated themselves by the blazing, sputtering fire of the fragrant pine knots.

If you are waiting to light your fire because you have not—

Fire Screens, Tongs, Spark Arrester, Andirons, Fire Set, Poker—

Order them at once from WANNAMAKERS.

Largest, most complete collection of everything pertaining to the fireplace to be seen in the city, customers tell us. Plenty of simple, as well as the more ornate styles.

The ad closed with a description and quotation of prices on various fireplace belongings, and was made more attractive by a cut of a blazing log fire at the top of the ad.

Another Department Store's Method

An ad of even greater heart appeal was used by Famous-Barrs, St. Louis, Mo., at the top being shown a section of room, with two children playing before a blazing grate fire:

UNUSUAL DISPLAY OF ANDIRONS AND FIREPLACE FITTINGS FOR HOME COMFORT

The fireplace of quaint dignity and charm still holds an irresistible fascination. Tales have been told, fates have been sealed, and family ties have been drawn stronger in the old chimney corner. And today there are many folks who consider a fireplace an essential part of a home. Certainly it imparts an atmosphere of cheer and comfort that appeals to all, and with artistic fittings it becomes a thing of beauty. Our showing of andirons is particularly interesting and offers suggestions for practical gifts.

Andirons of Iron. Andirons of Brass. Fire Sets of Iron. Fire Screens of Iron.

Each of these articles had the price quoted, and a tag at the bottom of the ad invited the public to inspect their display of fireplace furniture and at the same time view the wonderful painting, "The Hanging of the Crane."

But the best way to visualize the comforts of the brass, iron and bronze fireplace goods is to arrange a window display, such, for example, as that of the Albany Hardware Co., Albany, N. Y. In the center background was a simulated brick fireplace, with a grate heaped with coal, in the midst of which glowed a red bulb. Fronting it was a semicircular screen, and at one side a brass coal scuttle, while at the other stood a brass rack holding tongs, poker and shovel.

All the articles bore price tags, plainly but not glaringly printed.

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Z. C. M. I. Mighty Monument to Cooperation

The Unique and Picturesque Growth of a Salt Lake Institution—a Large Factor in Hardware, Housefurnishing, Sporting Goods and Accessory Lines

(By H. J. Halton)

IT IS impossible for the non-resident of Utah, without having carefully investigated the subject, to realize the conditions that existed in the state during its early days. Merchandise was hauled from the Missouri River by ox teams, a long and tedious journey of 1000 miles, the actual distance covered being about 1200 miles, occupying from three to six months.

The mercantile interests of the state were controlled by a few individuals, who were not slow to take advantage of temporary scarcities of goods in common demand and charge exorbitant prices for them. At this time calico cost from 40c to $1 a yard, and sugar 50c a pound.

A number of the leading men of the new locality came to the conclusion that this condition could only be overcome by co-operation—a store owned by the people buying direct from the manufacturers and importers. In this way it was felt that fair returns would accrue to capital invested, the profits being distributed among the many, and the best quality of goods be bought and sold at reasonable prices.

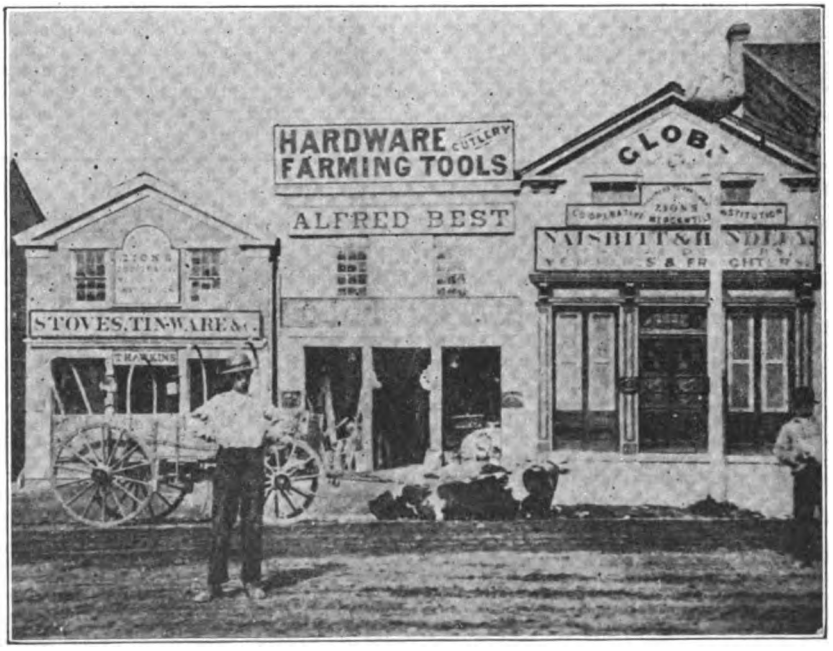
Hence, Zion's Co-operative Mercantile Institution, better known as Z. C. M. I. of Salt Lake, came into existence. Its organization took place October 16, 1868, and business commenced March 1, 1869, with stocks of (dry goods and carpets), (clothing store), (shoe department and factory), (produce), (groceries), (hardware and crockery), (sewing machines), (wagons and machinery), (wool and hides), (drug store), each of these, as indicated by the parenthesis, were under separate roofs.

Virtually Z. C. M. I. became the great balance wheel of the mercantile interests of this inter-mountain region.

Quarter Million Capitalization

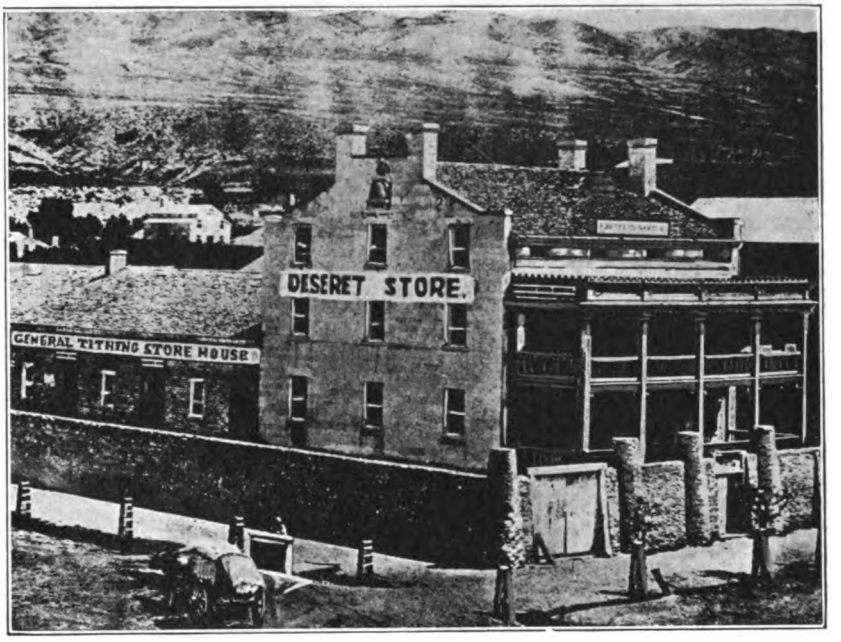
The movement once begun grew rapidly, so that between the organization and commencement of business over $245,000 had been subscribed. About half of this, however, represented goods as five of the local merchants had fallen in with the movement and turned over their goods for stock in the company.

The difficulties that the new concern had to contend with were innumerable. Co-operation was looked upon in the East with distrust and suspicion, and eastern merchants for the moment denied credit or recognition to the institution's representative. Furthermore, the extension of the overland railroad from both East and West reduced freight charges very considerably, so that much of the goods accepted for stock in the company could be had much



Note the beginning of the largest mercantile institution in the Rocky Mountain section, popularly known as the "Z. C. M. I.," some fifty years ago. These pioneers were deserving of all the success that has been theirs. Note the two-ox-power delivery wagon contentedly resting in front.

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As the "Z. C. M. I." was the natural source of supply in those early days, its growth was remarkable. Note the high wall necessary to afford protection against those who, even in that day, were not overly scrupulous in paying for what they obtained, if it could be had in that manner — especially after nightfall. Besides, Indians were a goodly part of the inhabitants.

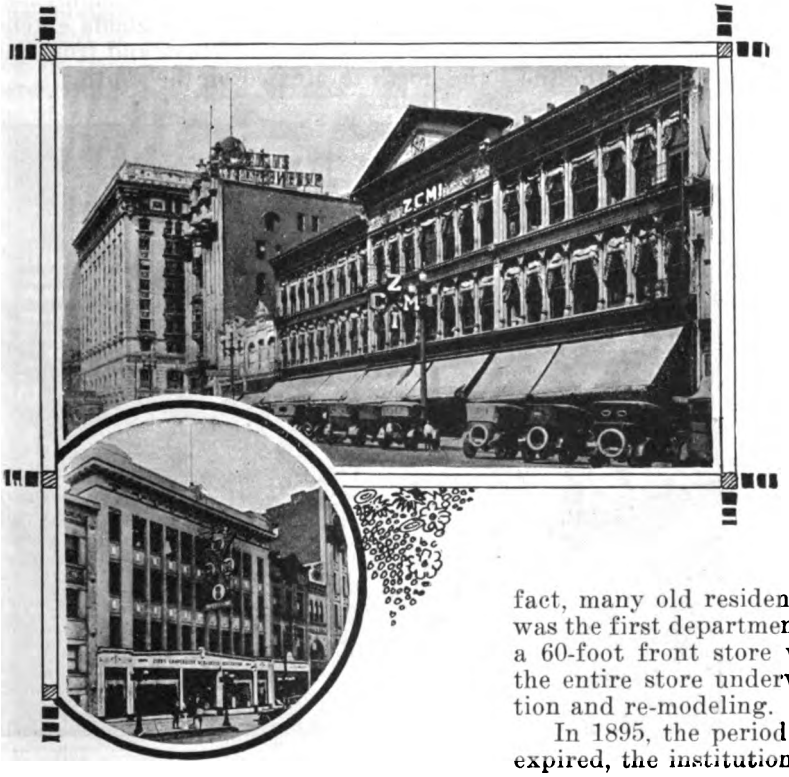
cheaper than when turned over to the institution.

For instance, sugar bought and paid for at the freight rate of $13.50 per hundred was, much of it, unsold when freight rates went down to $6.00 per hundred. This was a severe strain upon the institution, but it came through the ordeal triumphantly, whereas personal or limited business houses would in all probability have failed.

All Departments Under One Roof

In 1870 incorporation took place with a paid-up capital of $220,000. During 1875 a site was purchased on Main Street, and a brick structure with iron front, 50 by 315 feet was erected. Another building of similar size was soon added to the south, and the various departments that had hitherto been separate stores were brought under one roof.

Z. C. M. I. was thus the first establishment in the West to start a department business. In



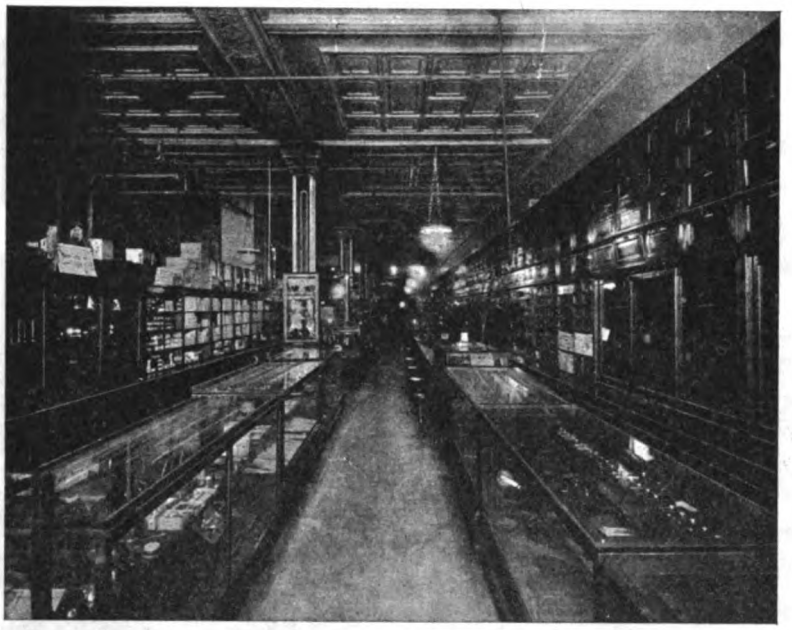
Even these modern buildings do not give an approximate idea of the size of this wonderful institution, which has so materially contributed to the development of the inter-mountain section.

It is no wonder that such an account, such distributors, are eagerly sought by manufacturers.

fact, many old residents claim that Z. C. M. I. was the first department store in America. Later a 60-foot front store was built in 1902, when the entire store underwent a thorough renovation and re-modeling.

In 1895, the period of incorporation having expired, the institution was re-incorporated for

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The hardware department of the "Z. C. M. I." maintains the high standard set throughout the institution. Note the convenience and modern arrangements for displaying their stock. It is needless to add that the buyers and salesmen have been readers of the HARDWARE WORLD for many years.

50 years with a capital of $1,077,000. This stock is held by some six hundred stockholders residing in all parts of the world.

In 1905 a warehouse 120 by 200 feet, three floors, was erected at a cost of $40,000.

Encourage Utah Products and Enterprises

True to the first intention, Z. C. M. I. has not only been the patron of home industry, giving preference to all classes of homemade goods, but has also launched out as manufacturers in an endeavor to furnish employment to people of the state.

In 1870 the manufacture of shoes was commenced, and in 1878 a clothing factory for the purpose of manufacturing overalls, jumpers and other cotton clothing was started. Under capable and judicious management the factory flourished, until in 1888 the volume of business handled demanded better and larger facilities and the present factory building was the outcome. Its dimensions are 50x165, containing four floors and a basement.

The shoe factory today has a capacity of 500 pairs of shoes daily, and the clothing factory a capacity of 125 dozen garments per day. Some 150 persons are given steady employment. The territory covered by these goods extends from Denver to the Pacific Coast, and from Canada on the north to Mexico on the south.



Typical of thousands of our readers, the glassware, chinaware and house furnishing department is a most important part of this institution.

No other department will help more largely to draw trade among the women folk of the community than such merchandise.

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Present Model Store and Huge Trade

Today Z. C. M. I. is one of the handsomest stores in the West, covering a floor space of 200,000 square feet, and is up to date in every respect. The ground floors are occupied by the retail departments, while the basement and two upper floors are used chiefly for wholesale and offices.

The annual sales of Z. C. M. I. from the beginning have averaged more than $3,000,000 and are now close to $6,000,000. The average cash dividends have been 9 per cent, besides stock dividends of $415,000. One thousand dollars invested in Z. C. M. I., March, 1869, has accumulated to $2,014.30 besides earning to its owner $6,371.20 in cash. The institution has a reserve fund of some $500,000. For some years past the dividend has been 12 per cent.

IT'S A WINNER

This world is a winner, my masters, though troubles may on us descend; we always live through the disasters, and everything's right in the end. I've lived through a surfeit of sorrow, I've lived through an ocean of care, I've wept through the night, and the morrow convinced me my woe wasn't there. Some people are always abusing the planet whereon we abide; they hint that if they had the choosing on some other world we would ride. But when they are scheduled to leave us, and flee to a happier clime, they look on the journey as grievous; they think their departure a crime. The longer I live on this planet, the better and smoother it seems; this mixture of gumbo and granite is surely the world of my dreams. The knockers are dealing in fiction who call it a wilderness drear; there's just enough grief and affliction to season the happiness here. There's just enough hustle and hurry to spur us to showing our worth; there's just enough trouble and worry to keep us from dying of mirth. If others are putting up dirges, your voice to the wailing don't lend; the world from all shadows emerges, and everything's right in the end.

—Walt Mason, in Chicago Daily News.

BOSTON HOSE CHIEF IN EUROPE

Sailing on the "Aquitania" July 5, George E. Hall, president and general manager of the Boston Woven Hose & Rubber Co., accompanied by his wife and two oldest daughters, will visit the company's London office, Paris, and other points of interest on the continent. Before returning about September 1, they will travel in the Touraine country of France, visiting the battlefields of the recent World War.

Young Lady (on first visit to Western ranch): For what purpose do you use that coil of line on your saddle?

Cowpuncher: That line, you call it, lady, we use for catching cattle and horses.

Young Lady: Oh, indeed. Now may I ask, what do you use for bait?

"MAKE 1922 THE GREATEST PAINT AND VARNISH YEAR"

This is the first step toward "doubling the industry by 1926," as announced by the "Save the Surface" Campaign Committee.

The "Save the Surface" Campaign Committee, at its meeting in the Hotel Astor, decided that the purpose of its work for the coming year would be to "Make 1922 the greatest paint and varnish year."

In its statement the committee says: "Conditions show that business is really on the up-track and improving. Commodity prices are fairly liquidated and inventories are low. It seems, therefore, to be the logical time for the paint and varnish industry to make a drive within its own ranks to the end that 1922 will be the greatest paint and varnish year.

"While business was at its highest, the industry, through the 'Save the Surface' Campaign, conducted an aggressive national advertising campaign, which has resulted in maintaining a demand for paint and varnish during the business slump. The trade has already cashed in on its investment in this effort. Thousands of friends have been won to this campaign and a gratifying amount of cooperation has been in evidence.

"The slogan 'Save the Surface and You Save All' is one of the foremost in public consciousness. There is the opportunity now to give the whole undertaking a new impetus—to gear up all the activities of this campaign to that objective. This objective will be "Make 1922 the greatest paint and varnish year" as the first step toward doubling the industry by 1926.

"This determined and realized effort presents an opportunity for the employer to play up his sales force and provides a background enabling him to put up the greatest fight ever to increase his business, whether it be through the industrial trade or otherwise, or through the medium of dealers.

"The manufacturers will find this an opportunity to create a spirit of rivalry and enthusiasm throughout their sales organization and will see the advantages of adopting the same keynote, inspiring action in their own advertising and promotion literature to the trade. There is a great stimulus in this new objective and it is certain that with the united industry driving for the same goal through their sales and advertising forces, the year 1922 can, in fact, become the greatest paint and varnish year..

"Jobbers and dealers will have much to gain as a result of this increased activity. The dealer is thinking more actively about his paint and varnish stock and the selling of it than at any previous time, and there are more of them who are receptive to ideas. The 'Save the Surface' Headquarters will aim to secure the vigorous cooperation of the paint dealers, and will furnish cooperative helps to them. In no respect will this cooperation conflict with the promotional effort by manufacturers, nor can it take the place of the manufacturers' effort.

Master painters will be urged to make a survey of their town, list the painting that ought to be done, locate the owners and begin to systematically cultivate them in person and by mail.

This campaign says to the manufacturers of paint and varnish and raw materials, to the jobber, the painter and the dealer, that it is up to them to 'Make 1922 the greatest paint and varnish year' that they have ever had.

"The 'Save the Surface' campaign advertising will continue to use the slogan 'Save the Surface and You Save All' as far as the public is concerned. The 1922 objective is for use only within the trade and should not be used on literature or in advertising put out for public consumption."

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What Policy Should Merchants Pursue

Taken in connection with the letters published in our last issue, the letters given herewith comprise a store of information for buyers, that are invaluable.

Our readers tell us that no other source of information has been more interesting, helpful and complete, in enabling them to visualize, as it were, the views of the entire trade—manufacturing, jobbing and retail.

INTENSIFY YOUR SALES EFFORTS

Editor HARDWARE WORLD:

If I were a retail hardware merchant my policy for the next six months would be to plan my purchases on the basis of quick turnover——work to build confidence, and intensify sales effort.

I would be careful not to overstock, but at the same time, I would watch my purchases closely so as to be sure to have everything necessary on hand.

While this has a general application, it refers especially to the aluminum cooking utensil business. In this line there has been a tendency, during the past few months, to run special sales on inferior grades of goods, with price as the chief inducement. I would confine my efforts to the better quality merchandise in which I knew my customers would always get better value for the money.

Somehow the notion has become prevalent that the general public wants cheap goods—that the so-called buyers' strike has in some miraculous manner deadened the sense of values. True, people have demanded lower prices; they really want the best possible value for the smallest investment.

Whether it be in tools, shovels, stoves or aluminum ware, I would endeavor to stand out in contrast with my competitors. In following the cheap, low price policy of everyone else about me I know that none of us would stand out individually. Realizing this, I would secure quality lines, which have a special appeal, and then concentrate my efforts on that group of lines to rebuild confidence.

I would have a heart-to-heart talk with myself and find a definite answer to such questions as: Do I know how to buy? Am I a good salesman? Am I a good executive? Do I understand my own market—my own trade and what they will buy?—and other questions of a similar nature.

Manufacturers and dealers alike have had things too easy for several years—we found that goods sold themselves; now we must sell. Aggressive methods, planning and hard work still have their reward, as is evidenced by the fact that manufacturers and dealers, who have sensed the new conditions and acted accordingly, are selling phonographs, electric irons, aluminum ware, vacuum cleaners, kitchen cabinets and a host of other items, and at profitable prices.

I would talk things over with myself, decide what must be done—and then get busy and do it, with quick turnover as my chief objective.

Very sincerely,
LEYSE ALUMINUM CO.,
Norman Leyse.

MANY RETAIL MERCHANTS WILL BE CAUGHT NAPPING

Editor HARDWARE WORLD:

As to what would be our policy if we were retail merchants, can only say that in such a position we would undoubtedly follow our present policy, that is, to buy conservatively what we have need of to keep our stock well rounded up for supplying our usual demand and with the view of having goods on hand for our customers when they call for them, realizing that the merchant who has the goods will be the one who will get the business this fall. We believe in this state there will be a good fall business, for we had good wheat crops and a bumper corn crop is now almost assured by reason of heavy spring rains.

We can but feel that many retail merchants will be caught napping when the fall comes by reason of their not having their usual supply of so-called fall and winter items—they holding off, expecting lower prices—which may come, but we hardly look for any marked declines in manufactured goods during 1921. It is true raw material, steel, pig iron, etc., are lower and may be lower yet, but there yet remains the mighty factor of "labor" and "transportation" charges which will offset "price" reduction, as we see it.

We are very careful to instruct our sales force not to oversell any of their customers, but to preach conservative buying to the extent of what they think they will have call for and to keep their stock in good shape to handle the fall and winter business, which we believe will be theirs after the farmers have gathered their crops and marketed them. Yours truly,

OKLAHOMA CITY HDWE. CO.,
S. E. Clarkson, President.

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Since our last issue was published a decided improvement is noticeable in many lines, and by the time this issue is in the hands of our readers, it is expected that orders will be placed in increasing volume.

Merchants are well aware that sales cannot be made without having goods in stock, and the lessons to be learned are apparent. The letters in this issue will be found most interesting and helpful.

CARRY A WELL ASSORTED COMPLETE STOCK

Editor HARDWARE WORLD:

As to what would be our policy for the next six months if we were jobbing or retail (hardware) merchants, we can say that it would be to carry a well assorted stock, not necessarily large or speculative, but complete.

The indications, as well as the reports that we get from all parts of the country, show that stocks have been well reduced. This is confirmed by the business reviews in the trade and daily papers, which also emphasize the fact that consumption is largely exceeding production.

We have recently made another adjustment in our prices by making further reductions of ten to twenty per cent, not because they were warranted by reduced costs, but because we hope and expect to reduce our costs in the near future.

By revising our prices as we have, we believe we have made it possible for the merchant to anticipate his requirements for the period mentioned above with a fair degree of confidence.

We also believe that the outlook for building as indicated by the amount of contracts awarded justifies our advice, particularly as it affects builders' hardware.

SARGENT & COMPANY,
Geo. F. Wiepert.

"DREAM OF THE PAST, BUT BE READY FOR THE FUTURE"

Editor HARDWARE WORLD:

Common sense, hard facts, regardless of where it hurts, must prevail.

Study your local surroundings applied to your business. Let no propaganda of the other fellow govern your actions. No time for theoretical experiments based on well-meant advice.

The game is too big. You cannot change a world convulsion.

Set fast, keep your nerve, talk clean-cut business based on the present only. Dream of the past. Be ready for any future.

Yours very truly,
W. H. RICHARDSON & CO.,
Austin, Texas. W. H. Richardson, Pres.

H. L. Allcorn is preparing to engage in the hardware business at Bangs, Texas.

WHEN YOU HAVE TO USE TELEGRAM AND EXPRESS IS TIME TO BUY A DOZEN INSTEAD OF ONE

Editor HARDWARE WORLD:

If I were a jobber. Oh, if I were a jobber, I'd forget that there is a telegraph office, an express office, or a parcel post. I'd realize by this time that the manufacturer has made heavy sacrifices, and that it is time to use but one order blank for a dozen tools instead of one for each tool, and that on standard goods it is safe to order them sent by freight without the fear that by the time they reach him the market will again be off.

In the end, the consumer pays the peak prices of 1920, regardless of the manufacturer's reductions. Cut out the expensive avenues of communication and shipment for a time, take time to estimate future needs, and order in time.

I don't know when a rush for post-hole diggers or augers will come, and I don't look for all farmers to rush to their dealers at the same time, but fencing is continually rusting away and will be replaced. The time to stock up with goods is therefore when you feel the need of using the telegraph and express, and that is now, because the one order you get will inevitably be followed by others.

Yours truly,
IWAN BROTHERS,
South Bend. By A. L. Iwan.

FARMERS PURCHASING POWER INCREASING

Editor HARDWARE WORLD:

We feel that conditions vary throughout the country, but from information coming to us we think that farmers, as a class, are selling their crops and liquidating their debts, which means that their purchasing power, which has been low for so long, will increase very materially.

In our own line, we find that jobbers are not inclined to buy beyond their immediate requirements, although in some cases they are carrying stocks. Yours very truly,
OSGOOD LENS & SUPPLY CO.,
Chicago. By W. B. Bruckeand.

John E. Balfay, Jr., is the successor to John E. Balfay, Sr., in the hardware and implement business at St. Paul, Kansas.

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"YOU MAY NOT KNOW, BUT WE ARE PAST THE BOTTOM"

Editor HARDWARE WORLD:

You ask, if I were a jobber or a retail merchant, what would be my buying policy for the next six months.

It depends.

John S. Drum, of San Francisco, president of the American Bankers' Association, said in a speech recently:

"The people of the United States have thrown off their depression and have realized that the country faces no problems that cannot be solved by hard labor, clear thinking and courageous action."

That is why I said it depends.

If I were a fellow willing to work hard, able to think clearly and with the pep to act courageously, then I would buy according to the normal requirements of my business in normal times.

That doesn't mean war times, which were not normal times. Then we sometimes bought more than we needed, and sometimes at a price more than we needed to pay—for the reason that buyers were competing with each other in those days, instead of sellers. We used to cuss the fellow who asked us a high price, when often the price he asked us was simply the price some other fellow had offered him.

And that doesn't mean after-war times, which were just as abnormal, when we bought hand-to-mouth, naturally enough, for we were buying on a declining market. Our judgment may have been good, but the effect was bad, for it slowed down business. Perhaps that could not be helped.

But I don't think anybody believes, who knows anything about modern costs of production, that the bottom has not about been reached. I believe it is safe to buy, and I very much doubt if it is safe to wait to buy.

Sharp buying may be all right, but that is speculation; giving service is bound to be right, because that is business. Personally I believe that being in shape to give service will make a man more money in the long run than all the study he can give to trying to find that moment when things are cheapest.

As someone has well said, "The market does not ring a bell when it hits the bottom." Before you know you are to it, you are by it. And I believe we are by it, passed it, even if we do not know it. And, as the colored singer shouts, "I want to be ready when the great day comes!"

So I would buy—but, as I said in the beginning, it depends. If I believed in waiting instead of working, groaning instead of thinking, following my competitor instead of leading, then I might hide under the desk until I was perfectly sure that it was safe to come out.

I like what this man Drum, who is president of the Mercantile Trust Co., in San Francisco, as well as the head of the national association of 30,000 banks, said; and I am just going to close this reply with a little more of the same medicine for what ails us:

"When the depression came on last fall a great many of our people felt that the worst was bound to come, and settled back gloomily to await it. They waited and waited, and nothing happened, and now it is realized everywhere that ruin is not coming, and that prosperity is coming just as rapidly and in just such measure as we work to bring it about."

If I thought best in spite of what Mr. Drum says, to go on waiting instead of working, then I wouldn't buy. Buy, and there will be business enough for the workers, whatever may happen to the waiters.

It is a funny thing about the optimists and the pessimists—they both generally get what they expect. Very sincerely yours,

THE NYE TOOL & MACHINE WKS.,
Harry G. Nye, President.

RETAILERS' REWARD TOO LONG DELAYED

Editor HARDWARE WORLD:

Regarding the policy to be observed by retail dealers during the coming season, our slogan would be one of "watchful waiting." There is nothing to warrant a dealer in anticipating his wants. Prices of all commodities, labor, more than any other, must recede to somewhere near the value of farm products.

The main producer of wealth cannot go on paying high prices for his supplies and sell his products at less than cost of production as now is the case. When labor, manufacturers, jobbers and a whole lot of retailers wake up to this fact and get down to the producers' level buying will commence and business will revive. Our policy is to lower our prices as fast as we get declines from jobbers and manufacturers. No matter what our merchandise cost us we sell it based on the present cost and we buy only what we need and in very small lots.

The retail dealer's life is no downy bed of roses, and we believe if there is any special reward on the other side of the "dark valley" that he is the one that should receive it.

For the past few years the press, public, jobbers and manufacturers have been giving all retailers h— on this side.

Yours truly,

THORPE BROS.,
Versailles, Mo. F. C. Thorpe.

Pastor Brown: Rastus, how is it that you have given up going to church?

Rastus: Well, sah, it's dis way. I likes to take an active part, an' I used to pass de collection basket, but dey's give de job to Brothah Green, who was in the world wah.

Parson Brown: In recognition of his heroic service, I suppose?

Rastus: No, sah. I reckon he got dat job in reco'nition o' having lost one of his hands.

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GIVE THE SAME THOUGHT TO YOUR MERCHANDISE AS YOU DO YOUR CASH DRAWER

Editor HARDWARE WORLD:

What should be the retailer's buying and selling policies?

If this question had been put two years ago, any answer would have been accepted without critical analysis. For everyone knew the answer then, or thought he did. Today, however, no one will make such an admission.

To us there are two important factors involved: First, stock investment; second, selling price.

The average retailer today could cut his stock one-third and do as much, or more, business than he is now doing and make a better margin of profit; and, if the average retailer that is hard up had this one-third value of his present stock in cash, it would materially cut down his liabilities and relieve his mind to a considerable extent.

There never was a time when it was so important for the local jobber to keep his lines complete and give quick service. The retailer realizes that it is to his advantage to buy at home. There can be no greater appreciation of this fact than that voiced in a conversation which the writer had recently with one of our customers.

"Your salesman," said a merchant, whom we will call "C," "came into my store one morning when I was just folding a mail order to an eastern house and he asked me to permit him to duplicate the order so as to demonstrate the advantage in buying from his house.

" 'All right,' I said, and the second day I received the shipment from you, which I sold before I received the shipment from the Eastern house. In the case of your shipment I had collected the money from my sale within the discount terms of your bill, whereas in case of the shipment from the Eastern house I had to pay the bill in ten days and I still had not received the merchandise."

"This experience," our good friend went on to relate, "taught me a lesson which I shall not soon forget"—and, by the way, this merchant didn't forget either, and this incident took place three years ago.

Your Merchandise Costs You Cash

It is a strange thing, but a merchant will invest $10,000 in a merchandise stock and put it on his shelves and out in his back yard—and it goes practically unobserved unless someone calls for it—but take this same merchant, and he watches closely every dollar he has in his till.

Daily he will figure up his bank balance. If he's lucky enough to have his liberty bonds left, he will get them out of his safe frequently and give them the once over.

But what about that gross of alarm clocks an oily-tongued specialty salesman loaded him up with by demonstrating "hot airly" the advantages of an extra five for large scale buying? They are still under the counter—and will be inventoried December 31, 1921, from the inventory sheet of 1920, and save the trouble of counting again and getting the hands dirty. All merchants are guilty alike of this offense, be they retailers or wholesalers.

How, then, are some of the successful retailers attacking this problem? Let us take the case of Merchant A, who is located about forty miles from Denver. Upon analysis of his account we found that the number of separate and distinct purchases made by him during a year's period averaged 30.7 per month, or more than one order a day. This merchant turned his stock a little more than four times.

Now, Merchant B is nearer Denver and is consequently in a better position to draw on our stock and can make especially profitable use of it in filling special orders, and an analysis of his account shows that the number of separate and distinct purchases during a year's period averaged 43.8 a month, or approximately 1.5 per day. Merchant B's turnover for the period analyzed was four and one-half times.

The common figure for stock-turn in the retail hardware trade as given by the Bureau of Business Research of Harvard University is 1.8 times a year. Do you think that when the bottom fell out of business last fall that these merchants had to worry about overstock? Not at all—there was no need for red-lettered price cutting banners decorating their windows—there was no mad scramble to unload. With a turnover of four to four and one-half times these merchants' investments in stock are about 50 per cent of the average merchant.

It all gets down to about this: Buy as you sell. Buy often and in small quantities and strive for turnover. Follow the market in fixing selling prices, both on goods you buy and the goods you have in stock regardless of the old cost. The public today is looking for lower prices and is entitled to the lowest possible prices. Yours truly,

TRITCH HARDWARE CO.,
Denver. F. A. Bare, President.

NEW HYGRADE PRICE SCHEDULE BOOK

We are glad to pass on the announcement of the Hygrade Lamp Co. of Salem, Mass., that the company has prepared a new standard price schedule book now ready for the trade. This illustrates and describes the lamps which bear the Hygrade triangle, including regular B (tungsten vacuum), and C (tungsten gas filled) lamps, also round bulb, tubular, candelabra, sign, country home lighting, Daylight, electric street railway, train lighting, street series and locomotive headlight lamps.

Any Hygrade dealer who has not received this schedule should communicate with his jobber, or with the company direct at Salem, Mass. Far western merchants may also be supplied from the various offices of the Omer Cox organization, western sales agents for the company.

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Buying Power vs. Buying Willingness

Editor HARDWARE WORLD:

Our faith in the "buying power" and also the "buying willingness" of the consumer has been verified. During the past sixty days jobbers and dealers have wired orders for rush shipments. A day or two later they frantically wired, "When will our order be shipped?" Our laconic reply has always been, "Your order received—shipped same day."

"Who Said a Dead Town?"

Last January while nearing Butte, Mont., salesmen on the train said it was no use to stop in Butte, for business was dead. A jobber there said the same thing; that there was no demand for our product or any other merchandise. I requested permission to accompany their city salesman for two hours Saturday morning before my train left. Six calls were made. Four dealer accounts were opened. One dealer had our line, purchased from a Chicago jobber, and the sixth dealer was "out."

In Seattle, where over 50,000 shipbuilders were thrown out of employment due to the closing of the government shipyards, several jobbers had instructed all buyers to "Cease buying."

One live jobber "took a chance" in having a freight shipment sent at once. He put a special salesman out to cover the state, and "found" business to the extent of ten times his original quantity shipment within six months.

In Evansville, Ind., in June, a prospective jobber claimed the demand had changed to cheap merchandise, instead of quality merchandise at a higher price. While we were talking a customer saw my sample on the counter, picked it up and asked the price.

I demonstrated it and then told him the retail price. He insisted on buying it then and there. I had to sell him one of my samples. "If that man will buy a quality article," said the jobber, "send me a gross." Four weeks later he wired remittance by Western Union and instructed us to "Double previous order, and rush."

In Birmingham, Ala. (June), a jobber said business could not be increased. The small dealers were not buying. "Where is the nearest town?" I asked. "Seven miles to Ensley," he replied.

We jumped into his "Henry" and drove through a driving rain to Ensley. We made three calls, opening up two dealer accounts. He gave me an order treble in size of any previous order, and nine days later wired, "Double our last order; business can be secured."

Depleted Stocks Mean Depleted Profits

These are but a few of the cryptic examples that have an important message in formulating future policy. Go into any department store and "listen in" on the conversation between the sales clerk and customer. Perhaps the customer asks for a nationally advertised article that has been featured in advertising by the store for years. The clerk replies in a tone, weary from repetition in answering similar requests, "We are out of that item." After vain searching in other stores, the customer goes home without purchasing anything.

This condition is universal. Ask your wife or daughter what their experience has been when "out shopping." Perhaps it is economy for you, when she is unable to buy those things she wishes. It is lost sales and reduced profit for the dealer; when customers get worn out trying to buy the merchandise they want and cannot find it.

A large clothier in Kansas City features and advertises "Rocking-chair" summer underwear. Yet on June 1 at the very beginning of the summer season—when I wanted to purchase my summer supply, I was informed "We do not have your size in stock."

I had been buying one style and make of shoes and oxfords at one store for over seven years. I went in one day this spring and as usual told the salesman, "Just duplicate this oxford."

He gave it the once-over and said, "We did not buy heavily this year and haven't had this size in stock for several weeks." I decided to wear my old oxfords a few months longer. He didn't even suggest they would be glad to order a pair special for me.

And Yet Business Is Bad!

We are as zealous in helping our customers stop the leaks as we are to make prompt shipments. One customer was ordering an item in quarter-gross lots with a shipment by express every week or ten days. We suggested that he anticipate his requirements and requested permission to ship a gross by freight, as we allow full freight to his city on gross lots. He accepted immediately and advised he had "Overlooked the freight possibility as they had been buying from hand to mouth."

In this case our service department helped conserve some of the "profits" that were spilling out before they got to the yawning "cash drawer."

Pendulum Swinging Toward Normal

It is evident that business has been "off-form" in many ways. Adjustment of industry has been a necessity. From a rampant sellers' market the pendulum has swung to the other extreme of a buyers' hesitancy. The pendulum shows signs of again returning towards normalcy.

There has been more unemployment recently than for several years. It is likewise true that

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the dollar has more purchasing power. Millions of people whose incomes were not swollen by war profits and who have been economizing in their home purchases are now able to purchase merchandise that has been denied them and for which they are in urgent need.

In view of the widespread rumor that retail business is dull, it is refreshing indeed to note the report in the Monthly Review of credit and business conditions in the Second federal reserve district by the Federal Reserve Agent, New York, issue of August 1, 1921. The following paragraph quoted from the Monthly Review furnishes food for thought:

"Net sales by representative department stores in this district during June were 7 per cent below sales of June, 1920, and less than 1 per cent below those of May of this year. As prices on the average are probably 20 to 30 per cent below those which prevailed last year, and as the number of individual transactions in June, 1921, was about 11 per cent greater than in June, 1920, it is evident that the amount of merchandise sold continues to be greater than last year. Sales in June, 1921, show an increase of about 20 per cent over sales in June, 1919, when prices were more nearly equivalent to those prevailing today.

"Sales for the first half of this year were about 5 per cent less than the first six months of 1920, but about 25 per cent greater than during the same period in 1919."

The above indicates that people are still buying merchandise.

We had plenty of feverish excitement during the war period. Everyone appointed himself a committee of one to "cheer on" buying. What business now needs is not so much a "cheer leader" or grandstand applause as it needs team work, and plenty of it. The opposing team of pessimism has been gaining ground and the thunders of the calamity howlers have seemingly drowned out the voices of progress and optimism.

Buy Dependable Merchandise

If I were a dealer or jobber I would first of all strengthen my sales force. I would preach optimism and teach the secrets of service. I would have about me only red-blooded men and women who were loyal to the "firm first," and who believed in value-giving merchandise. I would study and improve my advertising methods and increase my advertising appropriation—whether it be display advertising, dealer or consumer helps or personal presentation. I would analyze my sales possibilities and buy sufficient quantities of dependable merchandise to enable me to meet the normal demand. I would then bend every effort to increase that demand.

If I were a dealer, I would visit the best "live wire" dealer I could find—just outside my territory—and pay him a visit of a few days to learn at first hand that "1921 is rewarding fighters." The lessons learned by observing the results secured by those who are going ahead will put new faith in your own business. The man or business that "hits the line hard" has a hundred-to-one greater chance of reaching his goal than the one who hesitates, after the ball of local sales opportunities is in his own hands.

Team Work Needed

A "cheer leader" is an inspiration between plays. In the thickest of the fight he is unheard. It is the team work alone than then counts. The manufacturer alone cannot carry all the load. Business needs the team work of the jobber and dealer in buying merchandise and going after business with increased momentum. Such team work will keep factories running, will prevent lost business and lost profits because of depleted stock. It will stabilize business quickly and satisfactorily all down the line.

It will renew and increase our fighting faith. In the language of our Birmingham friend, "Business can be secured."

Yours truly,
COMSTOCK-BOLTON COMPANY,
H. P. Comstock, Gen. Mgr.

HAVE SEASONABLE GOODS ON HAND WHEN NEEDED

Editor HARDWARE WORLD:

Business this spring moved in a very satisfactory volume, everything considered.

We find the retail hardware man, as regards his credit, in a very healthy condition. There is no reason why he should not remain in this condition. It is not the time to plunge, and he should buy as he needs it, from his closest sources of supply. If he keeps his stock well filled up, and buys conservatively, he will turn over his stock this year, and do so at a profit.

We find that the consumer is buying what he needs from the home merchant, so it behooves the retailer to do two things—keep his stock up, and his prices down. That is, he should follow the market on all staple lines as near as possible.

We look for a fair volume of fall business, and would advise that the merchant have his seasonable goods on hand early.

Yours very truly,
THE SMITH BROS, HDWE. CO.,
Columbus, Ohio. J. A. Dury, Treas.

B. F. Heathman has sold his interest in the Ashland City Hardware Company at Ashland City, Tenn., to Hamilton Williams.

J. E. Grubbs, D. B. Scohee and B. H. Bartlett are erecting a new building, in which their hardware stock will be installed, at Winchester, Ky.

Browder Hardware Company at Duncan, Oklahoma, have purchased the stock of C. H. Slaving, and are now incorporating their company, with L. A. Browder as president. They will remodel the store and add new goods and fixtures and will also carry a line of shelf hardware, queensware, glassware and house furnishings.

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BE READY TO SUPPLY YOUR TRADE

Editor HARDWARE WORLD:

In our opinion normalcy is returning and the jobbers and retailers need not hesitate to place orders for stock in reasonable amounts during the next six months.

Following the post-war extravagance ultra-conservative buying has prevailed for the past year. In order to liquidate stocks prices have been slashed. The buyers' strike has caused merchants' stocks to run low, factories to close down, men to be thrown out of employment and the public buying willingness to be reduced to the lowest ebb we have seen in years.

Today, we believe that we are on the upgrade. The low ebb of business depression seems to have passed. Crops are generally good the country over. This fall the farmer will have money which he will spend—sensibly, to be sure, but none the less "money to spend." Then too, factories are opening, men are being employed again and this must mean improvement. Finally, the soundness of our financial condition (thanks to our Federal Reserve banking system) must mean easier money.

The lessening of buying resistance which we look for means that the retailers must have goods to supply the consumer demands. Their stocks are so low that they must buy from their jobbers. The jobbers' stocks are also low so they must buy from the manufacturers, who in their turn must buy from other manufacturers. Thus the tide of renewed industrial energy must flow back to the producers of raw materials—to the mills, the factories, and the workers in fields, forests and mines.

It looks as though the wise merchant of today is he who, recognizing these conditions, commences immediately to lay in his stock, ever remembering that over cautious buying now would be as disastrous as was reckless buying a year ago.

The dealer who gets business this fall will not be the one who says to his customers, "I'll order it from my jobber and have it here in a few days." The jobber may have to order from the factory, the factory may have been closed down. In any event, more far-sighted distributors will probably have bought up the factory's surplus, so the dealer may have to wait weeks or months.

In the meantime, the customer, tiring of the delay, will buy from some competitor—one who has had his "ear to the ground" and is prepared to supply demand. Goods cannot be sold unless they are available to the public and to the middleman through whom is found an outlet to the public.

In conclusion, our advice is: Study your markets while marshaling your resources. Then safely and sanely, but none the less surely strive to supply your trade by buying to meet their requirements. Is it not true that the acquisition of good goods is as essential to successful merchandising as is their distribution? It seems to us that such is the case and that acquisition and distribution combine to establish true selling service.

Yours very truly,
THE COLEMAN LAMP CO.,
H. K. Cassidy, Asst. Sales Mgr.

USE CAUTION, YET DON'T LOSE SALES FOR LACK OF STOCK

Editor HARDWARE WORLD:

As to our opinion of the best buying and sales policy for retail merchants: Just at this time we would pursue a cautious buying policy, but would try at all times to have on hand sufficient staple items to take care of immediate requirements.

In our opinion, merchants very frequently lose more by not having the goods called for than they have saved by waiting for a declining market before placing orders for actual requirements.

As to sales policy: We believe in following the market closely and selling on a basis of the market rather than cost.

Just at this time there seems to be a very good business from sections governed by agricultural developments, and we are hoping for an improvement in industrial business in the early future.

Yours very truly,
SUMMERS HARDWARE CO.,
J. A. Summers, President.

DECIDED CHANGE FOR THE BETTER

Editor HARDWARE WORLD:

At the time of your former communication there was such a pronounced degree of uncertainty as to just what the best course with reference to buying merchandise would be that we were reluctant to impart a single utterance. We are very much gratified over what has impressed us as a decided change in this respect in the interim, and can say without hesitation that our judgment is that the wise course to take through the ensuing fall and winter season is to buy one's requirements.

If purchases are confined to this there is but little danger of losses from depreciation in value before the goods could be turned over at a profit. Therefore, it is not a case of "do as we say and not as we do," but do as we are doing. This means that we are placing in numbers a good many orders, but they are small and confined strictly to a thirty to sixty day requirement basis.

Our expectations are that we shall sell these goods at a profit, thereby helping to keep up our volume, and incidentally making a little profit during the while.

Yours very truly,
THOMAS-OGILVIE HDWE. CO., INC.,
R. J. Ogilvie, President.

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SUNSHINE AND PROSPERITY JUST AHEAD

Editor HARDWARE WORLD:

The retail hardware dealer at the present time should conduct his business on the most conservative principles possible, but not to the extent that his business will suffer. There are many articles that the dealer cannot afford to be out of, even though he feels sure there will be a decline in price before he sells the entire amount he has ordered.

Those who are looking into the future with clear glasses, can see sunshine and prosperity ahead, and we will be in the midst of prosperity as soon as we all destroy selfishness and give in its place cooperation. Many of the prices today are too high. Before we can have real prosperity all prices must be reduced to what would be called "normal."

The farmer, the original producer, realizing a decline of one hundred per cent in wheat, does not feel in a buying mood when he discovers that he is paying the same price for a shovel that he paid when the world was at war. Potatoes have but little if any value to the farmer, and all his other products have reduced greatly, yet hotel rates are the same as when sugar was thirty cents per pound.

The railroads insist that they must employ their labor at smaller wages, yet tell us it will even then be impossible for them to reduce their rates. Some manufacturers tell us they cannot reduce their prices, overlooking the fact that they are not operating full time, yet the full overhead is added to their cost. In the meantime, Germany is coming to our markets with such attractive prices that it is forcing many of us to forget the vows made in those most solemn times. People are ready to buy goods when the right prices are established

The largest maker of automobiles in the world informs us that their production today is the greatest ever in their history, but the supply is not sufficient to satisfy the demand. One of the largest, oldest, and most reliable retail hardware stores in Detroit occupied a full page in all our daily papers, the heading of which was "People Are Demanding Lower Prices," and they succeeded in getting people to believe that nearly every article in their store was reduced from twenty-five to sixty per cent in price. The result was a most successful sale. They found it necessary to lock their doors a number of times as no more people could be accommodated at that time in the store.

In Detroit and vicinity business is very fair. The automobile industry is possibly running better than other manufactures. There has been one or two very large automobile companies just organized, and there are one or two more who have about completed their organizations and their announcements will be made in a few weeks. This shows that they have faith in our future prosperity.

Very truly yours,
BUHL SONS COMPANY,
Detroit. A. H. Nichols, Asst. Gen. Mgr.

VISION AND COURAGE NEEDED

Editor HARDWARE WORLD:

It would be useless for anyone to recommend any very great anticipation of needs by the jobber in a period of falling prices such as we are experiencing at the present time.

However, this does not mean a faint-hearted policy which results in orders only upon requisition by the ultimate consumer. While the merchant should not plunge, neither should he hold off buying from the manufacturer until he has actually made a sale.

Just how prevalent this policy is is shown by the large proportionate number of telegraphic orders which manufacturers receive today, calling for express shipments of merchandise. This means a greater expense of doing business and a loss of prestige and standing by the merchant because of his inability to properly perform his function in the scheme of distribution.

During the past six months the buyer should have been cautious and conservative. What he needs during the coming period is vision and a courage to live up to it.

Very truly yours,
THE ELITE MFG. CO.,
J. W. Fribley, Sales Mgr.

MONTANA MERCHANT'S POLICY

Editor HARDWARE WORLD:

We are buying conservatively and only our immediate requirements. We do not believe hardware prices have reached bed-rock as yet, consequently are advising our customers to buy what they absolutely must have and as they need it.

We find that some of our largest customers are buying in small quantities, aiming to turn over their stocks more often.

A large dealer told us recently that unless he could lay goods down at least 20 per cent cheaper from the eastern jobbers than a local jobber, he found it more profitable to buy locally. Taking into consideration the amount of money involved and the turnover of his stock, he found that he was money ahead by buying locally as he needed the goods.

We find merchants are not placing future orders, preferring to buy seasonable goods when they are in demand. A large number of the retail dealers are going on a cash basis and as a result collections are improving.

Yours very truly,
MONTANA HARDWARE CO.,
Butte, Mont. E. S. Woodland, Mgr.

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RECOMMENDATIONS FOR FALL BUYING

Editor HARDWARE WORLD:

Buying is now leveling off and getting to a sound basis.

We're about over the hectic times of over or under-production and of strenuous efforts on the part of manufacturers to keep the wolves from the door.

Contrary to all recent predecent we (The Hardwear Tire Corporation) are advising our customers to studiously avoid overstocking.

This in spite of the fact that we predicted the impending tire shortage.

It would be a comparatively easy thing to feature this shortage as a strong argument in favor of buying in advance of actual requirements.

But we don't believe in it.

We've all been through the period of overstocked dealers' shelves—and it did the manufacturers more harm than the dealers, in spite of the fact that the manufacturers were much maligned and criticized for encouraging this overstocking.

Perhaps they deserve this criticism.

On the other hand, no one could foresee conditions as they have been, and in urging preparedness for a large business the manufacturer sincerely believed he was doing the best thing for everyone concerned.

There were several unfortunate results of this—probably the most outstanding of which was the seemingly unlimited supply of "gyp" tires which were actually the "throwbacks" of surplus stocks that had to be turned into cash or credit.

This was due partly to the fact that there was a shortsighted post-war overproduction—and partly to the extreme reticence of the buying public to pay prices which would cover the seller without loss.

The obvious sequel to this was a wholesale slashing of prices and a general demoralization of the market when everyone decided to take a loss and get out from under with as much negotiable cash or credit as possible.

There was no price on tires.

Anyone with real cash money could just about make their own price.

These were halcyon days for the "gyps" and obviously everyone who didn't go broke became, in varying degrees, a "gyp."

The apparently unlimited supply, however, finally petered out and those of us who weathered the storm now find ourselves in the position of having more orders than it is humanly possible to fill for real tires at a real price.

Nevertheless, experience shows that of the two evils, overstocking and understocking—the latter is the lesser, and for this reason practically all of our customers are buying only as their current needs require.

It was in my mind to recommend avoidance of "gyp" tires—but on second thought, it is probably unnecessary, for conditions will make it almost impossible to get them. There aren't enough tires.

One thing we may be sure of is that if a supply of such tires is available they are not worth any price.

The days of first class tires being sold at less than cost are over, and any tire that doesn't fetch a fair price now is not right for some reason.

A fair price doesn't mean a high price.

Tire prices are and will now remain as low as good quality will permit—but not lower.

Probably the most practical way of buying is on the same basis used by the average manufacturer in selling—that is, by quotas of car-owners in given territories.

Find out how many cars there are in the section you want to cover.

Figure four tires per car per year.

Compare your organization with your competitors and decide what percentage of the total tire business you can get.

Then on this basis keep your stock full enough to cover your requirements for not less than fifteen nor more than thirty days.

Don't jump at bargain prices without being pretty sure of what you are buying—but contrarywise, don't decide that any make of tire is everlastingly damned because one of that make, or two, should happen to go wrong.

Remember, that in a good big percentage of cases the user is partly to blame and that anyway it isn't possible to make 100 per cent of a factory's output 100 per cent perfect.

Occasionally a bad one gets by the most careful inspections.

This is true of tires just as it is of watches, razors, automobiles, tin cans or any other manufactured product.

It sounds platitudinous to say "Buy the best possible quality for the lowest possible price," but the fact remains that everyone takes a flyer from this old axiom every now and then on the hope that it will work out right.

The seller who doesn't give value received these days is very short sighted.

In the effort to give the consumer the most for his money a lot of useless overhead expense has been eliminated.

In our business we realized at the start that we couldn't compete with the largest manufacturers in consumer advertising.

But we could and do compete very successfully in quality and price.

So we decided that the expense usually put into consumer advertising would benefit everyone concerned more if it were devoted to increasing quality and decreasing price.

Another great contribution to lower prices was the adoption of a strictly cash basis.

This basis was adopted not to avoid "bad risks," but to avoid the tying up of a large amount of capital in accounts.

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The expense of thus carrying capital is considerably greater than that involved by credit losses from unpaid bills.

Knowing from close experience that this is the case, we of course recommend buying for cash when the condition of the individual business permits it—but not without being sure of what you are buying.

So, in a few words, our suggestions would be:

1. Don't overstock.
2. Avoid tires of questionable quality regardless of price.
3. Use some practical basis such as quotas of car owners in figuring your requirements.
4. Consider quality first, then if you are able to get it for a low price—go ahead.

Yours very truly,

BENNETT BATES,
Secy, Hardwear Tire Corp.

SUCCESSFUL POLICY OF WISCONSIN MERCHANTS

Editor HARDWARE WORLD:

In reference to yours of July 28, too much optimism is but little better than the ordinary kind of pessimism, inasmuch as both produce a twisted view of things in general.

Therefore, we try to analyze business conditions very thoroughly and allow common sense to shape our opinions as to how cheerful or gloomy the situation really is.

Since the slump started last year, we have been reasonably successful in sizing up the situation far enough ahead as to enable us to profit by our judgment.

While there have been reductions in prices from time to time, and in some cases prices have come down about as low as can be expected, it cannot be denied that the general market still is and will, for some time to come, continue to be moving downward towards lower price levels.

If that is true, stocks should be disposed of and replaced at current prices in quantity only sufficient to meet current demand — nothing more. This operation repeated over and over has the effect of reducing investment because replacements can frequently be made at reduced costs. By the same process, we take our losses early in the game by declining with the market and in so doing we gradually approach the point where we will have on hand a stock of goods bought at prices which will permit us to sell at a profit.

The forcing of sales up to that time will have tended to speed up on turnover.

Our sales and purchasing policy therefore is this:

Go after the sales, don't lose any.
Watch your inventory, unload overstocks.
Keep well sorted up in small quantities.
Get rid of slow movers, and avoid restocking.
Watch the market and get the lowest price on your purchases.

Yours truly,

MOHR-JONES HARDWARE CO.

JOBBER AND RETAILER CAN HELP IMPROVE CONDITIONS

Editor HARDWARE WORLD:

The policy of this company has been and is to as nearly as possible conduct along normal, on all business lines. This in an endeavor to play its part to bring all things back to a normal going business condition.

With call money on the New York curb on July 29 at 3½ per cent, it is an evident fact that the credit situation of the country will soon begin to ease off and the normal purchasing power of the consumer will be resumed with the cashing in of the crops which are now going into the market.

Banks are beginning to report a considerable easing of the situation now.

The only manner in which we can hope to arrive at a normal state of business is not only by the preaching of optimistic doctrines but the conservative practicing of same. Theory is good in some instances, but this happens to be one in which the practical application of their hopes and aims is the much more logically worked out solution along pleasant lines of the conditions which we have just passed through.

Generally speaking, most lines of merchandise have been sold at points below cost of production for the past six months. Now that congress has properly advised us that we can anticipate no lessening of tax burdens and with no apparent correction of freight conditions for some time to come, it is self-evident that there is a large possibility the jobber and retailer will be buying against advancing market within next 90 days. While it is generally true the advance may be but slight, nevertheless he will have an increased value in his purchases by virtue of them costing him more money than the same commodities can be purchased for at this time.

Many merchants and jobbers have viewed price declines of raw materials and labor as the only element entering into cost of production, while they themselves have felt pressure of advance rates and should recognize that declines in raw materials have not reached the manufacturer of the percentage of decline as indicated on the commodity itself. This is due to advance of freight.

The labor condition of the country is such that for the retail channels to benefit as in the last few years the present idle labor must to a large degree be put to work in order that it can resume its normal purchasing power. In order to do this the retailers and the consumers must resume their buying in order that factories can again start up and engage this idle labor in actual production so that at this time much of correction to present situation lays entirely with the jobber and retail merchants. Its continuance is at their pleasure, when they resume their normal attitude and their normal purchasing power, the market generally will become stabilized, business much better and credit very much easier.

Very respectfully,

QUEEN INCUBATOR COMPANY,
By F. E. Coatsworth.

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Builders' Hardware Suggestions

(By W. A. Cherry)

BUILDERS' hardware, as distinguished from general shelf hardware, is those goods that are used upon all of the different types of buildings. This class of hardware includes door, window, dresser hardware, and also any miscellaneous hardware generally termed "finishing hardware."

Finishing hardware does not include nails, bolts, sliding door hangers, sash weights, window cleaners' safety device or any other hardware used during the time that the rough carpenter work or masonry is being installed in a building.

Architects will avoid many misunderstandings if they will clearly specify what they consider "finishing hardware," and also what they wish considered "rough hardware," which is furnished by the contractor for carpentry or masonry. If the architect does not specify this clearly the general understanding as given in the above paragraph, should prevail.

Much of "Give and Take"

There is so much of the "give and take" in the builders' hardware business that it is hard to tell where the stopping point should be. In most cases the contractor or architect wants all of the "take," the hardware dealer gets the "give" end in ninety per cent of disputes. From a profit standpoint this must be taken care of in the making of an estimate for "finishing hardware," either by adding a percentage to the cost, or by furnishing a list of the goods upon which the estimate is based.

The first mentioned way is the best, provided a competent builders' hardware man takes the quantities from the plans and has his costs checked, this gives a chance to make up errors made in one contract by savings made in another.

Making a price based upon a list is always a dangerous proposition, the contractor or architect depending upon the salesman's ability to make a correct list, expects the "finishing hardware" complete for the building even if missing items are not included in the list, and often refuses to pay for them.

No Reason for a Loss if Handled Properly

The builders' hardware department of nearly all hardware concerns is looked upon as the losing end of the business. This is caused in most cases by the owners having little or no knowledge of contract work. They see only the errors and none of the good features of the department. Unless a correct method of accounting for contract work is kept, the contract department will never get the credit to which it is entitled. A system such as mentioned above is now in use and has shown fine results.

Where the contract department accounts are kept in the general set of books, it is impossible to determine the value of the department. The following figures should show on the contract ledger:

Total net cost of all goods delivered for the month. Total net amount invoiced for the month. Total expenses for the month, plus a certain amount for overhead expenses.

With these figures, it can be determined whether the builders' hardware department is making or losing money. "Rough hardware" should not be included in the above account, as the sales are too general in character.

The profit end of any business is what, in the long run counts. This is particularly true of the builders' hardware business. Any concern that considers that they are going to make money out of volumes with low profits is on the wrong track, and sooner or later are going to get hit, and hit hard. The selling, handling and collecting of these accounts are expensive.

A larger amount is lost through bad debts than through the general business, and this can only be taken care of through the average profit obtained and paid for. In many of the states the lien laws are of little value and in many cases the credit department allows the claim to run beyond the time when the lien should be filed to get even such protection as the law affords.

Need of More First Class Men

The builders' hardware end of the business requires salesmen of peculiar qualifications They must have a natural mechanical instinct or they will be a failure. They must have knowledge of architects' drawings and specifications. They must have the will power to study the business in all of its angles, and above all, they should have the art of making money for their employer. A salesman of building hardware, to be successful in the long run, must possess a pleasing personality, know what he is talking about and be able to convince his prospective customer of this fact.

The number of first class builders' hardware men is far too few, probably not one-tenth of what it should be in our country. A school for the education of a large number of young mechanical engineers would make a start toward supplying the demand, but we are met with the question, "What inducement is there for such a man to become a builders' hardware salesman?" We can only answer that the supply is small and the demand large, thus insuring steady employment. The builders' hardware salesmen should be rated much higher than the general salesman, because of the greater mechanical knowledge he must possess.

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WM. A. CHERRY

is a recognized authority on builders' hardware and speaks from an experience of many years' active connection with manufacturers, jobbers and retailers. His long connection with such institutions as Russell & Erwin, Tritch Hardware Co. and Joost Bros., is ample evidence of his marked ability. He was the first to introduce the idea of manufacturing builders' hardware from architects' plans and specifications. As vice president and treasurer of the Western Brass and Manufacturing Co., he has the opportunity of putting into effect some of his ideas in a most practical manner.

Have a Competent Man or None at All

Mr. Hardware Dealer: If you have an incompetent man in your contract department, make a change at once, and if you can get a good man, don't consider price as much as quality. You consider quality when buying goods, why not do the same thing when you employ a salesman? This is the "American Plan" it might be a good point right here to mention that a large number of people have the impression that the "American Plan" spells lower salaries and lower wages for all, but this is far from correct.

Under the "American Plan" it is proposed to pay a man according to his worth, this means higher salaries for the "live ones" and lower wages for the man that never gets anywhere. The day when a good man has a chance to go up the ladder has not passed in this grand country of ours, but the day when he must be more attentive to business is here right now.

Some Builders' Hardware History

The first factory established in this country for the manufacture of builders' hardware was the Russell & Erwin Manufacturing Co. of New Britain. This was in 1849. The writer was manager of this company's builders' hardware department in the city of New York for eighteen years.

The next concern to enter the field in this line was P. & F. Corbin, also located in New Britain. Phillip Corbin was the president of this company and associated with him were Frank and Andrew Corbin. The firm was founded in 1852.

The Yale & Towne Manufacturing Co., of Stamford, Conn., was founded in 1869. Many other builders' hardware manufacturing concerns have followed since that time, but the three mentioned are the pioneers in this industry. Mr. Phillip Corbin, after the formation of the American Hardware Corporation in 1903, became the president of that company and remained so until his death a few years ago. He was nearly 90 years of age at the time he died.

Of all builders' hardware manufacturers Mr. Phillip Corbin was without doubt the best known as well as the most beloved of all. The writer has enjoyed many conversations with Mr. Corbin, and from his rich stock of knowledge gained many fundamental business ideas that have since been of great value.

Another Big Builders' Hardware Man

Mr. George Sargent of Sargent & Co., was also one of the big men in the builders' hardware business. He also lived a long life of usefulness and made many friends who will long remember him. Mr. Howard S. Hart was for a number of years president of the Russell & Erwin Manufacturing Co. Through Mr. Hart's management this company made wonderful progress, and the line of goods produced showed the highest mechanical skill. Mr. Hart also possessed executive ability of the highest order.

Henry R. Towne was for many years president of the Yale & Towne Manufacturing Co. He was retired from the presidency only a few years ago.

The manufacture of modern American builders' hardware dates from about the year 1880. Before that time most of the goods of this line was copied from English goods of very cheap patterns. Before the date mentioned Russell & Erwin Manufacturing Co. had produced a small line of compression bronze goods.

Prior to 1880 hardware had been but little featured in buildings, but after that time a higher grade of hardware was in demand. The larger manufacturers entered into sharp competition for this new business, and for a period of thirty years this competition continued. Dating from 1910 to the present time little if any new ideas have developed in this line of business and some of the older concerns have actually gone backward.

Other Building Hardware Manufacturers

In former years the manufacture of builders' hardware was confined almost entirely to the New England states, but in the past few years extension plants have been established elsewhere. Reading, Pa., has the Reading Hardware Co., and also the Pennsylvania Hardware Co., both large concerns.

The Pacific Coast is also going ahead, and such concerns as the Western Brass Manufac-

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turing Co. of San Francisco have recently produced a large line of builders' hardware, which finds a ready market on the Pacific Coast and the mountain states.

From a list of many a few of the best builders' hardware salesmen might be mentioned: Robert R. Leeds and T. G. Usher, of the Russell & Erwin Manufacturing Co.; W. R. Hill and John Dalglish, of the Yale & Towne Manufacturing Co.; W. D. Holmes and Harry Mills, of P. F. Corbin; Frank Robin, of Sargent & Co., are all men with national reputations and they will be long remembered by the older men in the business.

The Lockwood Hardware Manufacturing Company is also of the old school, Mr. Lockwood having formerly been a superintendent with the Yale & Towne Mfg. Co. Fred G. Higgin, of Berkeley, is the western representative of this company.

In the year 1880 my hardware experience commenced. My first position was with George Tritch, of Denver, Colo. A few years after the George Tritch Hardware Co. was organized. At the present time the concern is the Tritch Hardware Company. Strict business rules were always maintained and the training was of much value in after years.

Some Things to Remember

After close association with the hardware business for forty-one years my opinion is that it is a good business if a man has the right qualifications. Maintain friendly relations with your competitor. Stick hard and fast for fair prices. Don't let the factory representative tell you what margin of profit to add. Remember, he is working for sales.

Figure a margin of profit that will pay dividends at the end of the year. Don't let anyone fool you about 10 per cent profit, for any contract taken on such a margin is a loss. If you promise a customer a good line of hardware, then give it to him and you will make a satisfied customer. Remember, that the salesmen who have reached the highest point are not those who have used the lowest prices. These men are the ones in whom the architect and contractors have confidence and feel assured that they will get a square deal.

ALL ON THE LOOKOUT

In enclosing our renewal to the HARDWARE WORLD, we want to tell you that we could not get along without it, and everybody in the store makes a grab for it, to see who will be first when the mail man brings it.

Santa Cruz. EAST SIDE HDWE. STORE.

J. L. Tucker is planning to engage in the hardware business at Erwin, Tennessee.

G. L. Hester, hardware merchant at Greenwood, Ind., sustained a fire loss of $18,000, but will resume business as soon as a building is erected. He is now purchasing stock and fixtures.

SUCK-SESS SEEK-RETS



Onst there wuz a Man who went into bizness for hisself. He felt that he wuz a Big Gun to have his name over the doar.

It maid him swell with Pride at the thought of bein' able to say to his emPloyees, "Do this," or "Do that."

Pretty Soon he wuz takin' things mighty Easy. He wood get Down to bizness when the morning wuz half Over, an' he wood take a Kouple of hours off at noon, an' leave early.

If anyone Hinted that he ought to be on the Job, he wood say, "That's awl rite. They is plenty their to tend to awl the bizness what they is."

An' he wuz rite at that, for they wuzn't any too much bizness to do. The Help took things easy an' each one shielded the other. If the Boss come in an' found only one in site, that one wood klaim that the others had just gone out on a errand or wuz attendin' to sum important matter.

Instead of this, like as not, the help wuz at home asleep or attendin' a movie.

The less bizness they wuz the less knead the Boss saw of bein' on deck. His credit got pore, an' his help maid fun of him behind his back Because they had no respeck for him. It wuz plane that he wuz goin' to lose all he had if sumthink wuz not Dun.

Sew he advertised that on Account of pore Health he wuz obliged to sacrifice his bizness an' Seek a more favorable Climate.

Peppul laffed an' asked him what disease he was Sufferin' from, an' he Klaimed that it wuz Brain Fag.

But most foakes though that he wuz MistakeN, an' that the trubble wuz Elephantitus of the Ego.

He sold his Bizness an' got enough out of it to partly pay his Creditors. The rest stands in judgments against him. He lost awl his own money that his father left him.

Next time—he'll be wiser. But next time is a long ways off.

BULL DOG SKID CHAIN FASTENER

The Western Mfg. Company has been formed at Flagstaff, Arizona, to manufacture and market the trade-marked Bull Dog skid chain fastener.

It is claimed for the new device that it grips with the tenacity of the bull dog and that it can be taken off or put on in a few seconds, even in the mud and with gloves. The device is also said to eliminate the use of equalizers and to keep the chain tighter by the powerful fulcrum that is built into it.

H. R. Paulstone is the inventor of the device and with him in the company are H. A. Samsky and Harry Paulstone as manufacturing head and sales manager, respectively.

B. A. Gietzen, of Columbus, Neb., is the successor to Louis Held.

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WHEN YOU BUY GOODS BY SAMPLE

(Copyright by Elton J. Buckley)

When a man buys goods from sample, and, when they are delivered, he finds they are not according to sample, and therefore not what he bought, what should he do to protect his interests in the matter, and particularly how long a time has he got, after the goods are delivered to him, to inspect them to see if they conform to sample, and to return them if they do not?

This question is constantly arising in the experience of business men, both large and small, and it has occurred to me that it may be useful to answer it.

I should say first that every sale in which a sample has been shown the buyer, is not necessarily a sale by sample. Very often a sample is produced to the buyer before the sale is made, but the order or contract subsequently entered into will contain its own description of the goods. In case of dispute over whether the delivery is good, the description in the order or contract will govern, and not the sample. A sale by sample is a sale made solely on the basis of the sample, without any other standard of quality, and without any other description. In such a sale the well established law is thus

On a sale by sample the obligation rests on the seller to deliver goods corresponding to the sample, and if they do not correspond there is a breach of contract on the part of the seller entitling the buyer to reject the goods and relieving him from liability for the price if he returns them, or entitling him to sue for and recover the difference if he retains them. If only part of the goods are defective and the contract is divisible, the buyer may return those not corresponding to the sample and retain the remainder. For the purpose of determining whether the goods do conform to the sample the buyer has the right to an inspection and examination of the goods in bulk. The inspection should be made within a reasonable time and at the place of delivery.

You see, therefore, that the buyer has choice of three remedies if the goods sent do not conform to sample:—

1—He can turn the goods back and refuse to pay for them.

2—He can keep them and pay only what the goods are worth. This is, of course, not necessarily the contract price.

3—If any of the goods sent are according to sample, he can (if the order and the goods are easily divided up into sections or lots) keep those that are like sample and return the rest.

Note that the buyer in such a case is entitled to inspect the goods when they arrive, but must do it within a reasonable time. What is a reasonable time is a very difficult question; thousands of law suits have arisen out of it. A reasonable time is such a period as is reasonable under all the circumstances. Therefore, as the circumstances would always differ, so a reasonable time would differ. I have before me the decision in a case which an appeal court has just decided on this point in which it was ruled that two months was not unreasonable under the circumstances. This is much more latitude than the courts usually give in such cases.

This case was interesting. The buyer bought the goods by sample March 9, and they were shipped and received shortly after that. The buyer didn't look at them until some time in May, when he found, as he claimed, that they were not according to sample. He shipped them back on May 5, and refused to pay the bill. The seller sued on two grounds, first, that they were according to sample, and second, that even if they weren't, it was the buyer's duty to inspect them within a reasonable time, which he hadn't done, and his holding of the goods up for two months bound him to take them.

If this case had been referred to me, I should have been much inclined to advise that an interval of two months between receipt and return was too great, and that the buyer was probably bound. Nevertheless, the jury that heard this case decided that two months was not unreasonable, and the court that heard the appeal affirmed this on the ground that the question was primarily one of fact for a jury, and the jury having decided it in favor of the defendant (the buyer), the verdict must stand since there was nothing necessarily unreasonable about a two months' interval. The following from the decision is interesting:

The defense presented to the plaintiff's action was that the merchandise contracted for was to correspond with the sample shown, that the defendant relied on the statements of the plaintiff that the goods would correspond therewith, and that the goods delivered were of an inferior quality, different from what was ordered except as to a part of the quantity. The remainder of the bill was returned to the plaintiff as unsuitable and not according to the contract. The plaintiff's invoice was dated March 9, 1920. The merchandise returned was delivered to the carrier May 5, 1920.

The sale having been made by sample, there was an implied warranty that the goods shipped would be like sample, and the buyer was entitled to a reasonable opportunity to make the necessary comparison and where as in this case as the defendant alleged, the goods ordered were mixed with other and different goods not included in the same contract, the buyer could accept the goods which corresponded with the sample and reject the rest.

We are not disposed to hold that the time intervening between the receipt of the merchandise and its return was an unreasonable period in which to inspect them and ascertain whether they were up to the standard of the contract. Making due allowance for the time probably consumed in shipment (about one week—E. J. B.) the period is not so long as to require us to say the delay made the defendant liable for the bill. It was a fact of which we may take notice that in that period transportation was attended with much delay, and a considerable time may have been consumed. The question of the reasonableness of the time (taken by the buyer to examine the goods and act) is a mixed question of law and fact under the particular circumstances of the case, and is therefore for the jury to decide. Regard being had to the extent of the defendant's business and the actual time between receipt of the merchandise by the buyer and its return, we think the court below rightly refused to give judgment for the amount of the claim.

In spite of this decision, the general law would still be held to be that a buyer must not delay in the examination of the goods, but must examine them as soon as practicable in the ordinary course of business.

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VANCE McCARTY NOW WITH THE CHICAGO BELTING COMPANY

Vance McCarty, one of the most prominent men in the leather belting industry, has been elected vice president of the Chicago Belting Company. He leaves the Edward R. Ladew Company, a subsidiary of the Graton & Knight Mfg. Company, where he was vice president.

Mr. McCarty has been brought up in the leather belting industry, the first six of his twenty-two years' experience in this field being spent in the various departments of the manufacturing end of the business. For the last sixteen years he has been associated largely with sales work, where his intimate knowledge of manufacturing conditions, as related to consumers' requirements from an economical viewpoint, proved invaluable to him. Although Mr. McCarty is an authority on all subjects connected with the manufacture of leather belting, it was as a salesman that he established his most enviable record. He has built up a record for individual sales of belting which has never been equaled in this country.

Vance McCarty started in the leather belting business when he was 18 years old. His first job was in the Riverside Tannery. A year later he began to make leather belts in the belting plant of Fairweather & Ladew. From 1900 to 1905 he worked in every department in the entire plant and at every individual operation in the manufacture of belting. He started with the fleshing of belting leather in the currying department and at the time he left the factory to become a salesman, he had charge of cutting and sorting, one of the most important positions in the actual manufacture of leather belting.

From 1905 to 1918, he was first a salesman for the Pittsburgh branch, and later, in 1907, took charge of that branch and built up the largest volume of belting sales in Pittsburgh district.

In 1918, Mr. McCarty went to New York City and took charge of belting sales of the Ladew Company. During this period of congestion and hurry, he realized more than ever the necessity of maintaining a high standard of quality, which enabled him to guarantee to every purchaser a product which came up to specifications in every detail. This policy has been the basis of Mr. McCarty's phenomenal success in the belting industry.

Mr. McCarty is familiar with the conditions of practically every industry and understands many of the individual peculiarities every industry of belt drives in each of the principal belt using industries. In a number of cases, his solutions of belting troubles have become recognized as standard belting practice.

Mr. McCarty will make his headquarters at the New York branch of the Chicago Belting Company, 127-129 Water Street. He will have charge of all sales in New York, Pennsylvania, Connecticut, Rhode Island, New Jersey, Maryland, Delaware, Virginia, West Virginia, District of Columbia, and will also have supervision over all export sales.

F. G. MORRIS' BALANCED EXPERIENCE

It is seldom that a man has the opportunity or the good sense to pick as liberal and "all round" training in production and salesmanship as Frank G. Morris, who has recently founded the Frank G. Morris Co., sales and advertising counsellors in New York City.

In view of Mr. Morris' intimate connection with both the hardware and implement trade and because of his valuable experience, we are glad to call the attention of our readers to this new enterprise and commend him in it.

Mr. Morris was brought up on a farm in the middle West and attended Iowa Agricultural College. Since that time he has spent three years as a farmer in the West and South; three years more as sales and advertising manager for the Cutaway Harrow Co., and for the last five or six years has been vice president of the Charles Advertising Company at New York. During that time he handled the publicity for such national industrial products as the Papec ensilage cutters, Burrell milkers, Goulds plumps, Henry & Allen drop forgings and Scalecide, "the complete dormant spray."

Thus Mr. Morris has been on the farmers' side of the counter, on the dealer's side of the counter and on the manufacturer's side of the counter, and he has been both the buyer and the seller on the three sides of the triangle. With such an endowment, such an experience and in his present position he should do good and valuable work both for the trade and for any manufacturers whom he might represent.

WEST BEND ALUMINUM COMPANY REDUCES PRICE AND IMPROVES LINE

An interesting announcement has come from the West Bend Aluminum Company to the effect that on July 1 its prices were again materially reduced and that its product, which is generally known as a standard for quality, is being made better than ever. This is the second reduction on West Bend ware in 1921, the first having been made on January 5.

West Bend aluminum ware has always been popular both with the dealer and the consumer. It is considered quality merchandise that sells at a popular price. The demand for it continues steadily and the company is gradually adding new and popular items to its already complete line. West Bend has gotten out some new dealers' helps in the way of new cut-outs and hangers, and merchants who have received them report that the display matter is unusually attractive and useful. Catalog and price lists are ready for distribution and inquiries should be addressed to them at West Bend, Wisconsin.

North Bros. Co., Phoenix, Arizona, has added a complete line of hardware to their stock of tractors and implements.

Hardware Henderson has purchased the hardware store of A. E. Stapwell at Ramona Acres, near Los Angeles, Cal.

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An Actual Selling Experience

A Traveling Salesman Demonstrates How Sales Can Be Made and Proves That Nine Times Out of Ten, That Only Suggestions Are Needed to Make Sales. Is There a Lesson in This for You?

"SHUCKS!" exclaimed Bill Hartley, as he opened his order book, preparing for business. "From what you have said, Yates, I suppose you think everybody is going to cease buying and leave the jobbers with a lot of useless traveling men on their hands."

"Well," replied Aaron Yates, proprietor of the Cedarvale hardware store, "I certainly expect to see things get tighter than they are."

The traveling man laughed. "Yates, you're a gloomy old cuss. I'll admit that things are different today. But merchants have been spoiled. During the war almost anything could be handed to customers and they wouldn't kick. They almost begged for stuff regardless of price because it was hard to supply the demand. And the public bought hurriedly to beat advances in price; but now they are doing exactly the opposite."

"That may be true, Bill. But the fact remains: People are not buying any more; things are tighter than a drum."

"Shucks!" exclaimed Bill again. "See here, old man, I'm out to sell goods. But before I sell you a nickel's worth I'm going to chase some of the gloom from your mental horizon."

Aaron Yates grunted skeptically without making any comment.

Begin Right at Home

"First of all," continued the genial traveling man, "we will begin right here with Cedarvale. You have a dandy little country town here with farmers all around to do a lot of buying. During the 'silk-shirt era' we know farmers equipped their places with modern conveniences which they couldn't afford in former years. You can see evidences of this everywhere.

"There are new houses and farm buildings; you see new silos, windmills, new fences and more farming implements. You will also find these houses have been equipped with light plants and modern plumbing with running water. In short, the farmer, and everybody else for that matter, spent money while he had it. This created 'good times' and many merchants now sit and look back regretfully instead of looking forward. Those day are over, Yates.

"But isn't it plain that these buyers must naturally require additional equipment and supplies; or at least they will need repairs for what they already have. Now if a farmer wants a windmill repair he will come here to your store first. You are close at hand and all of us want service.

"But when he comes here you must have the stock. And to keep up your stock you will have to buy. Buy judiciously if you wish, but don't lose sales and allow money to go out of town to the mail order houses. It's simply a case of having the stuff and then going after business instead of thinking how things used to be."

You Have Heard This Before

"That sounds fine, Bill," said Yates, still skeptical. "But talk doesn't go far with me. See here," he continued, pointing through the open door, "there comes John Burton in his car. He is going to stop in here for some trifle. When he wants some large orders filled he sends away for the stuff. Now John is one of those prosperous farmers you have been talking about—he's got all those new-fangled things on his place. Yet I'll bet he won't spend over twenty-five cents in my store. Let me see if you can sell as well as you can talk, Bill. I'd like to see you sell that farmer something more than he asks for. Perhaps you can drum up some of that loose business that's lying around here."

Yates endeavored to be sarcastic, but Hartley took him at his word.

"All right, Yates. I'll make an attempt; let me wait on farmer Burton—here he comes."

A Proper Method of Approach

"I just want a piece of rope," said Burton, as he entered the store. "We have a pesky cow that objects when we want to milk."

Hartley nodded. "Cows can be mean sometimes," he agreed, as he weighed the rope. "Stanchions in the barn make things better, don't you think?"

"Yes, I do," replied the farmer. "I've often thought about putting in those patented steel stalls and adjustable stanchions; they are fine. As it is now, we simply tie the cows with a rope."

"Modern barn equipment is certainly a great advantage," continued the salesman. "But instead of tying with a rope here is a handy rope halter which makes things easy. See, it is adjustable and can be made to fit a cow or a horse."

"Well!" smiled Burton. "That's pretty nifty. I wonder why Yates never showed these to me before. Let me see—I can use four of them—no, make it five—one for the horse and four for the cows."

Bill wrapped the items quickly.

"I guess that will be all," said the farmer,

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glancing at his watch. "I'll have to get home early to finish my work before dark."

"I see," smiled Bill, without dropping interest in the sale for an instant. "That last remark of yours just reminded me of something, Mr. Burton. Have you ever been shown the advantages of this new gasoline lantern? It casts a 300 candle power light and you'll find it mighty handy on the farm. Hung 8 feet from the ground, it throws its bright rays 200 feet in every direction. Let me show how simple it really is."

"I've never had much use for lanterns," said Burton. "They won't give satisfaction under bad conditions, and that's just when we need a light most."

"Sure; and I agree that the old-style lantern was not practical all the time. But modern invention has overcome the difficulty, Mr. Burton. You see, this lantern can be knocked over without danger of setting fire to anything. Just one match is needed to light it, and instead of a smoky oil flame you have a brilliant light that cannot be affected by rain, wind, snow or sleet."

"Well, it looks all right to me," the farmer swung the lantern with an effort to put it out. "I've often wished for a good light for my night work. That ought to work fine in my milking shed. I'll tell you what—let me take one of these lanterns along with me; I want to try it out. Maybe I can use another one later on."

A few minutes later John Burton departed, after handing Bill a check for his purchases.

Hartley handed the check to Yates. "Does that look like twenty-five cents?" he joked. "I think that's what you said Burton would spend."

In Fact, He Didn't Think at All

"Well, I'll be jiggered, Bill! I never thought Burton would buy so much. Why, he's one of the most tight-fisted customers I've got. I really didn't expect you to sell him more than what he asked for."

"Oh, shucks!" Hartley disclaimed any credit. "Burton may be a close buyer, but he saw that you had the goods and he saw what would help him with his work. He simply bought what he needed. Most buyers will do the same; they buy what they need regardless of market conditions. But the merchant has to have the stock, and he has to be up on his toes to get the trade. He can't afford to sit around cussing about conditions.

"There is another thing, Yates. I learned that Burton is in the market for modern barn equipment. You are the one who should sell it to him. But you'll have to get busy and show him that he can get the stuff from you instead of sending away for it. Then sell him some modern dairy supplies, a cream separator and perhaps he can use a milk cooler or aerator. As I said before, there is plenty of business everywhere—but merchants have to go after it."

LEARNING FROM DEPARTMENT STORES

The Nicholas Hardware Co., who are enterprising merchants at Oak Park, Ill., tell us that they believe that it is up to the retail hardware merchants not to allow the department stores and the 5 and 10-cent stores to put it all over by their methods of display, but if the hardware men generally will fall in line and keep pace in these days of intensive selling and hard competition they will keep their goods well displayed and marked, and in place of behind doors they will display them in windows and on counters and on tables. They recognize the fact that sales are often made by suggestions. A customer coming in their store for some particular item will often purchase a dozen items of different lines before leaving.

OPENS BRANCH AT CEDAR RAPIDS

Harper & McIntire Co., of Ottumwa, Iowa, have concluded arrangements for opening a branch wholesale hardware house at Cedar Rapids, Iowa. Ground will be broken on Sixth avenue at once for a seven-story, fire-proof, sprinkler equipped warehouse building 100x140 feet, with adequate side track facilities. It is expected to have the building completed, ready to receive merchandise by January 1, 1922. The headquarters of the company will remain at Ottumwa.

Harper & McIntire have been in the hardware jobbing business at Ottumwa since 1867, and have grown to be large distributors in northern Missouri and southern Iowa. The branch at Cedar Rapids, where a complete stock will be carried, will enable them to extend their distributive services to central and northern Iowa and southern Minnesota.

C. S. Nelson is successor to the Glenn Hardware Co., Mesquite, Texas.

Casebeer & Hubbard are successors to W. A. Cowley, at Central Point, Oregon.

F. J. Gorshans has succeeded F. Poppe in the hardware business at Chester, Neb.

E. G. Johnson has purchased the business of A. A. Sanden & Son at Forest City, Iowa.

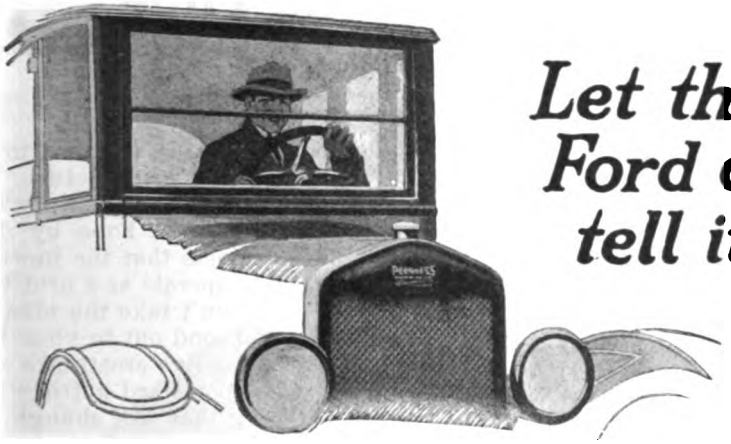
W. S. Bone recently opened a hardware and auto accessory business at Sidney, Ark.

Carlson & Trofast, of Kent City, Mich., have purchased the business of S. I. Briggs, of the same place.

J. E. Balfay has purchased the interest of J. F. Balfay in the firm of J. E. Balfay & Company, St. Paul, Kan.

The J. R. Spragens Hardware Company, Lebanon, Ky., has succeeded to the business of Spragens & Reynierson.

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Let the Ford owner tell it—

"What do I know about Ford replacements? Plenty. This is my fourth Ford—it's nearly ten years since I bought my first one and I'll tell the wide world I've had trouble finding good replacements.

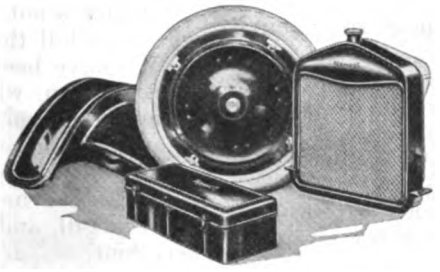
"Last winter I woke up one morning to find my radiator bursted—leaking like a sieve. I knew that meant a new one. I'd heard of the Peerless—I knew it couldn't be worse than other kinds I'd tried—I decided to give it a chance. It's on there now and working like the day I bought it.

"A couple of months ago I tried to knock another car off the road and lost my fenders doing it. I got Peerless Fenders in place of them—and they're just as good as the radiator. And that tool box there on the running board that keeps me from going under the seat after tools—it's a Peerless, too. Next thing I'm going to buy is a set of Peerless Wheel Discs — add a touch of class to the flivver, you know.

"And I've learned this — that the dealer who sold me the Peerless Products keeps a mighty good line of other accessories — I'm buying all my stuff from him now. It's quality goods if I'm any judge—and I ought to be after ten years of hunting."

That's the story of a real Ford owner. And you wouldn't have to look far from your shop to find others just like him. They are satisfied customers — repeat customers—the kind of customers that spell success for any dealer. If you haven't learned the value of handling the Peerless line—get in touch with your jobber.

If he can't supply you—write us direct.



PEERLESS PRODUCTS
FOR FORD CARS

The Corcoran Mfg. Co.
Dept. 14
Section Ave., Norwood, Cincinnati

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Extravagance of Wasted Time

Sensible Suggestions in This Sales Manager's Letter

Editor HARDWARE WORLD:

For the last twelve months we have been liquidating. We have all been wearing our old shoes, our old clothes, patching up our tools, reducing our stocks and getting along without purchasing, excepting only just the various essentials absolutely necessary to carry along our very much depleted business. We have cut out extravagance in so far as purchasing materials is concerned, but statistics prove that we have added another far greater piece of extravagance to our list than any heretofore indulged in, and that is the extravagance of wasted time.

We have reduced our energies more in proportion than we have reduced our expenses, and most of us find ourselves today wastefully waiting and watching for the gold nuggets to come to us. In other words, we have stopped hustling.

It was the writer's personal privilege to visit Japan shortly after the Russian-Japanese war, going as far north as the island of Hokkaido and as far south as Nagasaki, and at that time all Japan had been advised by circular letter from the Emperor to curtail all expenditures possible; to get along with as little as possible. They were certainly doing that.

People were without shoes in the coldest part of winter and were using ordinary sacking to wrap their feet in. They were without knives and forks to eat with, without chairs to sit on and with hardly any of the ordinary comforts of life. They were getting along without much of any expense, but they were not producing. They were undergoing hardships to themselves and were not profiting by it. They had allowed the idea of curtailment and penury to supplant action and work.

As I view the last twelve months here, I can see a considerable comparison to that of Japan after the Russian-Japanese War. We can get along on very little if we force ourselves to do so, but what do we gain by it? The world needs products and all kinds of products.

In our opinion, the best thing for all of us to do is to take our losses and start in to work and build them up again; mark the prices of goods down and cut the price of labor down, and insist on more hours' work from every employe and more active work from all salaried employes.

Start booming activity and by the reduction of prices enable those working for a lower wage to procure as much, or nearly as much, as during the war period. We all need to stimulate activity in business. This slothful waiting is going to hurt us all.

We have reduced the price of saws, in fact all the material which we manufacture, to a point which we believe is less than the present cost of manufacture; and we hope by doing this to so stimulate business that the increased demand will allow us to operate at a profit.

We ask you if you won't take the idea contained in this letter and send out to your trade something along a similar line creating a chain of thought that will help toward getting busy, for that is the one thing that will change present condition.

Yours very truly,
SIMONDS MFG. CO.,
J. E. Kelley, Gen. Sales Mgr.

SUPPOSE YOU WERE THE BOSS

If you were an employer looking for help, would you hire yourself to go to work?

If you were the boss, would you feel satisfied with the kind of work which you have done during the past week?

If you were the boss, would you be convinced that you were studying, observing, and really trying hard to improve?

If you were the boss, would you feel that your own work was so intelligently done and so efficiently handled that you could be advanced from year to year, and given an ultimate position of trust and responsibility?

FOREIGN MERCHANTS VALUE OUR PAGES

Editor HARDWARE WORLD:

Enclosed find our subscription for your publication.

If this is not sufficient to cover, please send whatever bill there is for the balance.

We have been reading a copy of the HARDWARE WORLD, which has been passed on to us by another firm, when they were through with it, and we appreciate very highly the excellent articles which appear in its pages.

We are a new firm with the best stand in Invercargill, and the prospects for business are excellent.

Please continue your publication.

Yours faithfully,
Invercargill, New Zealand. VERNON SMITH CO.

Frank Burroughs has sold his business to Jas. Hart, of Alliston, Iowa.

J. S. Barr is the successor to H. W. Allbright, in hardware and implements, at Birmingham, Iowa.

Fred Heyer and H. Blackmore have disposed of their hardware business to Carter & Hayer, at Tingley, Iowa.

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Rusco Products sell because they give SERVICE



RUSCO CLUTCH FACING

RUSCO Clutch Facings engage smoothly—never jerk; hold tightly—never slip; release instantly—never "freeze."

They contain nothing but asbestos and brass wire, solidly woven oversize and compressed to the required thickness. Excess treatment is baked out. They are thick enough to allow countersinking the rivets. Having more materaial compressed into the same space, they wear a remarkably long time.

The service given by Rusco Clutch Facings is typical of the entire line of Rusco Products. Dealers who know the value of giving real service, prefer to sell Rusco.

The motorist who once uses a Rusco Product wants more of it when replacement is necessary, and is favorably inclined to any other product that bears the Rusco name.

Write today for complete selling and advertising plans

THE RUSSELL MANUFACTURING COMPANY
Middletown, Conn.

Every Rusco Product is made for *service*

Rusco Brake Lining
Rusco Clutch Facings
Rusco Hood Lacing
Rusco Tow Line
Rusco Fan Belts
Rusco Tire Straps
Rusco Tabbuckler Straps
Rusco Emergency Brake for Fords
Rusco Transmission Lining for Fords
Rusco Denonco Non-Chatter Bands for Fords



RUSCO PRODUCTS

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CARBON MONOXIDE POISONING FROM YOUR MOTOR CAR OR OTHER COMBUSTION ENGINES

Of the numerous hazards encountered by the Safety Engineer wherever machinery is in use, those that give no warning of their presence to the senses are occasionally minimized by the workman, by reason of lack of perception. To illustrate:

Gears, chains and sprockets are visible and tangible when at rest and in addition are audible when in motion; an ordinary poisonous substance may give warning of its toxic origin to the sense of taste; evidence of fire may communicate itself to the olfactory nerves. However, there is a hazard in connection with the operation of internal combustion engines that is doubly serious by reason of the fact that it gives absolutely no warning of its insidious activity.

Beware of Carbon Monoxide in the Exhaust Gases

It is colorless, odorless and tasteless. Human blood has an affinity for it 250 times greater than for that equally tasteless, colorless and inodorous gaseous element called oxygen; and this is the reason why even the small quantity of five parts in ten thousand may become dangerous when breathed for any length of time. The amount of carbon monoxide in the exhaust gases naturally varies with the mixture, load and speed, but it averages about 5 per cent. The engine of an ordinary light car idling in a closed garage would, in ten minutes, form a dangerous amount of carbon monoxide.

It is quite possible to eliminate this hazard and make this gas practically harmless by the adoption of either one of the two methods described below, or better, a combination of both. An exhaust system may be applied by direct connection to the motor to diffuse the products of combustion in the outer air, or else, an adequate supply of fresh air may be introduced to dilute the carbon monoxide below the danger point.

Adequate ventilation should be secured by providing an exit for noxious gases in the roof, preferably by means of a louvered skylight, and an entrance for fresh air near the floor level. Exhaust systems may range from a piece of hose slipped over the exhaust pipe and leading to the outer air, to the installation of an exhaust fan and piping in plants where many motors are being "run in."*

Intense headache, nausea, lassitude and loss of consciousness, not infrequently resulting in death, are the symptoms of carbon monoxide poisoning.

Complete rest, warmth, fresh air and, if necessary, oxygen, constitute the treatment.

*In this connection, care must be taken to have no leaks in the exhaust piping. While the above article was being prepared for press one man was killed and another overcome by gases escaping from the leaking exhaust pipe of a gasoline engine.

UNITED STATES STEEL CUTS ACCIDENT RATE IN TWO

The accident rate per 1000 employes in the United States Steel Corporation has been cut more than half through the application of organized accident prevention work, according to a report from the corporation.

This result has been obtained through fourteen and three-quarter years' endeavor and at a large cost, the report shows. In the eight and three-quarter years from January 1, 1912, to September 30, 1920, the corporation spent $7,538,241 in accident prevention work. During the period mentioned 35,574 employes have served on safety committees.

The exact decrease in 1920, as compared with 1906, when the corporation began to do organized prevention work, was 54.04 per cent. In terms of men, it is estimated that 29,550 employes were saved from serious injury.

In the period from January 1, 1912, to September 30, 1920, the steel corporation spent $23,662,627 for relief of injured men and families of men killed. For sanitation it laid out the sum of $14,724,964. In welfare work it expended $14,011,487.

The report also contains an analysis of the causes of 220,707 accidents in the company's plants.

This analysis shows that 44.42 per cent of these accidents, or 98,038, occurred in hand labor, while machinery, excepting accidents in connection with overhead electric cranes, caused but 4.94 per cent, or 10,903.

The Hoffman Hardware Company, Ellinwood, Kansas, is a new enterprise.

The Metcalf Hardware Company, 2143 North Lawrence Street, Wichita, Kansas, recently purchased the stock of the Gorges Company.

The Wattles Hardware Company of Battle Creek, Mich., desires the address of the manufacturer of "S. T. & S." brad sets.

Sharpe Brothers Hardware Company, 101½ West Seventh Street, Los Angeles, Cal., have leased the adjoining store and are remodeling it and will add to their stock.

Andy Jensen, formerly engaged in the bicycle business in Chicago, recently opened a store in Santa Ana, Cal., at 314 East Fourth Street. He will also add a line of sporting goods.

The Witwer, Tate & Hefter Hardware Co. has commenced business at Centralia, Ill., and will handle a full line of hardware, housefurnishings, automobile accessories and sporting goods.

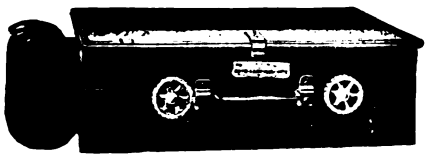
The hardware firm of Henderson & Mackey, at Baldwin Park, Cal., has been dissolved, D. Henderson selling his interest to his partner, Walter R. Mackey, who will continue the business.

The Townsan Hardware Company has engaged in business at Belmond, Iowa, and will handle electrical goods, hardware, tools, sporting goods, automobile accessories and house furnishings.

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Two Burner Kit—In Use



Two Burner Kit—Closed

All equipment packed inside

Price, with equipment.....$17.50
Price, without equipment.....$15.00

Auto-Kamp-Kook-Oven, which fits any Auto-Kamp-Kook-Kit, makes it possible to bake and roast perfectly. Size of oven 12"x12"x11". Folds up flat to 12"x11"x2".

Price $5.00

SELL

KAMP KOOK KIT

TRADE MARK

The Year 'Round

THERE is a big field awaiting the enterprising dealer who will push the sale of Auto-Kamp-Kook-Kits during the Hunting and Trapping seasons. Thousands of these efficient stoves are sold every year to hunters and trappers and you can cash in on this trade if you will stock up now.

Auto-Kamp-Kook-Kit burns motor gasoline — gives a hot steady blue flame that will not blow out in a thirty mile wind—heats your tent comfortably on a cold day—folds up like a suit case, with all equipment inside—light, compact and efficient.

Auto - Kamp - Kook - Kits are made in various sizes from the One Burner Hunter's Special at $10.00 to the Six Party Suit Case Outfit at $47.50.

Write us for dealer's terms and prices.

Prentiss-Wabers Stove Co.

18 Spring Street, Wisconsin Rapids, Wis.

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SERIES OF SALES WINDOWS MAKES SALES

Chas. E. Miller, manufacturer, jobber, exporter and importer of automobile supplies, hardware and tools, with headquarters at 231 West 54th Street, New York, are setting a splendid example in their window display activities.

There are a series of window displays which Mr. Miller has been running, featuring the lines they distribute, each showing some manufacturer's product.

One week it may be fire extinguishers, next jacks, horns, air compressors, windshields, spark plugs, etc. By supplementing this with newspaper advertising he has made his windows come to be much talked of and has caused his customers to go out of their way to see what "Miller is displaying today."

This display shows the products of the Elite Manufacturing Company, which attracted unusual attention and large sales were developed.

O. A. Wycoff has succeeded Taylor & Wycoff Hardware Co. at Tonganozie, Kansas.

Jones & Owen have purchased the hardware business of the late J. O. Probasco at Muir, Mich.

J. I. Walters of Kansas City, Kansas, is moving his hardware stock to 1009 Central Ave.

White & Jones Hardware Co. have sold out to O. H. Buchanan and J. P. Moore, at Fairbury, Neb.

The Bingham Spair Hardware Co. are successors to Bingman Paul Hardware Co., Osceola, Iowa.

Bell Bros. Hardware Co., Raymond, Wash., have purchased the entire stock of Owen Bros. Hardware Co.

The Crawford Marshall Hardware Co., Vancouver, Wash., recently filed a petition to disincorporate their company.

W. A. Cowley has sold his hardware business at Central Point, Oregon, to Casebeer & Hubbard, late of Elko, Nev.

J. C. Ballard, a hardware and furniture dealer at Sparta, Mich., has incorporated, with a capital stock of $75,000.

Louis Davis has purchased a half interest in Hale Davis Hardware Store and the name will be changed to the Davis Brothers Hardware Store, at Granton, Wis.

The Dixie Hardware Company, at Middlesboro, Ky., has been incorporated, with a stock of $20,000. The incorporators are Jacob Schultz, W. B. Schultz and D. Z. Gibson.

CHANGES IN N. C. R. EXECUTIVES

Announcement has just been made of three important changes affecting leading executives of The National Cash Register Company.

John H. Patterson has resigned as president and general manager of The National Cash Register Company, but will continue actively in directing the affairs of the company. As chairman of the board of directors, Mr. Patterson will advise the directors and help formulate the policies of the company. His son, Frederick B. Patterson, was elected to succeed him as president, while J. H. Barringer was made general manager.

John H. Patterson has been president of the National Cash Register Company for 37 years. He is regarded as one of the world's greatest business leaders. The institution he has built in Dayton is regarded as the world's model factory.

He built it from a workshop of one room with two employes to an organization employing more than ten thousand men and women in all parts of the world.

Frederick B. Patterson is 29 years old. His first work was on a farm. He attended school for two years in England, and has been connected with the N. C. R. for 11 years. He has been taught the principles of business by his father, learning the N. C. R. business from the ground up. He started in as a workman in the foundry.

In the interests of the company, he has visited all of its agencies, except Africa, Australia, India, Russia and Mexico. He was manager of the foreign department for two years, and until he entered the service of his country in 1917. In the late war he rose from a private in the ranks to a commission in the air service.

This change in the official family of the N. C. R. places more responsibility on F. B. Patterson. The N. C. R. business is one of the largest businesses in the world. There are many problems to be solved. He has stated time and again that the policies of his father are the ones which will govern him in all that he does. This means that the world situation will take much of his time and attention in an effort to help bring order out of chaos.

J. H. Barringer, the new general manager, was promoted from the ranks. He started with the company 14 years ago, holding a minor position. He earned promotion very rapidly and in 1918 was made first vice president and assistant general manager. Mr. Barringer is only 38 years old. It is a remarkable tribute to his perseverance and ability that he has been chosen to manage one of the world's greatest industrial institutions.

The Athens Hardware Company, at Athens, Tenn., have increased their capital stock from $25,000 to $50,000.

The Jager-Asmus Hardware Company, Wyandotte, Mich., have increased their stock to $50,000, and are adding new lines and increasing their stock generally.

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SAFETY DEMANDS

That YOU and Every Other Driver Have a

SEES-ALL Mirror on His Car

—Ed. Kennard, President Sees-All Mfg. Co.





Beveled Plate. Non-rusting Enamel Frame. Weighs 156 lbs. per gross, packed. Comes in individual cartons. In ordering be sure to specify open or closed types, as clamps differ.

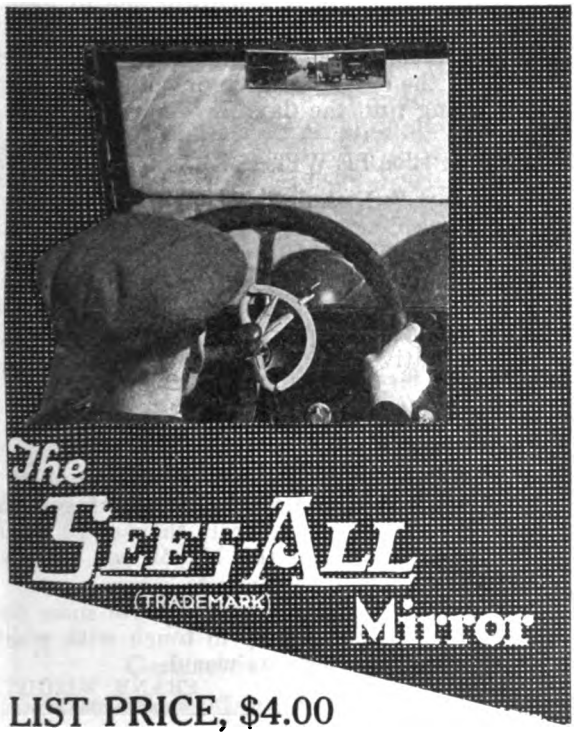
A Dealer writes: "I have received your Sees-All Mirror and have installed it on my car with greatest satisfaction. I find that it is all that you claim for it."

A Jobber says: "Never have I appreciated anything on my car so much as the Sees-All Mirror. The duplex feature enables me, either as driver or passenger, to fully command the view behind. No car is complete without the Sees-All Mirror, and I am telling this to all my friends."

It's the best thing in the world for avoiding automobile accidents and goodness knows there are enough accidents these days.

My little Sees-All Mirror is really two mirrors in one—heavy beveled plate glass mirrors—in a neat and substantial metal frame, and are at the exact angle which permits the driver and his companion to see the road, both sides and behind, while looking ahead.

It is quickly and firmly attached to the top center windshield, right before your eyes.



Try This Sees-All Mirror on Your Car 10 Days Free

So positive am I that when you once use this mirror on your car that you will recommend it to every car owner and sell it readily, that I am willing to send you one right now to try for yourself.

JUST SEND THIS COUPON and the Sees-All Mirror will come to you postpaid. If you don't like it, just send it back. If you keep it, remit $2.50. Please enclose your card or letterhead.

Dealers and Jobbers Write for Our Proposition

ADDRESS OFFICE NEAREST TO YOU

1220 Boatmen's Bank Bldg. St. Louis, Mo.
866 Phelan Building San Francisco
1810 Westlake Ave. Seattle
388 Taylor St. Portland, Ore.

Ed. Kennard, SEES-ALL Mfg. Co.

Alright, Ed: I'll try your old Sees-All Mirror on my wagon for ten days that you offer to readers of the Hardware World. If I don't like it, I'll return it to you. Otherwise I'll remit you trade price, $2.50.

Name .....

Street .....

City .....

My Car is Open Model ( ) Closed Model ( )

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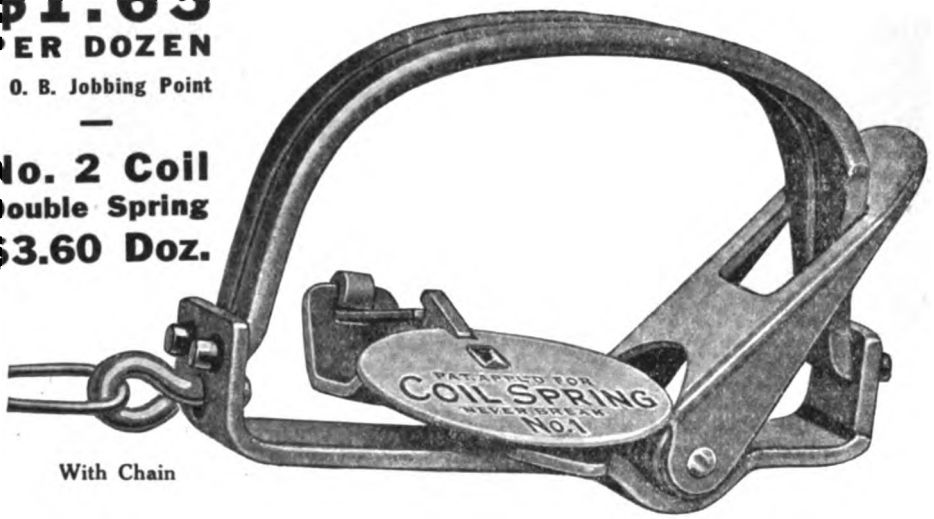
No. 1
COIL SPRING
Never Break
$1.65
PER DOZEN
F. O. B. Jobbing Point

No. 2 Coil
Double Spring
$3.60 Doz.

LOW PRICED NO. 1 TRAP. GUARANTEED

Every strong feature of merit found in either long-spring or under-spring Traps is embodied in the "Coil Spring" Never Break.

MAIL YOUR ORDER DIRECT TO US and it will be billed through any Jobber you specify. Write today.



With Chain

Fully Guaranteed Against Spring Breakage

Ready for Immediate Shipment

TRIUMPH TRAP CO., Inc. Inventors of High Grip and Triple Clutch Traps **ONEIDA, N. Y.**

NOBODY HIRES YOUR TIME

Nobody pays you for putting in so much time.

Your time isn't worth anything to anybody. It's only what you do that counts and that anybody will pay for.

A man might punch the clock at six o'clock in the morning and stay inside the works for eight, ten or twelve hours, yet not have earned a dollar. Another man might be inside the plant only a few hours and have earned a good day's pay.

Perhaps you have sometimes remarked that the big fellows around the place often put in very little time, that they seem to take lots of time off. But corporations or other employers never measure the value of a high-salaried man simply by the number of hours he spends at his work. He is judged solely by the value of what he accomplishes. One man in an executive position might work twelve hours a day and yet not be worth $2000 a year, while another might be on the spot only half as many hours and yet be worth $20,000 a year. Incidentally, most men holding responsible positions devote a great deal of thought to their duties while they are away from business.

The wise, willing, ambitious worker will strive to do so much work and to do it so well that he will sooner or later be promoted to a position where his pay will be governed not by so much per hour, but by the worth of the services he renders.

This thought that your time is not worth a nickel to anybody is a helpful one to keep always in mind.

Don't try merely to "put in the day." Strive with all the energy and vigor you possess to put something into the day.

CO-OPERATE WITH MANUFACTURERS

Robert E. Nicholas, president of the Nicholas Hardware Co., of Oak Park, Ill., tells us that one of the most effective methods of reaching the consumer, in addition to good local newspaper advertising, has been the frequent demonstrations made in their display windows by representatives of the manufacturers.

CAN'T BREAK THE HABIT

Editor HARDWARE WORLD:

I have not been in the hardware business for over five years, and I am now running a large poultry ranch of several thousand leghorn chickens, but I like the HARDWARE WORLD so much I want it to continue to come.

Naturally, in my business I use some hardware, and I like to keep in touch with what is going on in the business world.

California. FRANK WEIGHT.

The Salem Hardware Company, Salem, S. D., are the successors to E. M. True.

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The *Slip*-Shod Driver

THE *slip*-shod driver leaves Weed Tire Chains in the locker when careful drivers put them on their tires. The *slip*-shod driver comes recklessly out of side streets; the *slip*-shod driver cuts corners; the *slip*-shod driver never inspects his brakes and steering gear; the *slip*-shod driver does not signal before turning or stopping; the *slip*-shod driver does not give a warning signal of his approach.



Help us concentrate the light of a condemning public opinion on the *slip*-shod driver—*the greatest menace of motoring.*

Help us forge an endless chain campaign for motoring safety for everyone.

Show this advertisement to all *slip*-shod drivers you meet and ask them to spread its doctrines to others in their class.

Reprints of this advertisement will be mailed on request.

AMERICAN CHAIN COMPANY, INCORPORATED

BRIDGEPORT A·C CONNECTICUT

In Canada: Dominion Chain Company, Limited, Niagara Falls, Ontario

General Sales Office: Grand Central Terminal Building, New York City

District Sales Offices: Boston Chicago Philadelphia Pittsburgh Portland, Ore. San Francisco

THE LARGEST MANUFACTURERS OF CHAIN IN THE WORLD

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Enterprising New Factory Sales Organization





Messrs. Tyler, Jones and Trenholm are the handsome trio of the live wire quintet of western sales representatives, mentioned below.

As mentioned in one of our recent issues, the H. D. Tyler Co. has lately taken on the representation of some of the most important factory lines going to the western trade, and in line with our happy privilege so often in the past, we are glad to introduce or reintroduce the members of the Tyler organization to our western buyer-readers. All trade is but the coupling of goods with personalities, and neither can get very far without substantial help from the other. Thus we know that our readers, in common with every good merchant everywhere, are as much interested in the men they buy from as in the goods they buy. The two are so closely interrelated.

The Tyler Co., through their offices at Los Angeles, San Francisco, Portland and Seattle, cover the jobbing trade of the western states in the interests of such standard lines as the padlocks of the Fraim-Slaymaker Hardware Co., the wrenches and pliers of the Barcalo Manufacturing Co., the cobblers' outfits of the Fate-Root-Heath Co., the bread knives of the Burns Manufacturing Co., the electric fixture chandelier chain of the National Chain Co., and others.

They represent Howard woodenware and washboards and Sunset mopsticks.

Their woodenware department also sells Setter Bros. candy sticks and meat skewers and the Imperial line of rolling pins.

Before organizing H. D. Tyler & Co., Mr. Tyler was district manager for the Crunden-Martin Mfg. Co. of St. Louis, Mo., successively at Los Angeles, Portland and Seattle, with a general knowledge of sales methods throughout the hardware and woodenware business, his experience has dealt with the jobbing trade, and he is thoroughly familiar with the entire field.

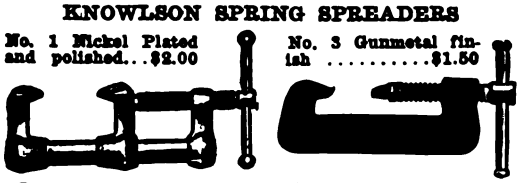
Earl H. Jones, in charge of the San Francisco office, was formerly associated with the A. C. Riddell Co., which has now been absorbed by H. D. Tyler & Co. He needs no introduction to the territory in which he has full charge. Mr. Jones is highly regarded by the trade, and his friendships extend all over the territory. He was formerly with the Whiton Hdwe. Co. in the sales department.

T. L. Jackson is in charge of the Northwest, with headquarters at Portland. At Los Angeles W. J. Trenholm is a new members of the firm. He has a wide acquaintance among the jobbing and manufacturing trade throughout the Southwest, inasmuch as he was connected for several years with such well-known firms as R. L. Craig & Co. and the Standard Woodenware Co. C. L. Dawes was formerly engaged in manufacturing in Minneapolis, Minn., and is covering the jobbing trade east and south of Los Angeles.

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated and polished...$2.00

No. 3 Gunmetal finish $1.50



Easy to operate. Fits any spring. All dealers, or sent prepaid
Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.
Western Representative, Walter A. Scott Co., Mills Bldg., San Francisco, Cal.

Electric Appliance Company
807-809 Mission St., San Francisco

JOBBERS OF ELECTRICAL AND AUTO SUPPLIES AND ACCESSORIES

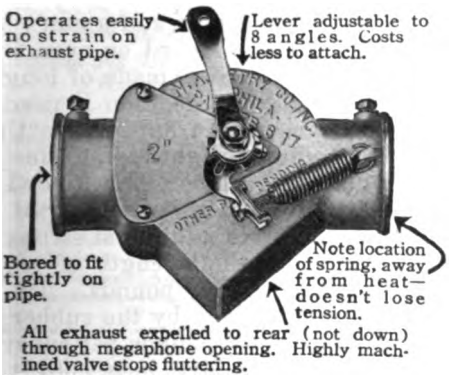
Electric Ranges	Washing Machines
Suction Cleaners	Ironing Machines
Fan Motors	Heating Devices
Wiring Materials	Auto Accessories

Tires—Tubes—Ford Parts

Genuine Crank Shaft and Connecting Rod Bearings, Etc.

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America's Best Cut-Out



THE PETRY CUT-OUT

"The Scientific Detector"

Why do particular motorists demand the Petry Cut-Out in preference to all others? Motorists find that the Petry Cut-Out is a carefully designed, well made product, and not some castings carelessly assembled. The Petry Cut-Out appeals, on sight, as a "good job." Compare it yourself with any other cut-out—and your verdict will be that it is "America's Best Cut-Out" and "Scientific Detector" for tuning up and locating trouble. Sixteen sizes for all makes of cars.

Manufactured by
M. A. Petry Co., Inc., 345 N. Randolph St., Philadelphia
"Makers of Petry Pump, Ventilator and Pedal"
Western Distributor:
Norman Cowan Company, 445-51 Rialto Building, San Francisco, California

Copyright 1921, N. A. Petry Co., Inc.

AUTO TOPS *and* Seat Covers



Top Recovers, Seat Covers
Radiator and Hood Covers
Side Curtains, Rain Guards

Tire Covers, One-man Ford Tops
Trimmers' Material and Supplies
Tents, Paulins, Wagon Covers
Cotton Picking Bags

Clifton Manufacturing Company

Main Office and Factory
Waco, Texas

San Francisco, California
Office: 339-41 Larkin St.

Los Angeles, California
Office: 619 North Broadway

MOTOR MERCANTILE COMPANY

Wholesale **Exclusively**

Carrying Complete Stock of Automotive Parts Equipment and Supplies

EXCLUSIVE DISTRIBUTORS FOR THE FOLLOWING LINES

Motul Oil
Gearese
Motile Tubes
Stromberg Carburetors
Wainwright Pistons
Stan-Par Perfection Springs
Spirex Radiators
H & D Shock Absorbers for Fords
Gabriel Snubbers
Gilmore Fan Belts
Kay Bee Spot Lights
Momeco Bronze
Momeco Tool Kits
Pemko Ignition Parts
Lockwood Seat Covers
Tire and Radiator Covers, Etc.
Fairbanks Garage Equipment.
Canedy-Otto Garage Equipment
Arrow Grip Chains
Du Pont Top Material
Laidlaw Seat Cover Material
DriKure Retreaders

And a Complete Line of Mechanics' Tools and Garage Equipment

New 1920 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY

115-117 South West Temple Street, Salt Lake City

RELIABLE JACKS

Do You Sell *Reliable* Jacks?

Do the jacks you handle satisfy your customers by giving them efficient and dependable service? Do they satisfy you by yielding a fair profit and a good turnover?

Then tie up to the "Reliable" line! There is a Reliable Jack made for every type of motor car, in capacities from one to ten ton, thus meeting the requirements of every possible buyer.



No. 46 Reliable

Write today and let us send you our new catalogue

Elite Manufacturing Co.
Ashland, Ohio

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WHY DOES ONE MAN GET MORE TIRE MILEAGE THAN ANOTHER?

Sometimes the reason is the difference between standard and "gyp" tires, but frequently it is a question of reasonable care. Ninety-nine per cent of the tires on which adjustments are asked show distinct signs of being run underinflated, although there may be other contributing abuses. Twenty to thirty per cent of tires are handicapped by neglect in delivering the mileage built into them by the maker.

The motorist who drives with care saves extra wear. For example, though it is commonly understood that a 5 to 10 per cent lower inflation pressure may be used in cord tires than in fabrics to obtain the same relatively high mileage, 5 inch cord tires are frequently run with only 50 to 60 pounds of air when they should have 80 pounds. 10 per cent reduction does not mean 45 pounds lower pressure. This is only one example of the carelessness that is so costly in lost mileage.

The effects of ill treatment can be seen much sooner on a car than on a tire. In a tire the most delicate parts are concealed, and it is impossible to take it apart for examination. As a result when the tire finally goes to pieces, the motorist has forgotten the abuses that ruined it. The tendency is to blame the tire rather than the driver.

HELLS THAT ARE AND AINT

Just what is meant by this word "Hell?"
They say, sometimes, "It's cold as Hell;"
Sometimes they say, "It's hot as Hell;"
When it rains hard, "It's Hell," they cry,
It's "Hell when it is dry."
They "Hate like Hell" to see it snow;
It's "a Hell of a wind," when it starts to blow.
Now "how in Hell" can anyone tell
"What in Hell" they mean by this word "Hell"?

This married life is "Hell," they say;
When he comes in late, there's "Hell to pay."
It's "Hell" when the doctor sends his bills,
When he starts to yell, it's "a Hell of a note."
It's Hell" when the doctor sends his bills,
For "a Hell of a lot" of trips and pills.
When you get this, you will know real well
Just what is meant by this word "Hell."

"Hell, yes!" "Hell, no!" and "Oh, Hell!," too;
"The Hell you don't" and "the Hell you do!"
And "what in Hell," and "the Hell it is!"
"The Hell with your," and "the Hell with his!"
Now "who in Hell!" and "Oh, Hell, where?"
And "What the Hell do you think I care?"
But "the Hell of it is," "it's sure as Hell,"
We don't know "what in the Hell" is "Hell."

Harry Brownlee has purchased the stock of Anton Peterson at Stockholm, Wis.

MILES OF CORD IN ONE TIRE

Here are some interesting facts about cord tires. A 30x3½ cord tire contains almost 9000 feet of cord or over a mile and a half. A 35x5 has over 30,000 feet of cord or over five and a half miles. This cord is made of long fabric cotton of far better grade than is used in ordinary cotton goods. In appearance the cord is similar to medium weight fishing line. Each cord is insulated in rubber. Each cord or ply is separated from the next by a layer of rubber insulating which gives additional strength.

Tests show that the strength of each cord is approximately fifteen pounds. To this is added the strength given by the rubber, which is approximately 3,000 pounds per square inch. A standard make of five inch cord tire has 20 to 26 cords per inch. Eight plies or layers of these cords make up the carcass. This gives the 5-inch tire a strength in fabric carcass alone in excess of 2400 pounds to the square inch, irrespective of the strength given by other parts.

L. P. Gauthier has opened a hardware store in Vivian, S. D.

A. Pomerance has opened a hardware business at Linton, N. D.

J. D. Drummond has opened a hardware store at Denton, Mont.

Rietz & Crits have recently engaged in the hardware business at Wayside, Neb.

Ireland & Grace have purchased the North Side Hardware Co., at Bertrand, Neb.

Devener & Son have been succeeded by the Edgeley Hardware Co., Edgeley, N. D.

B. M. Hallening, a hardware merchant at Northville, S. D., recently suffered a fire loss of $10,000.

Walton & Williams have engaged in the hardware business at Hollywood, Cal., at 5101 Hollywood Boulevard. They will handle a full line of hardware and housefurnishings, automobile supplies, paints, stoves and sporting goods. The new firm is composed of H. A. Walton and A. C. Williams, formerly of Ohio.

C. E. Goody & H. S. Livingston, have purchased the stock of the Ledbetter & McKennon Hardware Company at Davenport, Wash., and have added it to their plumbing and heating business. Ledbetter & McKinnon had previously purchased the Turner & Morse Hardware Company at the same place, removing part of their stock to their store at La Grande, Oregon, and are now disposing of the remainder of its to Messrs. Goody and Livingston.

The Gray Nurse Hardware Company, Oroville, Cal., are the successors to the Ophir Hardware Company, having purchased the business, with the exception of the farm implements department, which has been purchased by George M. Westwood, who will continue that portion of the business at Oroville. H. C. Gray, member of the new firm of the Gray-Nurse Hardware Company, is the grandson of the original organizer of the business. He has been manager of the business for some time. His father, Frank C. Gray, becomes senior member of the new firm.

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"HEXALL"

Trade Mark Reg. U. S. Pat. Off.

SOCKET WRENCHES

Sold under this guarantee:

"Break any 'HEXALL' Wrench and We Repair It—No Charge"

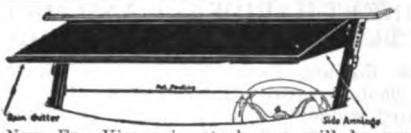
"HEXALL"—the best socket wrench in the world—comes in twelve sets—a "HEXALL" for every need. A mechanically perfect tool that gets to the seat of the trouble quickly and efficiently. Handles are drop-forged; sockets made from bar steel, broached and pack-hardened.

R. F. SEDGLEY, Inc. *Est. 1897*

Also Makers of "BABY" Hammerless Revolvers

2311-13-15 North 16th St. Philadelphia, Pa.

Pacific Coast Representatives, McDonald & Linforth, San Francisco



With New Era Visors in stock you will be prepared to offer your car owners every feature of real value that can be obtained in other visors, some of which sell for much higher prices. Rain gutter, awning ends, sturdy throughout and a price of $10 makes the New Era line ideal. Write for Catalog.

NEW ERA SPRING & SPECIALTY CO.

65 Cottage Grove Ave., Grand Rapids, Mich.

Manfrs. also of New Era Springs and New Era "Better" Bumpers

NEW ERA

DeLuxe (All Metal) VISORS



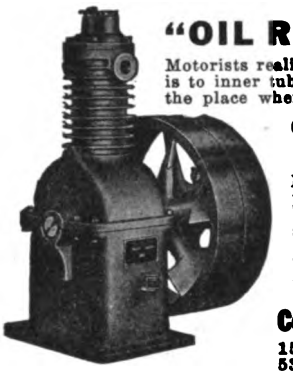
"Critchley-Six"

Expanding Adjustable Reamer. Genuine original six or five blades are made only by

CHADWICK & TREFETHEN

Portsmouth, N. H.

Represented by CALDWELL SALES CO. San Francisco, Cal.



"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pneu. Mchy. Co.

1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.

IMPORTANT

SUPPLY HOUSES:

Write for our Exclusive Agency Proposition (HW) for your locality.

ALERT TOOL COMPANY

237-39-41 North Sixth St., Philadelphia, Pa.

SIOUX

Trade Mark Reg. U.S. Pat. Office

Sioux Tools are the standard tools in garages everywhere for

REMOVING BUSHINGS
RE-FACING, RE-SEATING, GRINDING
ANY AND ALL SIZE VALVES

ALBERTSON & CO., Manufacturers, SIOUX CITY, IA.

THE ONLY VALVE GRINDER THAT DOES GRIND VALVES PROPERLY AND ON AN ABSOLUTELY CORRECT PRINCIPAL.

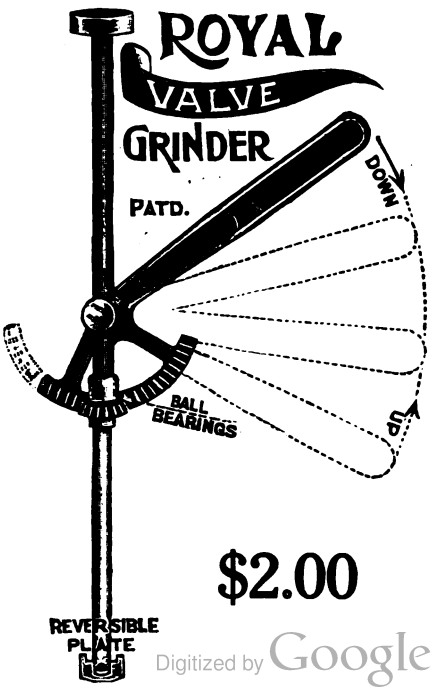
PROPERLY BALANCED AND GEARED. USER CANNOT RING VALVES OR WEAR STEMS.

ITS BALL BEARING RELIEVES USER OF ALL STRAINS.

WRITE US TODAY FOR SPECIAL TRADE DISCOUNTS

UNIVERSAL EQUIPMENT & SUPPLY CO. SYRACUSE, N.Y.

Manufacturer of Simplicity Valve Tools



$2.00

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PROMINENT HARDWARE AND TOOL MANUFACTURER PASSES AWAY SUDDENLY

Frank Edward Parr, founder and owner of the Clipper Tool Company, 284-286 Mills Street, Buffalo, N. Y., died suddenly recently, after an illness of only three days, death being caused by neuralgia of the heart.

Mr. Parr had just returned to this country, after a ten week trip abroad and his sudden death has been received as a great shock.

The hardware and tool world has lost one whose prominence in the manufacturing and development of small tools was well-known.

Mr. Parr was born in Buffalo 52 years ago and since the age of sixteen had been connected with the hardware and tool manufacturing business. Throughout his career he was recognized as a genius and authority on all hardware and tool business matters.

In 1911 he organized the present Clipper Tool Company, starting in a very small way. The company's growth was very rapid and is today recognized as one of the most completely equipped hardware tool companies in the country.

Mr. Parr was well-known throughout the trade and social world. Much of his time in the past few years was spent on charitable and welfare work. He was looked upon as a real friend of the needy and at all times was greatly interested in the welfare of his employes.

The Tucker Hardware Company have opened at Erwin, Tenn.

The Seibert Hardware Company at Belleville, Ill., report a very satisfactory season's business.

The Foose Hardware Company has been incorporated with a capital stock of $7000, at Tchula, Miss.

The Canadian Hardware & Furniture Company of Canadian, Texas, have increased their capital stock.

J. C. Klein & Son at Redmond, Ore., are improving their store and adding to their stock.

The Hurdle-Stribling Company are the successors to George D. Hurdle at Quitman, Texas.

J. N. Rummage at Trezevant, Tenn., recently suffered a fire loss and is replacing his stock.

"Hardware" Henderson has opened a store at 2026 New Avenue, Ramona Acres, near Los Angeles.

Grubbs-Scobee & Bertlett have purchased the stock of the Franklin Hardware Company at Winchester, Ky.

The Heavener Hardware Company at Heavener, Oklahoma, are planning to add to their stock this fall.

The H. S. Betts Hardware Company at Paris, Texas, are adding new lines and preparing for a busy fall trade.

Hoke & Harwood, in San Dimas, Cal., have taken on the Winchester line of merchandise and are improving their store.

Steward & Warner of Grabill, Ind., are successors to W. B. & F. Klopfenstein, and are handling full lines of hardware, housefurnishings and accessories.

John McKay, manager of the Alhambra Hardware Company at Alhambra, Cal., is planning to erect a new building, in which a hardware stock will be installed.

Do You Sell Hack Saw Blades That Do Not Break or Shell Teeth?

THOSE are the two important features about Blades. They are the two things which will make users say you sell first-class hack saws. They are the two chief features around which the whole success of SIMONDS HARD EDGE Hack Saw Blades for hand use has been built. It hasn't increased the cost of the blades to put this wonderful steel quality in them, but it has increased their attractiveness as a selling proposition for any Dealer—Read our offer on next page.

Simonds Manufacturing Company

Portland, Oregon
San Francisco, Calif.

"The Saw Makers"

Seattle, Wash.
Vancouver, B. C.

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MERCHANT'S FINAL REWARD

(By S. J. Linder)

Saint Peter stood at the gate one day,
While a sad looking man approached that way;
Pausing at the top of the golden stair,
Asking permission to rest a while there.
No thought of entering seemed to occur to him then,
For he was a blackslider since he couldn't tell when.

The sad looking man had been a merchant long years,
A partner of his customers, in their joys and their tears;
Attended their funerals, as each was called hence,
And extended their credit beyond reason or sense.
But last year they broke him, they said "he had failed,"
"And if he hadn't died, he'd sure have been jailed."

Saint Peter was attentive, his face showed deep guile,
As he questioned the stranger in true lawyer style.
He knew what was right, and was a good judge of sin,
And knew a store keeper when ere he walked in.
At last his face softened, he said, "Why so sad?"
"Sure your life wasn't perfect, but it wasn't ALL bad."
"Your labors and worries are well known to me,
For didn't I sell fish down by Old Gallilee?
And the ways I got skinned! I remember them yet,
Though years have gone by and I've tried to forget;
And I want to say here, as with glad hand I greet,
You are one of the boys that gets favors from Pete."

W. J. King has moved his hardware store at Marquette, Mich., into new quarters.

Akers Brothers recently purchased the hardware department of the Van Gundy-Everson Company of Oakesdale, Wash.

A BIRD OF A SALESMAN.

A young man with very little experience in the sales line kept continually pounding a sales manager for a position on the road. Instead of stating that he was shy on experience he exaggerated his ability to sell, and the sales manager finally decided to give him a trial. When he started on his trip he was given $50 for traveling expenses for a week.

After his first week he wrote to the sales manager as follows: "I have interviewed all the large buyers in this city, and while they have not favored me with their orders, they promise on my return trip to place some business with me. This I consider a great feather in my cap. Please send me fifty dollars for expenses."

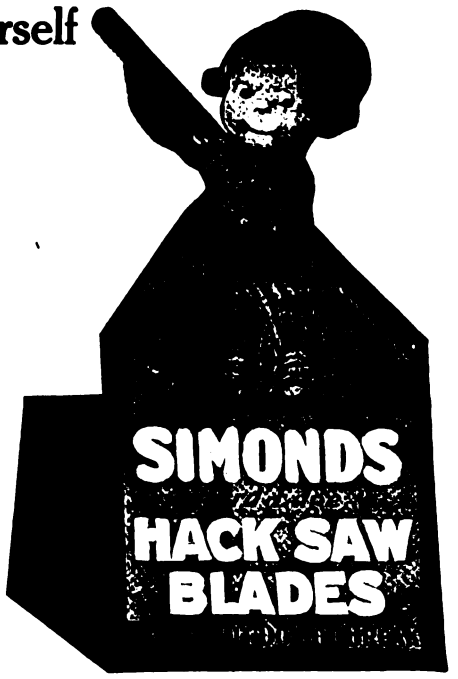
Upon receipt of this letter the sales manager advanced the money. The following week a similar letter arrived; no orders, but more "feathers in his cap." For the next three weeks the sales manager received the same report. No orders, but requests for money, and still more "feathers."

Finally, the boss could stand it no longer, and answered, "We have received your various letters and, as you know, have advanced you money each request. We have noted that you fail to send in any orders, but that you have a hat full of feathers. We would now suggest that you paste these feathers behind your shoulders and fly home."

That is the Kind Most Economical for Your Customers and Most Profitable for Yourself

THESE Blades are made in 8, 9, 10 and 12 inch lengths, 14, 18, 24 and 32 teeth per inch. A "silent salesman" stock cabinet to set on your counter, bright colored, attractive design, holds four gross assorted blades and helps you sell them by its uniqueness. One of these given free with an order for four gross of blades to be billed at regular Dealer's discounts. This involves such a small amount only, that you ought to order today and get in line for Hack Saw Blade profit.

This picture of the free cabinet doesn't do it justice. You ought to see the real thing.



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DEATH OF CHARLES E. McKENNEY

News has been received of the passing of Charles Edwin McKenney, son of Mr. and Mrs. Frank B. McKenney of Venice, who was associated with his father in the hardware business of Frank B. McKenney & Son.

Mr. McKenney was a native of Rockford, Ill., and with his family moved to California when he was nineteen years old.

He was one of the first to volunteer for service and upon the close of the war returned to Venice to resume business with his father.

In January, 1920, he was married to Miss Mary Ward Sanderson. He is survived by his widow and one son, his father, mother and one sister.

His illness was due to exposure while he was in the service in France.

He and his father have been identified with every movement and enterprise that would be for the welfare of their community, and filled their post well in those things that contributed to the development and happiness of their home and city. His passing will be learned of with sincere regret by the many friends that Mr. McKenney has made on the Pacific Coast, as well as by their friends in Illinois, where his father was for many years connected with the Illinois Retail Hardware Association.

ANOTHER IF—

(By Fred H. Calvin

(After Kipling)

If you can keep your head while all about you
Are losing theirs and trying to turn things back;
If you can hold yourself while times are changing,
Keep looking forward, see the onward track;
If you can run your shop when business slackens,
Nor profit by the workers' need for bread;
Refrain from using power though you have it,
But keep on doing what is right instead;

If you can see competitors cut wages,
Because there are two men for every job;
See them forget the profits they've been making,
And talk about their people as "the mob";
If you can see that past years' extra profits
Should partly go to pay for this year's loss;
That you must play the game with utmost fairness,
Because the world expects it of a boss;

If you can see how much depends upon you
At times like this, when others yield to greed;
If you can hold now to the best that's in you,
Refuse to profit by your workers' need;
If you can hold the weak-kneed to their duty
And make them see that selfishness is wrong;
That strife and struggle can bring naught but losses,
That naught but harmony can make us strong;

If you can keep yourself from present grabbing;
Can show the weak that meanness never pays,
Can hold the path of right without a falter;
Can show them how it leads to better days;
If you can make your fellows see that losses
Must come to all who do not play the game,
Yours is the Earth, my son, and all that's in it;
You'll be a man—and win a place of fame!

—N. Y. Times.

Ernest Mitchell has opened a hardware store at Mellen, Wis.

The Billings Implement Company recently opened a branch at Wheat Basin, Mont.

John Botten has purchased the hardware business of Thompson & Son at Troy, Idaho.

HARDWARE CONVENTIONS

Pacific Northwest Hardware and Implement Association Convention to be held at Spokane, Wash., Jan. 17, 18, 19, 20, 1922. Secretary, E. E. Lucas, Hutton Bldg., Spokane, Wash.

Western Retail Implement, Vehicle and Hardware Association Convention to be held at Kansas City, Jan. 17, 18, 19, 1922. Secretary, H. J. Hodge, Abilene, Kan.

Oregon Retail Hardware and Implement Dealers' Association Convention to be held at Portland, Ore., Jan. 24, 25, 26, 27, 1922. Secretary, E. E. Lucas, Spokane, Wash.

Indiana Retail Hardware Association, Inc., Convention and Exhibition to be held at Indianapolis, Ind., Jan. 24, 25, 26, 27, 1922. Secretary, G. F. Sheely, Argos, Ind.

Kentucky Hardware and Implement Association Convention to be held at Louisville, Ky., Jan. 24, 25, 26, 27, 1922. Secretary-treasurer, J. M. Stone, Sturgis, Ky.

West Virginia Hardware Association Convention and Exhibition to be held at Wheeling, W. Va., Feb. 1, 2, 1922. Secretary, James B. Carson, Schwind Bldg., Dayton, Ohio.

Nebraska Retail Hardware Association Convention to be held at Lincoln, Neb., Feb. 7, 8, 9, 10, 1922. Secretary, George H. Dietz, Little Bldg., Lincoln, Neb.

Wisconsin Retail Hardware Association Convention and Exhibition to be held at Milwaukee, Wis., Feb. 8, 9, 10, 1922. Secretary, P. J. Jacobs, Stevens Point, Wis.

Michigan Retail Hardware Association Convention and Exhibition to be held at Grand Rapids, Feb. 7, 8, 9, 10, 1922. Secretary, A. J. Scott, Marine City, Mich.

Pennsylvania and Atlantic Seaboard Hardware Association, Inc., Convention and Exhibition to be held at Philadelphia, Pa., Feb. 13, 14, 15, 16, 17, 1922. Secretary, Sharon E. Jones, Fulton Bldg., Pittsburgh, Pa.

Illinois Retail Hardware Association Convention to be held at Chicago, Feb. 14, 15, 16, 1922. Secretary, Leon D. Nish, Elgin, Ill.

Minnesota Retail Hardware Association Convention to be held at St. Paul, Minn., Feb. 14, 15, 16, 17, 1922. Secretary, H. O. Roberts, Metropolitan Life Bldg., Minneapolis, Minn.

Ohio Hardware Association Convention and Exhibition to be held at Columbus, Ohio, Feb. 14, 15, 16, 17, 1922. Secretary, James B. Carson, Schwind Bldg., Dayton, Ohio.

Missouri Retail Hardware Association Convention and Exhibition to be held at St. Louis, Mo., Feb. 21, 22, 23, 1922. Secretary, F. X. Becherer, 5106 N. Broadway, St. Louis.

New England Hardware Dealers' Association Convention and Exhibition to be held at Boston, Mass., Feb. 21, 22, 23, 1922. Secretary, George A. Fiel, 10 High St., Boston, Mass.

New York State Retail Hardware Association Convention and Exhibition to be held at Rochester, N. Y., Feb. 21, 22, 23, 24, 1922. Secretary J. B. Foley, City Bank Bldg., Syracuse, N. Y.

B. B. Rose & Sons have purchased the controlling interest in the Three Rivers Hardware Company, at Three Forks, Idaho.

Stiles & McCoy are moving their stock of implements into a building at Montesano, Wash., which will give them facilities for carrying increased stock.

Carr-Howard-Cramm Company, hardware and automobile dealers, have sold their stock at Ellensburg, Wash., to E. J. Cheatham & Sons of Spokane, Wash.

The Mount Vernon Hardware Company at Mount Vernon, Wash., have moved into a new building, which will give them the facilities for carrying an increased stock. They report a very satisfactory season's trade.

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DO FULL CREDIT TO ELECTRIC HOUSEHOLD LINES

The Western Agencies Co., through the aggressive enterprise and constructive imagination of General Manager N. Abrams, is a western institution that does full and ample justice to the electrical household devices, for which they are sales representatives and factory agents.

After many years handling sales in various lines in the western territory, Mr. Abrams has worked out an original policy, along the lines of which the institution is developing into one of the most important in its field in the West. No better evidence of the course of the institution could be desired than a visit to the new headquarters, two views of which we are glad to show on this page.



A sample sales window put in by Mr. Abrams to show merchants the display as well as the sales possibilities of electrical appliances.

It is Mr. Abrams' established policy and slogan to sell quality merchandise through trade channels. He has also found that by centering on the electrical household lines, a service could be created equally valuable to the manufacturer, the jobber and the retailer, which whom he is doing business. So he has built up an organization trained to be specialists in this particular field, he has won the confidence of the electrical goods trade, and he has secured the lines of large and representative lines, so that he can offer the trade a complete and standard assortment of devices.

One of the sales axioms the Western Agencies has worked out, discovers that electrical goods, like all others, must be shown to be sold, and that the better shown the surer sold.

An up-to-date, elegantly appointed show room is one of the main features of the Western Agencies System. There are few manufacturers' agents in the country in this line so well housed and equipped to receive the trade "at home."

Stoves, heaters, lighting fixtures, labor-saving devices are installed and connected, so that the trade can see them at work. When the dealer is in town he can call and see the full line at its best. A prospect for a cook stove or a water heater may be taken to a model sales and show room and offered such a demonstration as few if any of the separate dealers could give.



The Western Agencies practice what they preach in having an up-to-date display room.

The new San Francisco headquarters of the company are located on Mission Street, at the very center of the wholesale electric district, most conveniently located for any dealer or prospect in the metropolitan area. A store front and window display such as the picture suggests serves as a model to many an electrical dealer.

Within, the fittings and furnishisngs are in mahogany with plush hangings, and heavy carpets on a polished floor. Show cases and display tables flank the front display floor, and the company's offices are toward the rear. Passing through doors at the rear, the visitor either passes into the executive offices, or into the sample and sales room, where the equipment is installed and connected. Here, too, every step has been taken to provide for the visitor's comfort and ease.

Other branch distributing offices of the company at Seattle and Los Angeles are being refitted and remodelled, so that within a very short while these model sales plants will be setting a standard in all the important buying centers of the West.

MARXMILLER IN MARVIN BUILDING

In a recent issue, in mentioning C. G. Marxmiller, far western representative of the Sanitary Specialties Co. and other manufacturers, a typographical error caused Mr. Marxmiller's address to be given incorrectly. His headquarters are in the Marvin Building, 24 California Street, San Francisco.

The Ullrich Hardware Store, Mt. Clemens, Mich., is a new enterprise recently opened.

Curry B. Atherton has succeeded Geo. K. Leedle in the hardware business at Marshall, Mich.

John M. Nelson is preparing to open a hardware and sporting goods store at Goose Creek, Texas.

The Greenville Hardware Co., Greenville, Texas, has incorporated, with a capital stock of $120,000.

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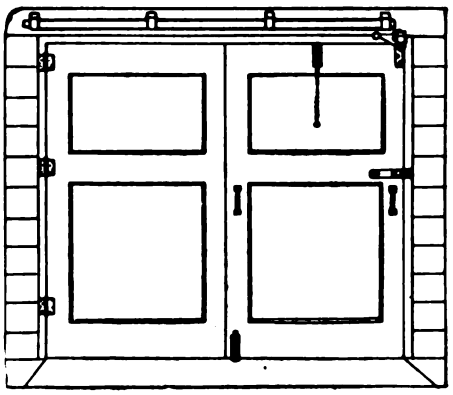
THIS MAY BE YOUR CUSTOMER



This picture, which the Rochester Can Co. has supplied us, might just as well be a customer of yours, and if you have taken advantage of low sugar and plentiful fruit this summer, she was supplied with a preserving set from your stock. Although the height of the season is past, the thrifty, industrious housewife is tempted to pack and preserve all the year round, and it may easily be your part to lead her more easily into the temptation by demonstrating modern equipment and methods in cold pack canning.

As appears in the picture, a special rack holds 7 or 12 quart jars, fitting into a 5A charcoal heavy tinplate canner with tight fitting cover. The Rochester Can Co. also suggests that many housewives have found Iron Horse wash boilers most satisfactory as cold pack canners. The cold pack canner does away with stirring over the fire in an open kettle, and preserves the fruit in its texture, form, and color. The cooking is done right in the jar.

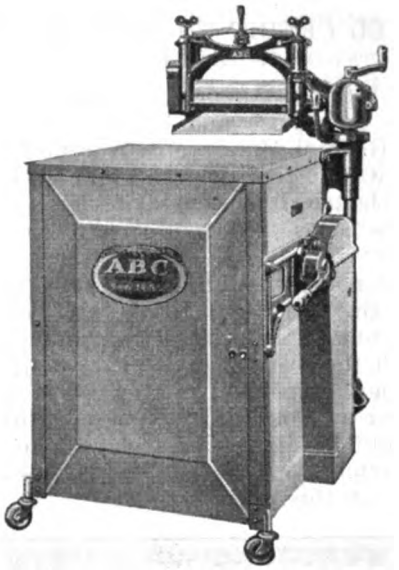
Sharon No. 9 Garage Set



The only hanger that can be used inside or outside, and allows the doors to fold back against the building without having costly adjusting brackets or built out arrangements.

The box track and brackets for the No. 9 are hung flat against the wall and cost very little to erect.

T. F. STUART, Pacific Coast Agent
1616 West 11th Street, Los Angeles, California



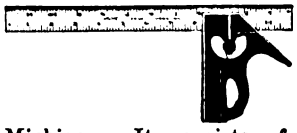
1922 MODEL A B C WASHER OUT

The new 1922 model of the A B C Electric Laundress, it is announced by the makers, Altorfer Bros. Company of Peoria, Ill., embodies no less than 24 refinements in construction. The factory regards it is the nearest to a service-proof washer that the industry has beheld.

New features include an aluminum wringer with two-spring tension, 12-inch rolls, instantaneous safety release, and nickeled adjustable aluminum drain board; an improved wringer control mechanism with positive locking device that automatically locks the wringer in any of 20 different positions; the use of machine cut gears throughout; a threaded drain spout set at a 45 degree angle; a sediment drain groove in bottom of tub; the use of aluminum rivets to attach tub to frame; a nutmeg push button switch; large pressed steel quiet casters; spring latch on cylinder cover; one-piece "cord tire" belt; oil grooves in main gear case bearings; lock nuts on set screws to preserve alignments of shaftings—and numerous other minor but vital betterments.

The new A B C is listed as Model 65E ("Armco" galvanized iron tub) and Model 66E (heavy copper tub). The motor is ¼ h. p. Wringer is detachable to permit attaching and driving the A B C Electric Ironer without use of a motor on the ironer. Zinc or maple cylinders are optional.

NEW No. 65 UNIVERSAL TRY AND MITRE SQUARE



An improved try and mitre square, designed especially for carpenters' use, has just been put on the market by The Lufkin Rule Company, Saginaw, Michigan. It consists of a substantial steel blade marked both sides 8ths and 16ths, with figures and lines clear and distinct, fitted with a moveable head, which can be securely clamped at any point.

Though selling at a popular price, it is a tool of the higher grade in every respect, is accurate, durable and well designed. Primarily a try and mitre square, with blade adjustable in length, it serves well also because of this adjustable feature as a marking gauge, depth gauge, for measuring mortises, etc., and with head set at extreme end, as a height gauge. The blade can readily be removed and used as a separate rule.

This square is known as Lufkin No. 65 and made in the popular lengths—9 and 12 inch blade, retailing at $1.75 and $2.00 each, respectively.

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GARDEN PLOW SPECIALISTS

There is much talk about this being an age of specialization. It is quite true. The wonderful achievements of the last two decades may well be attributed to concentration of thought and energy toward single purpose, rather than to plurality of interests.

Thus, in specializing on Superior garden plows and hand cultivators, the Bridgewater Plow Corporation has produced a line of garden tools whose unqualified excellence could scarcely have been attained by any other method.

The manufacture of implements for hand plowing and cultivation is their business. Their entire factory and organization is devoted to this, no side lines being attempted. A nearby truck farm of their own is also maintained that every improvement may be tried out and subjected to exacting tests before being incorporated in the Superior line.

Drafting and designing experts have made exhaustive experiments from a scientific as well as practical standpoint to determine the most efficient equipment, machinery, and materials for the production of these tools.

In order to secure superlative strength, durability and service, different grades of steel have been carefully chosen that certain properties best adapted for each individual part be applied where their particular type of resistance to the forces of wear would be most effective.

Bending and shaping is done over accurate dies instead of by hand and guess. Each implement is therefore an exact reproduction of the tested and approved model.

The finish of the Superior line enhances its merit. The best agricultural paints and varnishes obtainable are used, and in addition each implement is then lacquered to resist and prevent rust.

The final finish of hand striping furnishes a most attractive appearance. In spite of these exceptional features, however, the exclusive quality of the Superior line has been maintained at a reasonable price to the purchaser and a fair profit to the dealer.

Superior garden tools are distributed by the jobber. In the Middle West and Mississippi Valley, the Bridgewater Plow Corporation is represented by Chas. O. Janssen, 816 Chemical Building, St. Louis, and in the Rocky Mountain and Pacific Coast territory by the Sprake Sales Company, with their various offices in the principal trade centers.

AN UNUSUAL OPPORTUNITY

Owing to the death of the principal owner of the Aluminum Jobbing business of G. S. Hamrick Company of Los Angeles is offered for sale. The business has been established almost ten years, over seven hundred accounts regularly sold. Everyone who handles aluminum in Southern half of California is a customer. The stock will invoice approximately $15,000.

For further particulars address G. S. Hamrick Company, 413 East 4th Street, Los Angeles, California.

At Last---

A SELF BLOWING ALCOHOL BLOW TORCH

THE DUPLEX

Just what Electricians, Auto Mechanics, Dentists, Battery Repairmen have been waiting for.

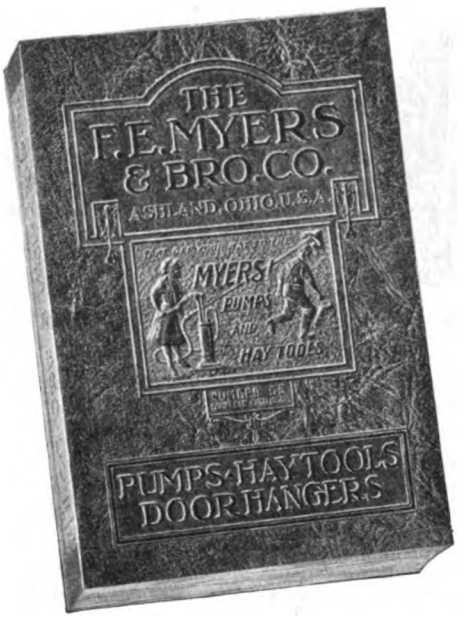
ABSOLUTELY AUTOMATIC

The finest thing in the torch line ever made. Write for prices and particulars.

MANUFACTURED BY

PEERBLOW MFG. CO., Leetsdale, Pa.





MYERS NEW CATALOG

The catalog number 55 of F. E. Myers & Bro. Co., the world-wide manufacturers of pumps, hay tools and door hangers, has just been issued.

This is a splendidly gotten up book of almost 400 pages, illustrating their complete line and giving facts and information that every merchant will find of much assistance to him.

This is the largest and most complete edition which any manufacturer in this line has put out and it is just at an opportune time with reduced list and discount sheet, which mean a reduction of twenty-five to forty per cent in prices in their entire factory output.

Unlike most other manufacturers, F. E. Myers & Bro. Co. have shown their confidence in the situation the past year in a most optimistic and splendid manner, and where other manufacturers have been inclined to lessen their production and sales efforts and advertising, F. E. Myers & Bro. Co., with that energy which has been characteristic of the institution, have continued their aggressive policy, cooperating with their representatives and distributors and dealers, realizing it was a part of the duty of every American citizen and business man to do his part toward bringing conditions to a normal basis.

Naturally they have been so long before the buyers, however, that merchants, both wholesale and retail, have confidence that the policy of F. E. Myers & Bro. is a splendid guide and an example to follow. Their goods are thoroughly dependable and their customers have confidence that they will be properly treated in all of their dealings. Their continued aggressive advertising methods have set an example, which it is well not only for manufacturers but for merchants everywhere, to follow.

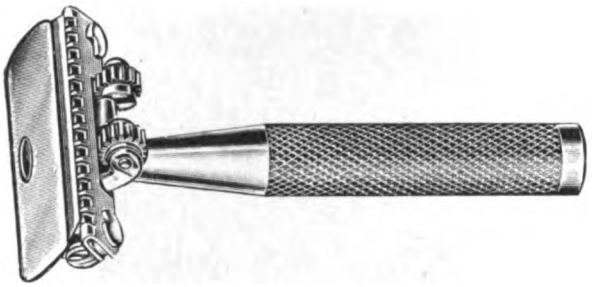
Aside from this catalog they have issued a smaller booklet of almost two hundred pages, giving the talking points about Myers Honor-Bilt line.

Their branch transfer houses are located at Albany, Cedar Rapids, Milwaukee, Harrisburg, St. Louis, Kansas City, and their export office at New York.

Over five hundred employes and friends of the McLennan-McFreely Hardware Company of Vancouver, B. C., recently held their seventh annual picnic, at which prizes were awarded for various sports and games, and a general good time reported.

"I hate to be a kicker,
'Cause it doesn't make for peace;
But the wheel that does the squeaking
Is the wheel that gets the grease."

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SAFETY RAZOR WITH OSCILLATING BLADE

The Lee Safety Razor with a blade that oscillates and slides automatically back and forth, hence giving a perfect diagonal stroke, is being placed on the market, this being an entirely new principle in a safety razor.

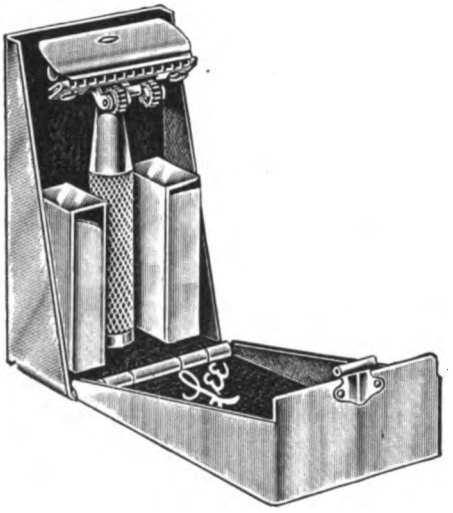
A talking point with those using the old fashinoned razor is they were able to give the sliding stroke, which is the secret of successful shaving, which previous safety razors do not embody in their construction.

The principle of the Lee Safety Razor is that it gives this sliding stroke automatically, and no matter how inadept one may be with the razor, or how poor results they have had with any other razor, the manufacturers claim that with the Lee Safety Razor one can become an expert.

There is no such thing as trying to "cultivate" the slide stroke, by holding the razor at any particular angle, or drawing it over the face diagonally.

All that one has to do is to furnish the motive power, and the razor does the rest. The blade constantly oscillates, sliding from side to side, all the shaving being done with a sliding stroke automatically.

Manufacturers claim that there is no question about the angle of the blade against the face, the roller and the guard take care of that, and one can't help but use it correctly.



The razor is scientifically designed and mechanically perfect in its construction. It comes in two finishes. The standard razor is silver plated. The box is beautifully polished and nickel plated. It is also put out in gold plated finish, gold plated case, retailing for $4.00 for the silver plated razor and $5.00 in gold plate.

They make two styles of blades, single edge and double edge, and with each oscillating razor they furnish one dozen double edged blades. These blades are in packages of one dozen and one half dozen, the prices being $1.00 per dozen for the double edge blades, and for the single edge 60 cents per dozen.

They admit they make strong claims for their razor, but their guarantee is such that they are willing to sell the razor on thirty days' trial, or refund the money in case one is not thoroughly satisfied with it.

L. H. Chance, formerly connected with the Chicago Flexible Shaft Co., the well known manufacturers, is at the head of the organization, and this is sufficient guarantee of its success.

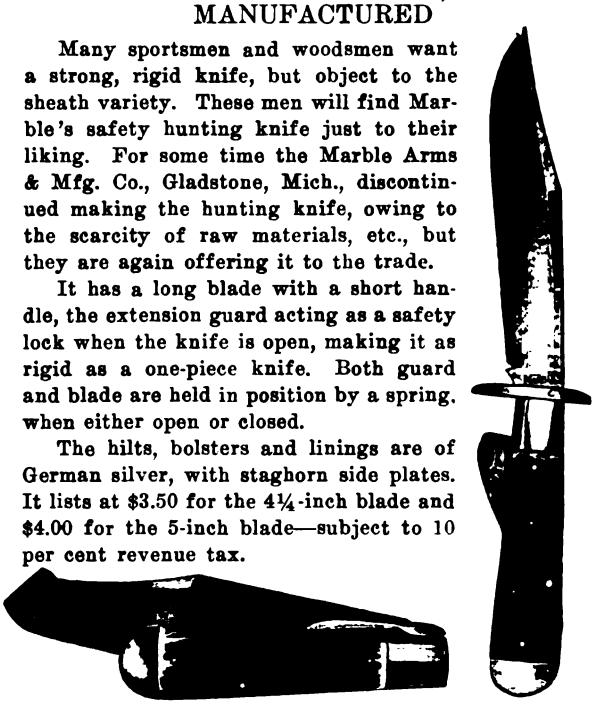
The Lee Safety Razor Co. will be glad to quote prices and give full information to any of our readers upon request.

POPULAR HUNTING KNIFE, OFF THE MARKET FOR SOME TIME, AGAIN MANUFACTURED

Many sportsmen and woodsmen want a strong, rigid knife, but object to the sheath variety. These men will find Marble's safety hunting knife just to their liking. For some time the Marble Arms & Mfg. Co., Gladstone, Mich., discontinued making the hunting knife, owing to the scarcity of raw materials, etc., but they are again offering it to the trade.

It has a long blade with a short handle, the extension guard acting as a safety lock when the knife is open, making it as rigid as a one-piece knife. Both guard and blade are held in position by a spring, when either open or closed.

The hilts, bolsters and linings are of German silver, with staghorn side plates. It lists at $3.50 for the 4¼-inch blade and $4.00 for the 5-inch blade—subject to 10 per cent revenue tax.



BOWMAN COMBINED TOY CATALOG

Of timely interest to the up-to-date merchant who is planning to feature his toy department this year in November and December is the new catalog of the Bowman Associated Toy Factories, issued from the general offices of the company at 224-8 Euclid Ave., Cleveland, Ohio.

The Bowman Associated Companies, as well as Catalog No. 4, include "Like-mother's" toy sets and "Ampico" coaster wagons of the Geo. H. Bowman Co., Salem; "Minerva" wheel toys of the Minerva Mfg. Co., Minerva, Ohio; "Columbia" steel trains of the Bowman-Hosterman Co., Carrollton, Ohio, and "Bee-Vee" steel toys from the factory of the Bowman-Vaughan Co., at Lisbon, Ohio. The consolidation of these companies does not in any way impinge upon their independence or individuality. Rather it is designed for economy in the sales department, reducing overhead and duplication, so that the company's customers receive the benefit. All shipments are made from the factory whose goods are bing ordered, but advertising and orders are handled from the Cleveland general offices.

Roy A. Gage Hardware Co. are preparing to move to a new location at Lewiston, Idaho, which will give them the facilities for carrying increased stock.

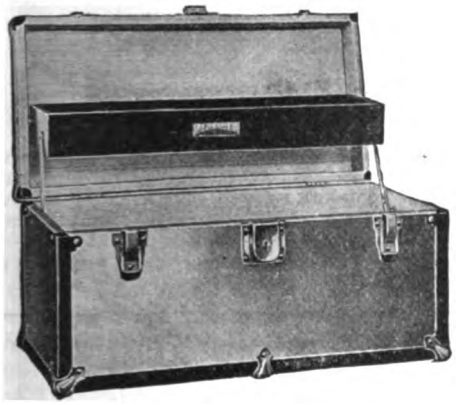
The Northwest Stove Works has been incorporated with an authorized capital stock of $10,000, by H. A. Holmes, J. A. Moulton and William P. Lord, at Portland, Oregon.

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INCREASING DEMAND FOR TOOL CHESTS

Many hardware dealers will see in the new line of metal covered tool chests, now being offered by the Union Tool Chest Company of 52 Mill St., Rochester, N. Y., an opportunity to add many new sales in tool chests.



These new zinc covered chests are made in many styles and sizes. They are designed for carpenters, electricians, plumbers, steam fitters, garage mechanics, auto owners, repairmen, conductors, house and general use, and for fishermen.

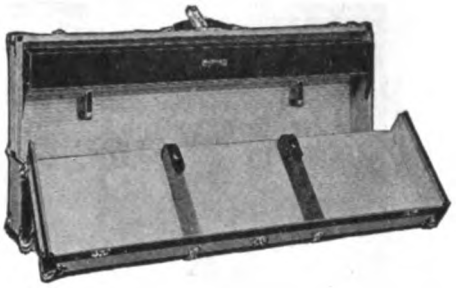
In mechancial construction they are abreast of the other Union tool chests that have been on the market for many years and have given such complete satisfaction to machinists, toolmakers, patternmakers, etc.

These new chests are unexcelled for convenience. Made with the tray that automatically raises with the top and always remains level and out of the way—an exclusive Union feature. Furnished without trays if desired.



Anyone mechanically inclined will appreciate the mechancial superiority of these chests.

Government tests prove the lock-corner used the strongest corner joint known. Only best of lumber is used. Zinc covering is of best quality lacquered zinc, carefully formed over edges and properly attached. Will not rust or corrode. Genuine leather handle. All corners, catches, clamps and locks are brass plated and

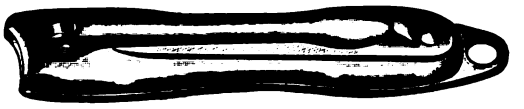


lacquered steel, securely riveted on. Furnished with special Corbin twelve change lock.

The Union unconditional guarantee covers every chest put out.

It is unnecessary to state that they meet the urgent demand for a low priced chest that is at the same time strong and durable, and capable of giving long, hard and continuous service.

The illustrations show only three of the new styles. Full information will be sent gladly to interested dealers



NEW NAIL CLIPPER

The H. C. Cook Co., Ansonia, Conn., are placing on the market their new Gem. Jr. Nail Clipper, which has just been perfected, and is designed in such a way as to meet the requirements of the most fastidious.

Its construction is different from all other clippers, yet it is one of the most sightly, useful and well made clippers on the market.

It is made of a special nigh grade tool steel, with jaws thoroughly hardened, tempered and ground, and with ordinary usage will remain sharp for twelve to fifteen years. Owing to the length of the clipper and its special design, it has a powerful leverage, which gives it superior cutting qualities and makes it easily handled, so that it is capable of manicuring the nails in any shape or length, leaving a clean edge without either tearing or pulling. Being equipped with keen cutting jaws, a nail file and cleaner, it has all the requirements necessary to give one a perfect manicure.

Attention is particularly called to the thin cutting jaws, the compactness of the clipper when closed, its graceful lines and the ring attachment, whereby it may be worn either on the watch chain or the key ring.

It has been designed and manufactured to sell to the retail trade, so it may sell at 25c, and is one of the best articles on the market to be retailed at that figure.

There has been a large demand for it, although it has not been advertised.

They are attractively carded, mounted twelve clippers to the card and packed one gross to the box, size of box being 4 inches by 8 inches by 11 inches.

The H. C. Cook Co. will be glad to give full information to any of our readers upon request.

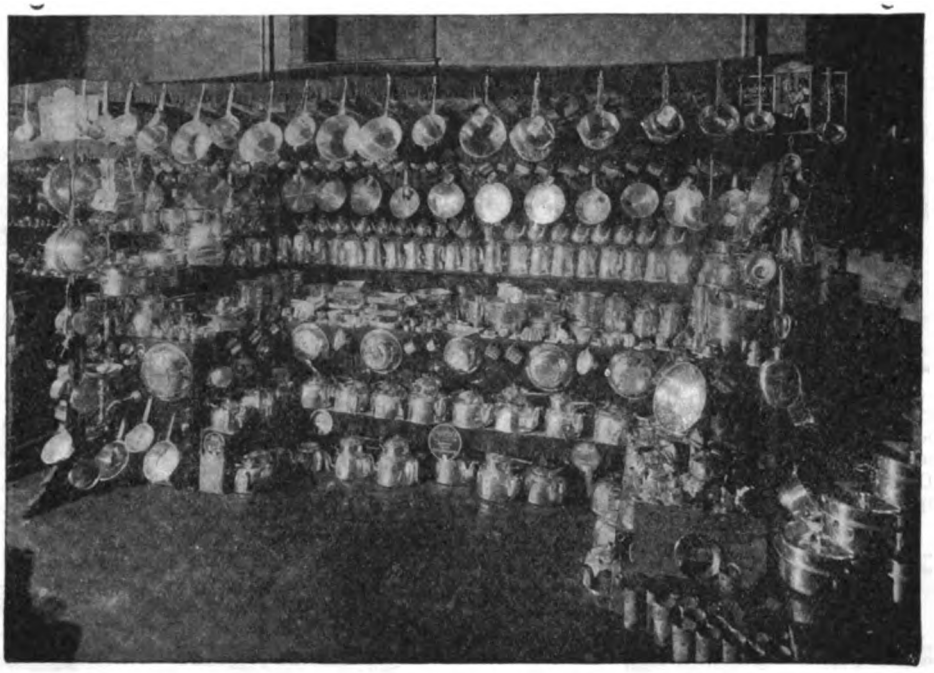
H. D. Aden is adding a line of hardware and ammunition to his stock at Wilsonville, Cal.

W. J. LeRoy has purchased the Haase Brothers hardware stock at Atkinson, Neb.

Herman R. Frank and Arthur Saxon recently purchased the interest of S. D. Jones in the Clovis Hardware Company at Clovis, Cal.

Bell Brothers Hardware Company, Raymond, Wash., who recently purchased the Owen Bros stock, report a very satisfactory season of trade.

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No manufacturer cooperates to a greater extent with their dealers than do the Aluminum Goods Mfg. Co., in not only providing attractive material and matter for sales window displays, but in the personal interest they show in the success of their representatives, and in giving them most complete service. Their sales suggestions, merchandising bulletin and much matter of an educational and instructive nature always results in a marked increase in the sale of aluminum ware. Attractive window material and helps are liberally provided.

Here is shown a reproduction of an attractive way in which to trim an aluminum ware window to the best advantage. Full information can be obtained by writing them at Manitowoc, Wis.

MARCY TOOL WORKS INCORPORATED

The Marcy Tool Works, formerly owned and conducted by A. W. Marcy, has been incorporated, with an authorized capital stock of $100,000, of which A. W. Marcy is president.

The purpose of this incorporation is to furnish additional working capital, increasing equipment for the better handling of their business, which is continuing to grow year by year, their products now having attained a world wide distribution.

PACIFIC COAST REPRESENTATIVES

The Cincinnati Tool Company announce that they have arranged with Messrs. Carlson & Frahm, 258 Market Street, San Francisco, and 1242 West 36th Street, Los Angeles, to represent them on the Pacific Coast. Both Messrs. Carlson and Frahm have been established with the hardware trade for many years and have a wide acquaintance throughout the entire territory. They will be glad to give full information to our readers on the Pacific Coast relative to this excellent line of tools.

H. E. LeSchofs has purchased the interest of J. A. Richardson in the Richardson & LeSchofs Implement Company at Santa Paula, Cal.

Greenville Hardware Company at Greenville, Texas, is incorporated, with a capital of $12,000. Incorporators are Mrs. W. F. Hull, L. R. Cambrell and J. A. Hull.

Pearl Miller has purchased the Stroupe Hardware Co., Ira, Iowa.

C. H. Cody & Son, Champion, Neb., have engaged in the hardware business.

The Hillsboro Hardware Co., Hillsboro, Texas, are successors to J. H. Wilson.

I. R. Thomas Hardware Company has been sold to F. D. Stevenson at Colfax, Iowa.

Hurdle & Stribbling have succeeded George D. Hurdle Hardware Co., at Quitman, Texas.

R. E. Penn is a new merchant at Strawberry, Ark., handling hardware and housefurnishings.

Bell Bros. recently succeeded Owen Bros. in the hardware business at Raymond, Washington.

Jos. L. Delaney is preparing to engage in the hardware and housefurnishing business at Perry, Okla.

J. T. Todd, at Smithville, Ark., is preparing to engage in business, handling hardware and housefurnishings.

The Opheim Hardware & Implement Company of Opheim, Mont., report a very satisfactory season of trade and a good outlook.

The Camas Cooperative Co., Camas, Mont., handling hardware and housefurnishings, have incorporated with a capital stock of $50,000.

Sturgis & Storie are preparing to move their stock at Walla Walla, Wash., to the building formerly occupied by the John Smith Company.

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A NEW DISHWASHER THAT GOES INTO THE CUPBOARD WHEN NOT IN USE

The housewife who insists that her kitchen must be entirely cleared of equipment not in actual use, and she who cooks and washes dishes in a kitchenette will both welcome the Torrent Dishwasher. It fits into the cupboard out of the way when it is not being used. This is one of the advantages claimed for it by the Torrent Utilities Co., of Cleveland, the manufacturers.

The Torrent washes dishes perfectly, because it is hand directed like a vacuum cleaner; the 40 pounds pressure torrent of hot soapy water from the washing nozzle can be concentrated on the stubborn dishes. The housewife can see what she's doing—a real advantage. This washing nozzle, which attaches to the hot water faucet, furnishes by means of a small thumb lever either soapy or clear water.

Specially designed wire baskets hold the dishes firmly in place. A splash-guard which pulls up telescope style during washing keeps the splash inside; it is because this splash-guard drops down out of the way that the Torrent goes into a cupboard.

The Torrent has all the advantages over the old dishpan that a dishwasher is expected to have—it does the job more quickly (5 or 6 minutes); it washes the dishes cleaner and in a more sanitary way (by running water); it keeps Milady's hands out of dishwater and so does its share toward keeping them soft and white. And very important, she can see what she is doing and know the dishes are clean.

Many dealers are accepting the manufacturer's offer to ship a Torrent for try-out, attracted by the immense sales possibilities of the washer.

Ravalli Company is planning to open a branch store at Stevensville, Mont. Their headquarters are in Hamilton.



CRESCENT DISPLAY BOARD

The Crescent Tool Company of Jamestown, N. Y., recently issued a most attractive stock display board for Crescent Wrenches, known as assortment No. DB 5, illustrating nine of their most popular wrenches.

The board is made of selected quartered oak, five ply veneered to prevent warping. It is 25x26 inches, surrounded by an ornamental moulding. Each wrench is in its natural color and upon the board is mounted a decalcomania transfer showing each wrench in its natural and full size with the lettering in black and bold.

This board carried a complete stock of all sizes of Crescent Adjustable Wrenches. One can sell right off the board and renew their stock from time to time. All sizes are directly before the customer, so he may easily make selections.

This beautiful stock display board will certainly assist in making sales. This is the kind of boards usually seen only in jobbers' sample rooms, but it is a part of their policy of helping dealers create sales for their lines.

They will be glad to give full information to any of our readers upon request.

BORN'S NEW RANGES

After a long study of the stove consuming market The Born Steel Range Company, Cleveland, has brought a new improved line of ranges that they say their investigation shows fits the needs of seventy-three per cent of the customers of most any hardware store.

The new ranges are made of steel, have absolutely non-leakable joints and the larger size is equipped with a ten gallon reservoir. Burns either coal or wood. Highly finished, the top being in Mosaic blue. A combination range with notable improvements will also be announced.

The Born Company states they have been able by standardized construction, improved patterns, automatic machinery and straight line production methods, to manufacture ranges at low unit cost, thereby affording big range values at market prices that are exceptionally low.

Dealers are being supplied with window cards, newspaper advertisements, etc., to assist in selling the new line.

Aber-Morse Co. is a new hardware store in Berrien Springs, Mich.

Buckeye Hardware Co., Delaware, Ohio, suffered a loss by fire of approximately $25,000.

E. Vicory is the successor to Wm. Fagan in the hardware business at Greenleaf, Kansas.

The Meriden Cutlery Co., Meriden, Conn., makers of the Anvil Brand of cutlery, have opened a New York office at 98 Chambers St. Messrs. Nixon and Merron of long standing in the hardware field are their representatives in the Metropolitan district.

This is owned by the Landers, Frary & Clark Co.

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GREAT ACTIVITIES PLANNED FOR DAVIS-MADE PRODUCTS

The Davis Sewing Machine Company of Dayton, Ohio, is entering the arena of big business this fall on a greater scale than ever before in the company's fifty-nine years of existence. Davis-Made products—the Blue Bird Electric Clothes Washer, the Davis Sewing Machine, Blue Bird Sewing Machine, Dayton Bicycles and other well known specialties—are to be merchandised in even more aggressive manner than in the past, and plans are rapidly nearing completion for these pretentious Davis activities.

Immense Davis factories at Dayton are expected to operate at capacity, in the manufacture of the various Davis-Made utilities.

The Davis organization is favorably known the nation over as a leader in its fields. For more than half a century its products have lightened human burdens and increased human efficiency. Many Davis sewing machines, built fifty years ago, have hummed in service through three generations in the same sewing rooms. The same machine that stitched "something old, something new, something borrowed, something blue" for the bride of 1870, has performed the same happy service for her daughters and their daughters.

Davis factories at Dayton cover 35 acres of ground. There are sixty Davis Buildings in all, which afford 700,000 square feet of floor space.

Shortly after the signing of the armistice, the United States Government conferred on the Davis sewing machine the offical certificate of merit for distinguished service in performance of war work. The same degree of efficiency with which Davis plants served the nation in war, marks its service in peace.

Cooperation with the dealer who sells Davis-Made products is one of the outstanding features of the company's plans for coming activities. Complete announcement concerning these new plans will shortly be forthcoming.

WRINGERS A UNIVERSAL SELLER

The Lovell Mfg. Co. of Erie, Pa., have adopted the slogan, "Wringers are just like noses—everybody has one." With this as their motto, the trade is urged to see that every new household in the community as well as every household where the wringer has worn out is equipped and renewed with an Anchor Brand Lovell wringer.

It is pointed out that a wringer is not like many another household labor saving device that has to be sold on principle as well as on the merits of the goods. Every housewife realizes that a wringer is a necessity, and it is only a matter of competition between sorts and kinds. The Lovell Mfg. Co. is said to be the largest manufacturers of clothes wringers in the world, and very naturally Anchor brand has a firm grip on the bottom of the clothes wringer business in every section of the country.

A. T. LLOYD IN FURNITURE EXCHANGE BUILDING

A. T. Lloyd has moved his offices from the Monadnock Bldg. into the new Furniture Exchange Bldg., San Francisco, and now have adequate facilities to display samples of the products of the various manufacturers whom they represent in the West.

L. H. Nordeen is also on the staff of the Lloyd Sales Co.

Other Hardware Agents in Same Building

Among other members of the hardware fraternity at San Francisco who have moved their offices into the new Furniture Exchange are: Baker-Smith Co., Rathbone Sard Co., U. S. Stamping Co., West Bend Aluminum Co. and the Pneuvac Co.

PETRY HEATER AND TUNING-UP VALVE

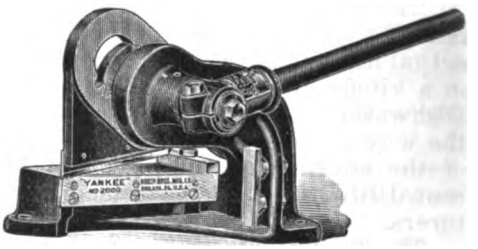
The Petry Heater and Tuning-up Valve is the outcome of a demand for the proper heating of motor busses, gasoline propelled railway cars, enclosed body automobiles and passenger airplanes.

This heater and tuning-up valve is attached on the exhaust pipe between the motor and muffler. A separate valve in the top of the device is adjustable from the driver's seat to divert the hot exhaust gases to heating pipes or radiators. A separate valve in the same device enables the operator to shut off the gases from the muffler for "tuning up" the motor. All of this is accomplished without back pressure and with no strain on the exhaust pipe.

Other uses to which the Petry heater and tuning-up valve may be put are: The blowing of motor vehicle whistles or horns; and also, by means of flexible metallic hose, the thawing out of frozen fire plugs, water pipes, etc.—cooking, in fact, any use to which portable heat may be put.

This combination heater and exhaust valve obviates the necessity of placing two different valves in the exhaust line.

Several of the larger truck and motor bus manufacturers are installing Petry heater and tuning-up valves after thorough tests, especially the manufacturers of the big passenger busses requiring adequate heat in cold weather.



"YANKEE" CUTTER No. 2000

North Bros. Manufacturing Company of Philadelphia are placing on the market a brake lining cutter No. 2000. This is a very powerful cutter designed to give a quick clean and easy cutting of brake lining and belting of all kinds up to six inches in width and three inches thick. It is not intended for cutting metals.

Power is secured through rack and pinion movement operated by lever. The bevel and cutting angle of knives are the result of careful study and experiment and insures durability, clean cut and ease in operation.

The knives are of the highest grade steel carefully ground and fitted. Adjustment in case of wear or regrinding is provided for.

The extreme length is eleven and a half inches, and width, seven and one fourth inches, and weight twenty-two pounds.

This is in keeping with the well known quality of the North Bros. lines and they will be glad to give full information to any of our readers upon request.

Roy Wisser has purchased the hardware business of H. J. Schmidt, at Isle, Minn.

A. A. Moore Hardware Co. has been sold at Reinbeck, Iowa, to Harry H. Struwe.

Madsen & Rasmussen are successors to L. J. Rasmussen at Belle Plaine, Minn.

The Andrews Paint & Hardware Co., Cleveland Ohio, have incorporated with a capital stock of $10.000, with A. V. Andrews, D. H. Hopkins, O. F. Goudy and A. F. Hansen as incorporators.

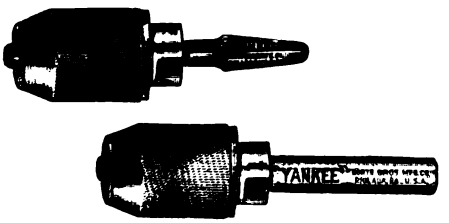
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BICYCLE PNEUMATIC TIRED VELOCIPEDE FOR BOYS

For half a century velocipedes for children have been made with steel tires and solid rubber tires, but credit is due The American-National Company of Toledo, Ohio, for producing a boy's velocipede with real bicycle pneumatic tires, also ball-bearing wheels. This high class vehicle has met with big success and is fast becoming the popular velocipede for children, whose parents realize that the health as well as comfort of their boys depends upon them exercising and playing with a vehicle equipped with real bicycle pneumatic tires. The boys themselves take great pleasure in keeping the tire pumped up with a hand pump or a foot pump, and they can also get free air at any gas station in the neighborhood.

The invention of this velocipede marks a revolution in this business.



"YANKEE" DRILL CHUCKS

"Yankee" Drill Chucks is an addition to the well known line of North Bros. Manufacturing Company of Philadelphia.

These chucks are the same as those used on the "Yankee" breast and hand drills. They are simple in construction, accurate and efficient in use.

The chuck body is of steel, polished and nickel plated. The jaws are of tool steel hardened.

They are made in sizes to hold up to one half inches in diameter, the outside diameter one and a half inches.

North Bros. Manufacturing Company or any of their jobbing connections will be glad to give further information to any of our readers upon request.

The Helper Hardware & Furniture Co. is a new enterprise at Helper, Utah.

Cal Jackson Hardware Company has been succeeded by J. M. Carlson, at Madrid, Iowa.

Joe S. Decker of Pavenden Springs, Ark., is the successor to J. B. Carter, in the general merchandise and hardware business.



WIDE-AWAKE MERCHANT IN "A TOWN WITH A FUTURE"

Wasilla, Alaska, seat of operations of one of our good subscribers, the Knik Trading Co., is so interestingly located in the midst of such vivid color that we know our other readers will be interested in a little intimate acquaintance with the company and its enterprising proprietor, O. G. Herning.

Wasilla is on the main line of the government railroad from Anchorage into the coal fields of the interior. It is also 15 miles by auto to the famous Willow Creek mining district. Among the resources of Wasilla are free gold, quartz and coal mining, ranching and fishing in the immediate vicinity, with good roads leading to all points.

Mr. Herning writes us that Wasilla Lake teems with rainbow trout and there are oil lands in the vicinity. In fact the Wasilla Commercial Club has adopted the progressive slogan for the town which we quote in our caption and announces that residence lots may be obtained for $25.00.

The Knik Trading Co., established in 1905, is one of the up-to-date institutions in this section. Three thousand square feet of floor space and one-quarter of a mile of shelving furnish adequate space for adequate stocks.

S. C. Bacon is opening a hardware business at Greenfield, Iowa.

The Weller Hardware Co. recently opened for business at Stevens Point, Wis.

W. I. Nozes, Beaverton, Oregon, will move his hardware stock to a new location.

J. J. Shimek is successor to Bert Pentico in the hardware business at Clyde, Kansas.

Perry Folck is the successor to Cal. Jackson in the hardware business at Madrid, Iowa.

H. W. Fortune is engaging in the hardware and auto accessory business at Maxville, Ark.

Jas. Hart is the successor to F. S. Burrough, hardware and garage business at Allison, Iowa.

O. H. Buchanan & J. R. Moore are the successors to the firm of White & Jones, at Fairbury, Neb.

W. H. Foster is the successor to Foster & Spidel, handling hardware and implements at Atlanta, Ind.

Chas. Kurtz is erecting a new building, which will be occupied by his hardware and furniture stock, at Mulberry, Kansas, when completed.

J. N. Rumage, who suffered a fire loss at Trezevant, Tenn., of approximately $10,000, is resuming business.

Denton Bros., handling hardware and auto accessories, are preparing to engage in business at Center, Ark.

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Plumbing and Heating

The Pathway to Business Power

(By Walter J. Matherly)

THE first step in the pathway to business power is the right start. If you start wrong, you are lost from the very beginning. Many a man has failed because he had a false start. To reach your goal you must travel in the right direction.

To start right, you must start now. Don't wait. Delay is dangerous. The immortal present is the only time you have. Tomorrow is a myth.

Begin your quest for business supremacy with a study of yourself. The biggest problem you have is not the forces surrounding you, but you yourself.

Analyze your talents, your abilities.

Discover your defects and weaknesses.

Take a complete inventory of your mental and physical stock.

With this data before you, proceed to master yourself. You cannot get very far as long as you are a slave to your passions. You cannot scale the Pike's Peak of success unless you develop an indomitable will. You cannot conquer the world until you have first conquered yourself.

Self-management comes before business management.

Self-mastery precedes the mastery of business enterprises.

Know human nature. You must not only get acquainted with yourself, but you must also get acquainted with men. You cannot handle men in your employment unless you are familiar with the workings of men's minds. You cannot manufacture and sell goods unless you understand the tastes and distastes of consumers.

A knowledge of psychology is just as indispensable as a knowledge of economics.

Develop mental acuteness. Rule of thumb is passing away in mills, workships, stores and factories. Present-day business requires intellect. Without brains, there is little or no chance for business success.

Subject your establishment to scientific analysis. Look at it from every angle. Devise scientific standards. If you are to get the greatest profits out of twentieth century business, you must use twentieth century methods.

Push your concern; don't let it push you. Move forward; don't stand still. Radiate enthusiasm.

The only establishment that does not need enthusiasm is a morgue.

The only institution that can move forward and increase its size without pushing its wares or seeking new customers is a penitentiary.

Keep your business in such shape that you could take an immediate inventory. You cannot adequately control your activities and take advantage of every opportunity unless you know where you stand at any moment

A slipshod system of accounting is a relic of industrial barbarism.

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Eliminate errors. Search for possible defects. If there is a hitch anywhere, find it and provide for its removal.

Prevent wastes and leakages. Many a company has failed because the profits were consumed by spendthrift methods of doing business or leaked away in the process of putting goods on the market.

Study related trades and industries. See what others in your line are doing. Their experiences may save you a ton of trouble, show you the way to innumerable economies, and stimulate you to greater achievements.

Analyze markets. If you are to operate on wide margins of profit, you must know when and where to sell.

Successful manufacturing depends upon successful marketing.

Be attractive to everyone. Cultivate personal magnetism. If you cannot make people like you, you are deficient as a business executive. If you cannot inspire your men to stand by you, you are a failure.

In the best business concerns there is no place for grouches, slave drivers and disagreeable personalities.

Be faithful.

Be honest.

Be fair.

Faithfulness, honesty and fair play beget confidence and good will. Confidence and good will will beget strength. With enough strength, you can overturn the world.

Finally, be omnipresent. Use your organization as a means of keeping in touch with everything. Let nothing escape your watchful eye.

To be a dynamic business man, you must keep your fingers on every pulsation of the economic organism which you direct. If you let go for a single moment, you are likely to lose your whole business soul.

YOU'RE WEALTHY

Don't worry just because you're poor;
If you were rich you'd worry more—
That's certain.
You get your three square meals a day;
You couldn't eat more anyway—
'Thout hurtin'.
Don't think the fates have been unkind;
There's many millionaires you'll find—
Complainin'.
There's lots of men with so-called means
Who'd like to wear your old blue jeans—
'Thout strainin'.
You fellows in your working clothes
Can shake 'em when the whistle blows—
'Thout frettin'.
The boss with dollars to your dime;
You bet he's working overtime—
And swettin'.
There's them who'd give up every sou
If they could stand up strong like you—
And healthy.
You've got your children and your wife,
You've love and happiness and life—
You're wealthy.

O. E. Baring has bought the interest of Harry Tully in the Baring & Tully plumbing business, at Jerome, Ariz., and the partnership has been dissolved.

A WORD OF APPRECIATION

Editor Hardware and Plumbing World:

Enclosed find renewal of my subscription to the "Hardware and Plumbing World" for three years and in addition we wish to add two additional copies each month for three years.

Find check enclosed for three subscriptions.

The "Hardware and Plumbing World" is one of the most valuable publications that we know of and you no doubt will be interested to learn that the Master Plumbers of Pasadena are advertising your publication and are telling all of their members who are not already receiving it, that it is the best publication they know of at this time and should be in the hands of every plumbing and heating contractor throughout the West.

Recently those of us who were familiar with the many good points of your magazine spoke at one of the recent meetings.

Pasadena, California. C. E. GRAY.

PREFERRED RUNS TO THE RACE

"Ernest," said the teacher of geography to a Kansas City hardware dealer's hopeful, "tell what you know about the Mongolian race."

"I wasn't there," explained Ernest hastily. "I went to the ball game."

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The Wicked Flea, When No Man Pursueth

(By Harry G. Nye)



The two most famous animals mentioned in scripture are the "wicked flea" and the "consecrated, cross-eyed bear." The latter, come to think of it, is mentioned in a hymn instead; that is the best that the little girl could make out the words when she heard the choir intone them.

There are all sorts of fleas on this earth besides those that David Harum said were so beneficial to a dog, because they kept a dog from remembering that he was a dog. There is only one sort that we are going to discourse about this morning, and that is the flea to be found in any business—Overhead.

For verily it biteth like an adder and stingeth like a serpent, to quote a little more of our early training. In fact it not only biteth like an adder but is an adder of the deepeth dye.

Now a moderate amount of overhead is necessary, as in the case of the dog. It keeps a man from remembering he is a plumber, or whatever else he happens to be. I am not talking in this discourse about necessary overhead, but the wicked flea when no man pursueth, the over-overhead due to our neglect. The flea of overhead becomes the wicked flea when no man pursueth.

In other words, you have got to keep after your overhead and keep it down, or it will sting you in the end—and it won't be particular as to which end. Let me say it again, that the flea of overhead becomes the wicked flea when no man pursueth.

It is remarkable how many of us fellows go around plugging up the leaks in other people's plumbing and never plug up the ones in our own business. We wouldn't think much of a woman who would let a bad joint keep her laundry floor afloat, or let a busted something else spill soapsuds on the dining room below the bath—and yet there are little leaks like that in any business that could be plugged up with benefit to our peace of mind and profits.

There are often two entirely different kinds of fellows in business, and they are both wrong. One is the kind that never thinks of anything but the money that is coming in, and the other is the kind that never thinks of anything but the money that is going out. The latter kind watch their overhead so closely that they reduce it to the vanishing point—and their volume, too. They are the kind that never advertise, or write a letter, or send a circular, or have a decent show window, or use a little linoleum and paint or do any of those snappy things that indicate an up and going business house.

In all my life I have known only one man of that sort who had got his overhead down where he wanted it. He was a plumber (not in any small town, but right here in Chicago) who, when I asked him what he figured his overhead was, said he didn't have any.

"You see," he said, "I own the property, and I do all the work myself, and don't have any helper, and when I am out the wife tends the shop—so I don't have any overhead at all."

I guess that he had put himself in at the right figure, but I think he ought to have charged up something against the business for the assistance of the wife, although of course he didn't pay her anything. And the interest on his investment in the property ought to have been something, seems to me, considering what we have to pay at the bank for money.

And the other kind of fellow is just as bad the other way. He is the one who is watching only the money that is coming in and isn't watching at all the money that is going out. He thinks that as long as he can "keep it coming" he can keep going, and he can—until it stops coming for some little reason like some of the reasons we have been having lately.

Things are better now, but there was a spell when fixing leaks was about all there was to do—and that would have been a good time to fix up some of our own. And it isn't too late yet. If I wanted to save money in the plumbing business I think about the first thing I would do would be to spend some.

I'd be glad to pay a helper's time to straighten up the stock and to take some of the pipe off the floor and put it where it belongs. It would be cheaper to sell it for old iron than to walk around on it and handle it over every time I wanted something.

I'd make sure my tools weren't adding to my overhead by inefficiency—by being out of order or out of date. The dollar you save using a poor tool has about the same value as a Russian ruble. I never saw a boss plumber turn a high-priced man loose on a job with a low-priced tool that I didn't wonder how he figured.

It is the little leaks of disorder in the shop, carelessness in collections, inefficient tools, and things like that that make the flea of overhead the wicked flea, when no man pursueth.

E. E. Jackson is erecting a building to be used as a plumbing and sheet metal shop at Coachella, Cal.

Moeller & Flynn, Venice, Cal., are erecting a new building to be occupied by the Venice Sanitary Plumbing Co., this being the firm name under which they operate.

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LIKEWISE CATER TO HUMAN PLUMBING SYSTEM

Editor "Hardware and Plumbing World":

We are enclosing renewal covering our subscription to the "Hardware and Plumbing World," which I find necessary in my business.

If I should ever overlook sending this promptly, covering renewal of my subscription, do not hesitate to let me know.

I have been pretty busy this summer with the plumbing business and it may interest some of your readers to know that I have also established a southern chicken dinner inn, called the "Maplehurst." It is one mile north of Eatonville, which is proving very popular with all tourists coming my way.

Any of the readers of the "Hardware and Plumbing World" who should happen to be in the neighborhood, it will be worth while to get what is said to be the finest chicken dinner anywhere on earth.

Eatonville, Washington. R. POTTER.

William Griffin has opened a plumbing shop at 806 South Fernando Road, Glendale, Cal., and will carry a complete assortment of plumbing accessories, hardware and lubricating oil.

Hughes & Tornier, Mount Vernon, Wash., have been awarded a plumbing contract for $5,893 and the heating for $6,861 in a new building being erected for the Northern State Hospital, Sedro-Woolley.

Dependable Service Quality Goods

We are exclusive agents for

Homestead Quarter-Turn Blow-Off Valves
Witt Pump Governors and Regulating Valves

Durabla { Valve Discs, Rod Packing, Sheet Packing, Union Gaskets, Gauge Glasses

Distributors of
Wm. Powell Valves and Specialties

The M. L. Kline Co.

Wholesalers
PLUMBING, HEATING AND STEAM SUPPLIES
84-86-87-89 Front Street, Portland, Ore.

Church White Pyralin Closet Seats



are made in our own wood working shop and covered with genuine white sheet Pyralin which is applied by our patented process and should not be confused with enameled or sprayed coatings.

The surface of Church Seats is non-porous and requires only soap and water for cleaning. They can never turn yellow, chip nor crack.

Write for Latest Catalog

C. F. Church Mfg. Co.

Makers of High Grade Bath Room Supplies
Holyoke, Mass.

New York San Francisco Chicago

These goods can be obtained from the leading jobbing houses in the West. Insist on them. If you cannot get them, address for information W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by the leading jobbing and supply houses.

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WHEN IT COMES TO PROTECTING YOUR RIGHTS, BE JOHNNY ON THE SPOT

(Copyrighted by Elton J. Buckley)

I think I should devote one of these articles to some explanation of the law of waiver as it occurs in everyday business. I have tried very hard not to be too technical in these articles. Waiver is a pretty technical subject, but the principle of waiver occurs so often in ordinary business transactions that it ought to be explained, for a knowledge of it at times is a very useful thing.

To give an illustration of the operation of the law of waiver as it occurs in business, I have taken an ordinary case which is arising every day. This incident transpired in my own experience only last week. A jobber ordered certain goods. The specifications were written out in detail. Shipment was made, the goods unloaded and some placed on the shelves and some in the warehouse. Though there was every chance to do so, the buyer made no effort to closely examine them, and not until several weeks later did he discover, as he claimed, that they were not in exact accord with the specifications. Meanwhile the market had dropped on the particular goods bought, and the buyer rejected them because they were not, as he alleged, what he bought.

In this case the court held that the buyer, by neglecting to examine the goods and holding them so long, had waived his right to reject. Waived in this case, and in practically every case, means lost or given up. Let slide, to be colloquial.

It is useful for men constantly dealing in business to remember that every day situations arise when they must act at the time or not at all.

There are exceptions to this, of course. I remember a case which was very bitterly fought. the principle of waiver being the only legal principle involved. Here, too, a buyer ordered certain clearly specified goods. Goods were sent him which were immediately examined and found not to be as ordered. Unfortunately, however, he could not reject them because he needed them or something like them, so he made them do. Later he refused to pay the invoice as rendered, claiming that goods sent were worth less than those ordered and also that he had had to go to certain expense to make them do. The seller sued, on the ground that by accepting and using the goods the buyer had waived his right to claim damages. But the court said no, and adopted a well known principle of or exception to the law of waiver, which is that when a man, under pressure or in a pinch, accepts goods which were different from what he ordered, he does not thereby waive his right to claim damages. The reason underlying this is that acceptance is not of the buyer's own free will or negligence, but is under the pressure of an emergency.

Another form of waiver, which many a business man forgets, occurs when he treats as good a contract which the other party has already violated. When he does that he waives his right to cancel. For instance, not long ago two people made a deal by which one was to sell and the other to buy certain merchandise, delivery to be made by a specified date. The date came and went, but delivery was not made. A few days later the parties met and the buyer, who, of course, could have rejected for failure to deliver, failed to do so, but discussed the contract as if it were alive, and asked the seller when he now proposed to deliver. The seller named a date and had the goods there at that time, but the buyer rejected them on the ground that delivery had not been made within the time. This case got into court and it was held that the buyer, by treating the contract as good at a time when the seller was already in default by reason of non-delivery had waived his right to cancel. In other words his failure to act on his rights had made a bad contract good.

Leniency or generosity to one's creditors sets all sorts of traps for one's feet. Continually allowing a debtor to take longer than his usual credit period may fix you so you can't hold him up to the mark until you have given him notice of your intention to do so. This kind of waiver occurs in so many ways that I couldn't begin to enumerate them.

The thing to remember always, when some situation arises in which you may have to do something to protect your rights is this: I had better take this up now and see if it doesn't require instant action, rather than let it slip along.

A TRUE PROPHET

Editor "Hardware and Plumbing World":

Your September issue received and noted.

The statement that the writer made to you in previous letter has already come true. Prices are advancing slightly in many lines during the last few days. The demand for goods has increased quite materially also in the last few weeks.

We look for fairly good business during the next two or three months. Especially in our seasonable lines, which always are called for during the fall months.

Yours respectfully,

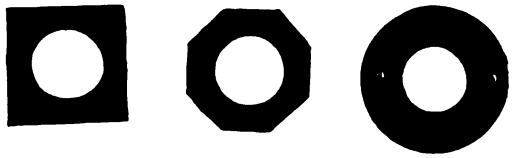
THE BEATON & CADWELL MFG. CO.,

New Britain, Conn. W. H. Cadwell, Pres.

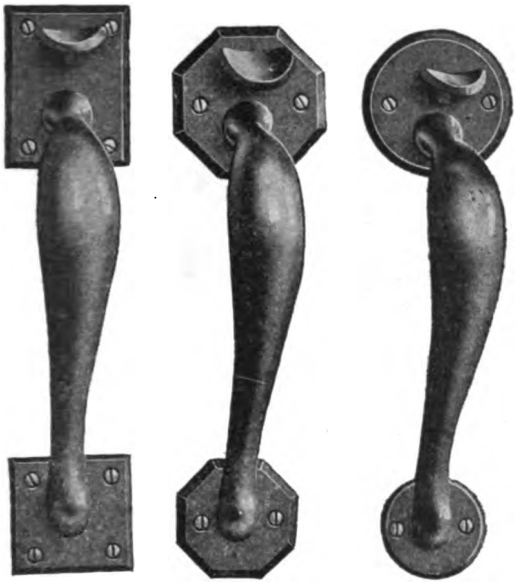
The Graham Plumbing & Electrical Works, at 1721 Manchester Ave., Graham, a suburb of Los Angeles, is a new enterprise.

E. W. Manning of Chehalis, Wash., was awarded the plumbing contract for the construction of the Napavine school at Napavine, Wash., the amount being $3,733.

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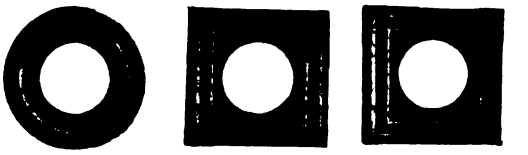


Front Door Handles



842 852 0858

Six Leaders are illustrated; they are our six leaders. We manufacture over fifty styles of handles, all are of solid brass, well finished. We make many that are more ornamental and larger than those illustrated. When ordering, specify finish. Sample orders sent subject to your approval. Sold from coast to coast. Liberal freight allowance to Middle West, Southern and Eastern States.



Western

We manufacture cast brass or bronze hardware (except lock) of every description.

Casement Fasteners.
Cremorne Bolts.
Surface Bolts, Door Pulls.
Push and Kick Plates.
Door Guards and Push Bars.
Door Bumpers and Base Knobs.
Cabin Door Hooks.
Lever Handles, Sash Lifts.

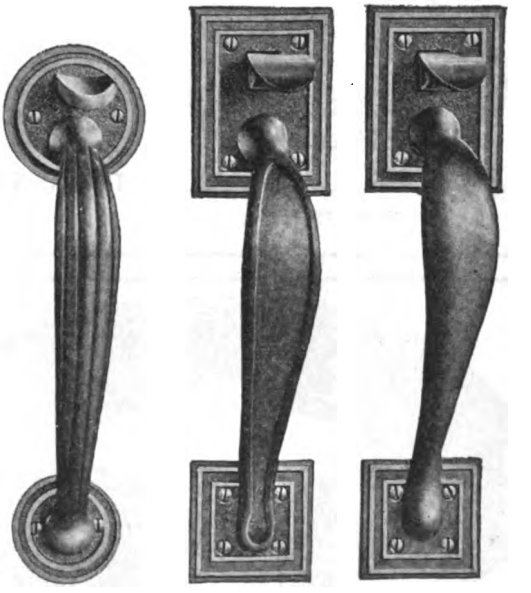
Write for Prices Stating Quantity Desired

Leading Pacific Coast Hardware Manufacturers

Lavatory Spring Hinges, Lavatory Legs, Angles and Railings

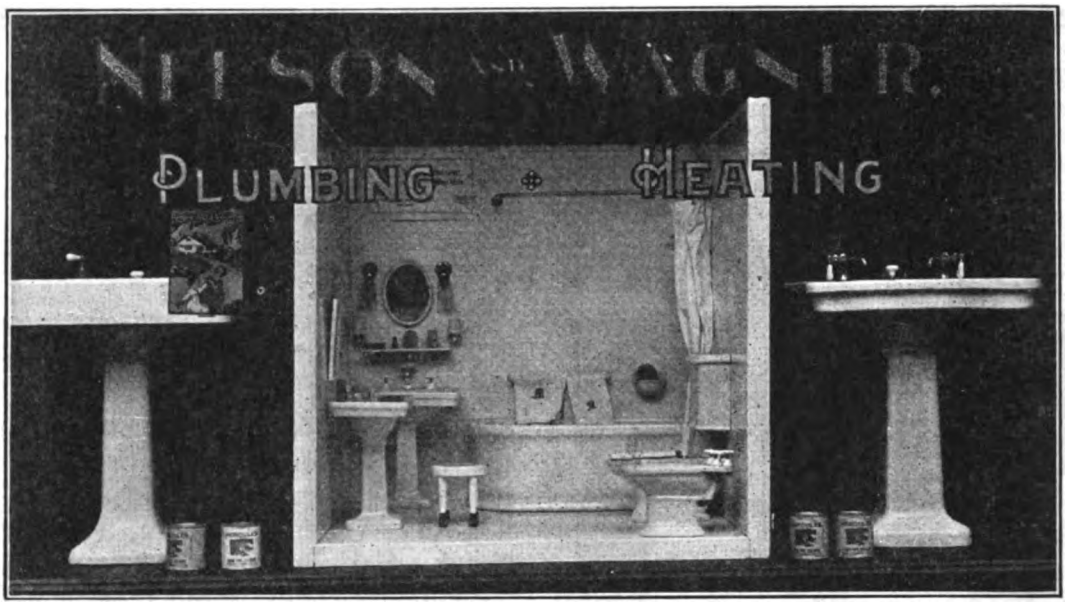
Western Brass Mfg. Co.

217-219 Tehama Street SAN FRANCISCO, CAL



865½ 863 863¾

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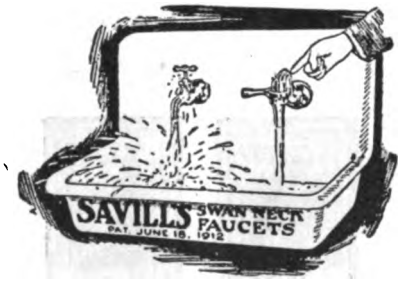
Nelson & Wagner, enterprising plumbing and heating contractors of Oak Park, Ill., know the advantages of featuring their products in their sales windows.

Such a display as this, showing a completely equipped bathroom, even to the necessary toilet accessories—soap, tooth powder, shaving brush, towels, etc.—makes a wonderful appeal, and resulted in many sales.

This is no line of merchandise that lends itself to greater advantage to the salesrooms and sales windows display than plumbing goods.

To see such a neatly equipped bathroom, instantly reminds passersby of their own bathroom, and anyone who does not possess such a convenient and well arranged room with up-to-date accessories, it is sure to create within them a longing and a desire that will lead to definite results if it is properly followed up by dealers.

Such a display as the one shown herewith could be made by any of our subscribers at little expense, and is sure to result in many sales.

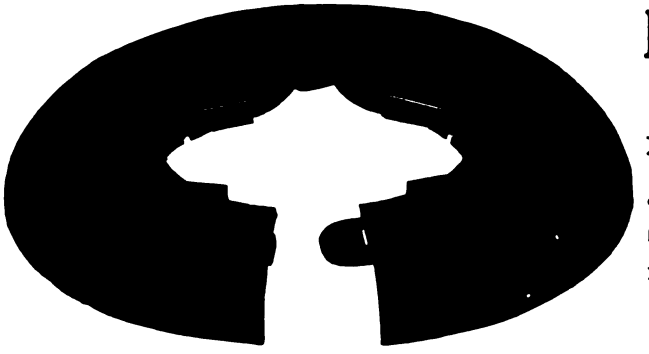


Sold by Jobbers of Plumbing Supplies Everywhere

OVER 1200 PHILADELPHIA PLUMBERS
ARE USING AND SPECIFYING
SAVILL'S SWAN-NECK FAUCET

Full-stream flow in a fraction of a minute.
Gentle half-turn either way operates.
Protective Stop on handle. Saves pinching.
Best red brass, 85% copper. Saves replacing.
Long nozzle-outlet. Saves splashing.

THOMAS SAVILL'S SONS, Wallace and Watts Sts., Philadelphia, Pa.
Send postal card for catalogue showing 23 styles.



No. 10 Steel ¼" to 4"

Plates that Please
ORDER NOW
and be ready with a stock
Increasing Demand for "B & C" Styles
Catalog on request
THE BEATON & CORBIN MFG. CO.
Largest and Oldest Plate Company in the World

Pacific Coast Representative
W. ERWIN GILCHRIST
681 Market St.
San Francisco, Cal.

SEE OUR CATALOGUE IN SWEETS

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AN ARGUMENT FOR A KNOWLEDGE OF METHOD FOR RESUSCITATION

A fatal injury was recently reported which is not at all unusual, in fact, there are many similar cases recorded in recent years.

Two men were at work pulling pipe from a well located at the side of a county road. This well supplied the water which was stored in a tank for the sprinkling carts used in laying the dust on a section of the road. The men were hoisting the pipe from the well by means of a block and tackle fastened to the headframe. On this headframe, which was located directly under a 2300-volt power line, was mounted a windmill which was normally connected to the pump. The pipe was in standard 20-foot lengths and several of these had been hoisted to the surface, disconnected and lowered to the side of the road. When it came to the last two lengths of pipe the men decided to hoist them both in one continuous 40-foot length, with the result that the pipe came in contact with the 2300-volt line. Both men received severe shocks and were rendered unconscious.

The foreman of the crew drove up to the scene of the accident just as one of the men was recovering consciousness. The other man was removed at once to a hospital, about two and one-half miles from where the accident occurred. Newspaper reports read, "The patient was beyond medical aid and died soon after."

The coroner states that there was no sign of a burn on any portion of the man's body, and that death was undoubtedly caused by electric shock. It is probable that if artificial respiration had been administered immediately after the accident, the story of a widow left with ten dependent children would not have to be told. The importance of the knowledge of resuscitation cannot be too greatly emphasized.

ENLARGING STOCK AND FACILITIES

The Missouri Water & Steam Supply Co., of 816 South Sixth street, St. Joseph, Mo., has purchased the stock of the Horigan Supply Co.

Harry Hollihan is manager and president of the Missouri Water & Steam Supply Co. The Horigan stock was originally valued at $60,000.

The Missouri company has leased additional storage and warehouse space and plan to do a general wholesale and jobbing business.

Frank Flynn will be in charge of sales. They will be glad to send catalog and give full information to any of our readers upon request.

The Exeter Plumbing & Sheet Metal Co., of which J. L. Dean and Paul Lambell are proprietors, have purchased the Herbert Askin Plumbing Co., at Visalia, and will operate the business in connection with their business at Exeter.

George Purviance is just completing a new store at Artesia, Cal. He has been engaged in the plumbing business for some years, but will likewise handle electrical supplies and appliances and other lines.

SCAIFE "Copper-Brazed"

TANKS

For Air, Gas and Liquids



Pneumatic and Storage Tanks

Range Boilers, Riveted or Welded

SEND FOR CATALOGUES

WM. B. SCAIFE AND SONS CO.
PITTSBURGH, PA.

38 South Dearborn St. Chicago, Ill.

Garden Hose Valves
OF
Recognized Quality

Which command repeat orders for you



Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., *Erie, Pa.*

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.

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PROFITS AND NET PROFITS

A man can figure himself rich, is a well known saying, but when he totals the results of his efforts at the end of the year, how often does he come out at the short end of the horn. How often is his mind disabused as to the results of his efforts.

The mistake of so many merchants is that they don't know what it costs them to do business, or knowing, they fail to take that into consideration in their sales work.

One must bear in mind that it is better for him to have his goods in his warehouse, or on the shelves of his store, if he is going to send them out and not obtain the money for them. He at least has something to show for the money he is spending.

Then on the other hand unless he can sell these same goods at a profit, he had better keep them himself than to attempt to do business at a loss.

There are too many merchants out to get the business regardless of how they get it, or what they obtain for their goods. How can a man sell a line on a gross profit of 20 per cent and 25 per cent and pay all his overhead expense, his freight, carry his customers anywhere from sixty days to six months, discount his bills and make a living?

These are times that test the ability of a merchant, and is the time, too, when a merchant should take stock and see whither he is going.

Are you worsted in a fright?
Are you cheated of your right?
Laugh it off.
Don't make tragedy of trifles,
Don't shoot butterflies with rifles—
Laugh it off.
Does your work get into kinks?
Are you near all sorts of brinks?
Laugh it off.
If it's sanity you are after,
There's no recipe like laughter.
Laugh it off.



Perfect Blow Torches

The Turner New Line Blow Torches

operate perfectly on either gasoline or kerosene, and they stay generated. THE BAFFLE DOES IT.

The adjusting needle is separate from the shut-off. No more trouble from enlarged fuel opening or corrosion.

Air and fuel are correctly proportioned automatically by the flared tube.

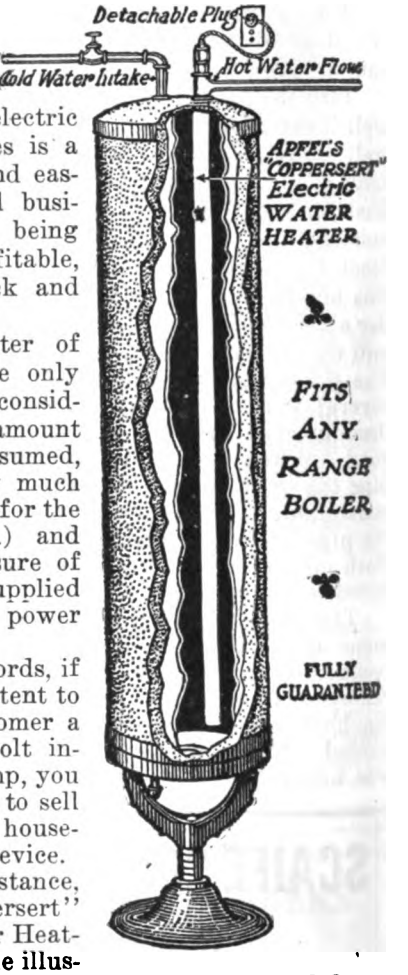
These and other improved features give you BLOW TORCH SATISFACTION.

Prices no higher than for ordinary torches.

Don't buy another torch without the baffle in the burner tube. TURNER PATENT

The Turner Brass Works
Sycamore, Illinois, U. S. A.
Fifty Years of Manufacturing Experience

INCREASING DEMAND FOR ELECTRIC WATER HEATERS



When all dealers find out (as thousands have) that selling electric heating devices is a very simple and easily understood business, besides being highly profitable, they will stock and push them.

As a matter of fact, there are only two things to consider, Wattage (amount of energy consumed, based on how much heat is needed for the result wanted) and voltage (pressure of current as supplied by the local power company).

In other words, if you are competent to sell your customer a 40-watt, 110-volt incandescent lamp, you are competent to sell any electric household heating device.

Take, for instance, the "Coppersert" Electric Water Heater, shown in the illustration. This consists of a seamless hard drawn copper tube, which screws into the hot water outlet of any upright range boiler, and which contains the heating element. It will readily be seen that this is 100 per cent efficient, as every heat unit must go directly into the water with which it is surrounded.

It can be installed at very slight cost by any mechanic. It does not interfere with any existing method of heating water from a range, furnace or by gas, and there is a good profit to the dealer.

The "Coppersert" and many other electric heating specialties are sold by McSorley & Co., Factory Distributors, 218 Thompson building, Seattle, Wash.

Discipline is that kind of training that causes us to do willingly the things we used to hate to do.

Good times are diffident about rushing in where bad times are expected. It is always good policy to look for the best.

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As you mingle with people in home, social, and business life, make a definite effort to observe the leading interest and strong points of each. Learn to be a good listener. Many salesmen fail because they talk too much. The prospect likes to have his say, and in having it he will practically lay the cards face up on the table. The observant and alert salesman will then read these cards into his own play, and in the majority of cases he is bound to win.

The salesman who isn't observant, and who sees nothing in particular in an ordinary situation, will talk constantly. Empty wagons rattle and they do not carry any loads to market. The truly tactful individual is always the observant one. He knows what will please, not wholly by instinct but by a close watch of mannerisms, facial expressions, and conversation. He has learned certain subjects to avoid as a matter of course, and so it becomes second nature to be alert, and to read tact and courtesy and good judgment into his daily contact with people.

No man can be utterly unhappy who has the consciousness of doing good work.

You can never help others by climbing onto the hill of self-righteousness; you've got to stay down on the level and lift.



No. 208 Torch
List Price Each $17.00. Ask for Discount

Improved Up-to-Date Torches

There are more new improved features in the C. & L. Double Needle Torches that are of actual value to the user than in any other Torch made. Burner has greater generating power, producing about 300 degrees more heat. Upper needle cleans the orifice; lower needle regulates. Both needles are BLUNT, which prevents ruining the burner by enlarging the gas orifice. Gasoline or kerosene can be burned by changing the jet block. Tank is strongly braced. Fitted with quick acting pump. They save both time and fuel. Jobbers supply at factory price. Send for our latest catalog.

CLAYTON & LAMBERT MFG. CO.
10611 Knodell Ave., Detroit, Mich., U. S. A.



Trimo Pipe Wrench
in steel or wood handle.



Trimo Pipe Cutter
one or three wheel

The Word TRIMO

stands for good tools made by the Trimont Mfg. Co., which are the following:

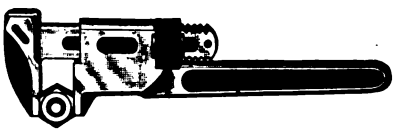
The Trimo Pipe Wrench
The Trimo Chain Pipe Wrench
The Trimo Monkey Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make the **Trimo Pipe Wrench** superior are the **Spiral Spring,** always in place, the **Steel Frame,** that will not break, the **Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle, that can be replaced when worn. **Save time and money and buy Trimo tools,** made by

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.



Trimo Chain Wrench
Eight sizes, take pipe ⅛" to 15"



Trimo Nut Wrench
steel handle only

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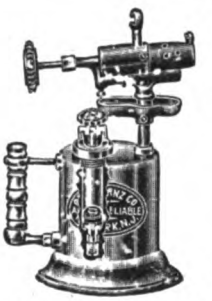


No. 208 Torch
List Price
Each $17.00
Ask for
Discount

MORE HEAT—LESS FUEL

The No. 208 Improved Double Needle Torch produces about 300 degrees hotter flame than any other make. Powerful generator consumes less fuel. The saving will soon pay for the Torch. Burner orifice is cleaned by upper needle; lower regulates. Both needles are BLUNT — not sharp-pointed, thus overcoming sixty per cent of burner troubles. The best and the cheapest Torch for inside or outdoor work. Jobbers supply at factory price. Ask for catalog.

Clayton & Lambert Mfg. Co.
10611 Knodell Ave.
Detroit, Mich., U. S. A.



Covered by several patents.
No. 65 Quart Torch
No. 66 Pint Torch

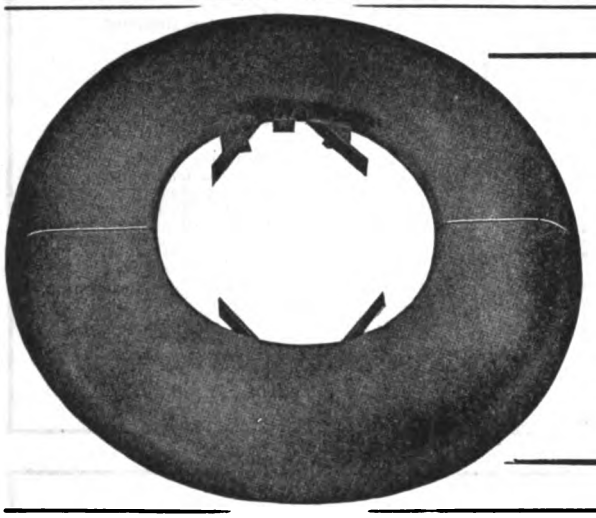
Torches & Furnaces vs. Poor Gasoline

It is generally known that the gasoline sold today is of a very low gravity. As a result, many mechanics are experiencing much trouble with torches and furnaces.

It is our pleasure to notify the trade that satisfactory results are obtained from our line when used with this low grade fuel. This is due to the patented burners which we use. If you are having trouble, order some of our tools and obtain quick and correct results in your work.

Jobbers supply at factory prices

OTTO BERNZ CO., Newark, N. J.
The "Always Reliable" Line



THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

The Beaton & Cadwell Mfg. Co.
NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, J. R. Devereux, New Birks Building, Montreal, Quebec, Canada.

SEE OUR CATALOGUE IN SWEETS



Nye the Die Man

When a Cat Has Fits

It runs around in circles. It doesn't know where it's going, but it's on its way.

When a dog goes mad, it climbs trees, jumps ash-cans. and acts up generally.

But when a tool bucks or a cutter-wheel breaks in the middle of a job—

You Ought to See What a Plumber Does!

It doesn't need to happen, if you buy Nye Dies.

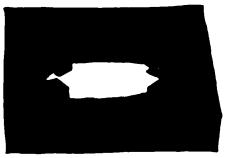
The Nye Die was designed to keep plumbers from going mad.

The Nye Die is made of the finest tool steel tempered in oil—and absolutely guaranteed.

THE NYE DIE

is as much better than other dies as other dies are better than nothing.

The Nye Die works best, lasts best, is best—so it pays best!



Nye Solid Die



Nye Armstrong Die

HARRY G. NYE
The Nye Tool & Machine Works
108-128 North Jefferson Street
Chicago, Ill.

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PLUMBING GOODS—RETAIL SELLING PRICES

The following are the present market selling prices (corrected up to the time of going to press) of various lines of plumbing goods, ruling in some of the larger western cities. At the request of some of our subscribers among the plumbing trade in interior and smaller towns and cities, who do not have the opportunity of checking up their prices and costs often, we are giving these prices as some we have obtained that are being charged by plumbers in the larger cities. These prices are usually based on the cost of goods, plus the overhead or cost of doing business, usually ranging in the neighborhood of 25 per cent. Where plumbers are some distance from their source of supply, freight and transportation charges would naturally be added. We will be glad to receive suggestions and corrections as to any errors or omissions, or any further information that might be desired, will be gladly answered.

BATHS AND LAVATORIES

(Bath Tub Prices Less Fittings)

BATH TUBS—K64, C370, P1990, Essex, on Feet, 4-ft., $44.00; 4½-ft., $44.00; 5-ft., $42.00; 5½-ft., $47.50; 6-ft., $66.70.

K57, C360, P1991, Essex, on Base—4½-ft., $55.50; 5-ft., $55.50; 5½-ft., $61.50; 6-ft., $82.70.

K80, P1993, Knickerbocker—5-ft., $45.50; 5½-ft., 53.50.

K10 to K10¼, P2160 to P2173, Conred Enam. Allover, Cardinal—4½-ft., $76.00; 5-ft., $80.00; 5½-ft., $86.70.

K10 to K10¼, P2160 to P2173—Conred, Enameled Inside, Cardinal—4½-ft., $60.00; 5-ft., $64.00; 5½-ft., $70.70.

K10½, P2180 to P2186, Recona, Enam. Allover, Cardinal—4½-ft., $72.00; 5-ft., $74.70; 5½-ft., $81.50.

K10½, P2180 to P2186, Recona, Cardinal (Enam. Inside)—4½-ft., $60.00; 5-ft., $64.00; 5½-ft., $70.70.

F12 to F15, C316 to C319, P2305 to P2313, Pembroke, Viceroy, Sierra (Corner)—4½-ft., $90.70; 5-ft., 94.70; 5½-ft., $102.70; 6-ft., $138.50.

F16 to F17, C320 to C321, P2315 to P2318, Pembroke, Viceroy, Sierra (Recess)—4½-ft., $81.50; 5-ft., $86.70; 5½-ft., $94.70; 6-ft., $128.00.

F10 to F11, P2319 to P2322, Pembroke, Viceroy (Pier)—5-ft., $199.50; 5½-ft., $141.50; 6-ft., $157.80.

F7 to F8, P2380 to P2388, Woodmere, Imperator (Corner)—5-ft., $177.50; 5½-ft., $184.00.

F9, P2390 to P2393, Woodmere, Imperator (Recess)—5-ft., $166.70; 5½-ft., $177.50.

F5, Imperator (Standing Pattern)—5-ft., $261.50; 5½-ft., $278 70.

F6, Imperator (Wall Pattern) 5-ft., $230.70; 5½-ft., $244.00

BATH TUBS, PORCELAIN—H5015, 2028N, Regular selection, light weight, Corner—5-ft., $145.85; 5½-ft., $158.35.

H5015, 2028N, Special selection, light weight, Corner—5-ft., $177.00; 5½-ft., $198.35.

H5020, 2029N, Regular selection, light weight, Recess—5-ft., $133.33; 5½-ft., $146.70.

H5020, 2029N, Special selection, light weight, Recess—5-ft., $166.70; 5½-ft., $183.35.

SHOWER RECEPTORS—K112, P2510, with Strainer and Waste—36x36-in., $84.00; 42x42-in., $112.00.

K108, P2511, with Strainer and Waste—36x36-in., $113.50; 42x42-in., $150.70.

K107, P2512, with P2530 Drain—38x38-in., $149.50.

K105, P2525, with P2530 Drain—36x36-in., $120.00; 42x42-in., $158.50.

SHOWER MIXING VALVES—NC1, H15, P2745, $30. NC1, H12, P2746, $30.00. NF1, H10, P2747, $30.00. P2748, $30.00

SHOWERS—

H965, P2766, Shower and Rose Sprays	$110.00
H1014, P2771, Shower and Needle Bath	109.00
NF1200, H911, P2790, Shower	54.70
H909½, P2791, Shower and Shampoo	64.00
NC100, H952½, P2803, Shower	29.35
H953½, P2804, Shower	30.70
NC1100, H954½, P2807, Shower	41.35
NC1100 (with stops), H954½, P2809, Shower	40.70
H943½, P2815, Shower	48.70
H944½, P2816, Shower	46.70
H945½, P2819, Shower	56.70
H946½, P2820, Shower	55.35
NC1100½, H956, P2821, Shower and Shampoo	47.70
P2823, Shower and Shampoo	54.70
H1402, P2826, Shower	16 00
H1406, P2827, Shower	15.70
H1400, P2828, Shower and Shampoo	31.70
H1404, P2829, Shower and Shampoo	30.70
H1410, P2836, Shower	36.70
H1411, P2837, Shower	38.00
H1408, P2841, Shower and Shampoo	50.70
H1402, P2842, Shower and Shampoo	52.00
NF1050, H900, P2855, Shower	38.70
NF1050½, P2856, Shower and Shampoo	51.00
NF1055, H895, P2857, Shower	46.70
H904, P2860, Shower	45.35
P2861, Shower and Shampoo	58.00
H1246, P2868, Shower	34.70
H1250, P2870, Shower	27.70
H1600, Industrial Mixometer Shower	34.70
H1625, Industrial Combination Valve Shower	14.15
H1202, P2914, Shower	52.00
H1200, P2916, Shower	66 35
H1206, P2918, Shower	44 35
H1204, P2919, Shower	46 00
P2920, Shower and Shampoo	59.00
P2921, Shower and Shampoo	60.35
Portable Showers—	
H1275, P2946, Portable Shower	22.70
S124, Portable Shower	15.00
Wall and Ceiling Showers—	
H1270, P2950, Wall Shower	18.00
H1268, P2952, Ceiling Shower	18.00

LAVATORIES—(Less Fittings)—

C105, P3050, P3055, P3057, Copley—18x27-in., $52.00; 22x33-in., $66.65.

C114, K205, P3110, P3115, P3117, Laton—20x24-in., $37.35; 22x27-in., $42.65; 22x30-in., $51.80.

C145, K332, P3840, P3845, P3846, P3847, Ophir—17x21-in., $14.50; 18x24-in., $18.20; 20x24-in., $22.80; 22x27-in., $38.70.

C145, K332, P3847, Ophir—20x24-in., $22.80; 22x27-in., $38.70.

C145, K832, P3850, P3855, Ophir—20x24-in., $22.80.

C152, K582, P4045, Ralwon—17x19-in., $12.80.

P4125, Arion—19x24-in., $22.65.

P4205, Othello—18x21-in., $13.80.

K580, C150, P4206, Othello—18x21-in., $13.80.

K608, C162, P4335, Beverly—18x21-in., $13.20.

K614, C164, P4345, Crescent—17x19-in., $10.00.

K752, P4365, Alva—16x24-in., $10.00.

K668, C180, P4940, P4945, Athena—20-in., $30.00.

K668, C180, P4946, Athena—20-in., $30.00.

K672, C182, P4950, P4955, P4956, P4957, Anglo—19-in., $20.00.

K690, C184, P4980, P4985, Verdun—16-in., $15.20.

P5080, P5085, P5086, P5087, Everett—19-in., $18.70.

K732, C190, P5110, P5115, Yale—16-in., $11.50.

K762, C192, P5145, Aida—16-in., $11.50.

Add for Waste when required—P11285, Imperial, $9.85; P11289, Empire, $8.00; P11290, Princess, $6.70.

BRASS AND RUBBER GOODS

BATH FITTINGS, BUILT-IN—

H7025 Special, P11000—Compression, ½-in., Valves, 2-in. Waste (End Wall), $29.00.

P11001—¾-in. Valves, 2¼-in., Waste, $42.70.

H7025 Special, P11002—½-in. Valves, 2-in. Waste (Back Wall), $31.70.

P11003—¾-in. Valves, 2¼-in. Waste, $45.85.

P11010—½-in. Valves, 2-in. Waste, $37.35.

P11011—¾-in. Valves, 2¼-in. Waste, $44.70.

P11012—½-in. Valves, 2-in. Waste, $42.70.

P11013—¾-in. Valves, 2¼-in. Waste, $47.35.

P11015, "Quicko"—½-in. Valves, 2-in. Waste, Top Nozzle, $42.70.

P11016—¾-in. Valves, 2¼-in. Waste, Top Nozzle, $47.35.

P11017—½-in. Valves, 2-in. Waste, Top Nozzle, $45.85.

P11018—¾-in. Valves, 2¼-in. Waste, Top Nozzle, $50.00 Compression—

P11025—½-in. Valves, 1⅜-in. C. W. & O., $28.70.

F11026—¾-in. Valves, 1½-in. C. W. & O., $28.35.

P11030—½-in. Valves, 1⅜-in. C. W. & O., $27.35.

P11031—¾-in. Valves, 1½-in. C. W. & O., $32.00.

P11040—½-in. Valves, 1½-in. Waste, $46.70.

P11041—¾-in. Valves, 2-in. Waste, $51.35.

NC2570—Fittings for Por. Tubs, ¾-in. Valves, 2¼-in. Waste, $64.00.

H2466—Speakman Dishler, ½-in. Valves, 2-in. Waste, for Por. Tubs, $36.00.

Exposed for Essex Baths—Compression—

P11065—½-in. Valves, 2-in. Waste, $34.70.

P11066—¾-in. Valves, 2¼-in. Waste, $50.70.

"Quicko"—

P11090—½-in. Valves, 2-in Waste, $46.00.

P11091—¾-in. Valves, 2½-in. Waste, $50.70.

Exposed for Conred Tubs—

H6978 Special, 11115—½-in. Valves, 2-in. Waste, $30.35.

Exposed for Pembroke and Woodmere Baths—Compression—

H6978 Special, P11115—½-in. Valves, 2-in. Waste, $40.00.

¾-in. Valves, 2¼-in. Waste, $40.00.

P11125—½-in. Valves, 2-in. Waste, $48.00.

Bath Cock Combination Fittings—For Essex Baths—

P11150—Compression Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, $8.70.

P11155—"Quicko" Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, $8.70.

P11160—Compression Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, $21.35.

P11165—"Quicko" Supply and Waste Fitting, 9-16-in O. D. Annealed Supplies, $22.70.

BATH WASTES—P11175—Imperial 2-in. Waste, $17.25.

P11176—Imperial 2¼-in. Waste, $18.70.

P11179—Imperial 2-in. Waste, $18.00.

Bath C. W. & O.—

P11185—1¾-in. N. P. C. W. & O. for Essex Bath, $3.10.

P11188—1¾-in. N. P. C. W. & O. for Conred Bath, $6.15.

1½-in. N. P. C. W. & O. for Conred Bath, $6.70.

P11189—1¾-in. Rough C. W. & O. for Conred Bath, $5.00.

1½-in. Rough C. W. & O. for Conred Bath, $6.70.

P11190—1½-in. Rough C. W. & O. for Pembroke Bath, $6.70.

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Brass and Rubber Goods—Continued.

COMBINATION LAVATORY FITTINGS—
P11260—Verona, Compression, Enamel Lavatory, $23.35.
P11263—Verona, Compression, Vitreous Lavatory, $23.35.

LAVATORY WASTES—
P11285—Imperial, China Knob 9.35
P11288—Imperial, China Knob 9.35
P11289—Empire, China Knob 8.00
P11290—Princess, China Knob 6.70
P11291—Princess, China Knob 6.70
P11293—Princess, China Lever 6.70
P11294—Princess, China Lever 6.70
P11295—Princess, China Lever 6.70
P11296—Princess, "B" China Handle 6.70
P11297—Princess, 4 Ball Handle 6.70

SHAMPOO FIXTURES—
P11858—Quicko Double Basin Cock 12.00
P11859—Pedestal China Soap Dish with Drain 2.70
P11860—Compression, as described 20.00
P11863—Quicko, as described 20.00

MIXOMETER FIXTURE—H2285—Built-in Mixometer, $53.35.

LAVATORY SUPPLY PIPES—Strictly I. P. Size—Pipes to Wall—Short Pattern, 6-in. x 7-in.
P11871—With W. H. Stop, ⅜-in., $7.45; ½-in., $8.70.
P11872—With C. I. Stop, ⅜-in., $8.15; ½-in., $9.35.
P11873—With L. K. Stop, ⅜-in., $7.45; ½-in., $8.70.

LAVATORY PLUGS AND CHAIN STAYS—
P11895—P. O. Plug for Porcelain Enameled Lavatory.. 1.00
P11896—P. O. Plug for Vitreous Lavatory 1.70
P11897—Chain Stay for Vitreous Lavatory ..... .70

COMBINATION SINK AND SUPPLY FAUCETS—P11425—Quicko, Swing Spout, No. 100, Classic or Faultless, $10.70.

NICKEL PLATED SINK AND LAVATORY TRAPS—
Tubing Pattern, less Cleanout—
P11450—1¼-in. Plain "P," $2.00; 1½-in., $2.00.
P11451—1¼-in. Vented "P," $3.00; 1½-in., $3.15.
P11456—1¼-in. Bag, $4.70; 1½-in., $4.60.
P11462—1¼-in. Plain "S," $2.70; 1½-in., $2.70.
P11463—1¼-in. Vented "S," $3.60; 1½-in., $4.00.
With Cleanout—
P11450—1¼-in. Plain "P," $2.80; 1½-in., $2.70.
Cast Brass Traps with Cleanout—
P11450—1¼-in. Plain "P," $2.75; 1½-in., $2.70.
P11451—1¼-in. Vented "P," $3.75; 1½-in., $3.95.
P11456—1¼-in. Bag, $3.75; 1½-in., $4.75.
P11458—1¼-in. "P" (N. Y. Reg.), $2.70; 1½-in., $3.10.
P11462—1½-in., Plain "S," $3.20; 1½-in., $3.40.
P11463—1¼-in. Vented "S," $4.15; 1½-in., $4.35.

COMPRESSION BIBBS—H100—½-in. Rough Plain SSS, $1.05; Finished, $1.30; Nickle Plated, $1.55. ¾-in. Rough, $1.35; Finished, $1.65; Nickel Plated, $2.00.
H102—½-in. Rough Hose SSS, $1.20; Finished, $1.50; Nickel Plated, $1.70. ¾-in. Rough Hose, $2.20; Finished, $1.85; Nickel Plated, $2.10.
H110—½-in. Rough Plain SOT, $1.20; Finished, $1.45; Nickel Plated, $1.70. ¾-in., Rough Plain SOT, $1.65; Finished, $1.90; Nickel Plated, $2.05.
H112—½-in. Rough Hose SOT, $1.35; Finished, $1.65; Nickel Plated, $1.90. ¾-in. Rough Hose, $1.70· Finished, $2.04; Nickel Plated, $2.30.
H135—½-in. N. P. Plain Adj. Flange, $2.25; ¾-in., $2.80.
H137—½-in. N. P. Hose Adj. Flange, $2.45; ¾-in. $3.00.
H140—½-in. N. P. Plain Set Screw Flange, $2.10; ¾-in., $2.50.
H142—½-in. N. P. Hose, $2.25; ¾-in., $2.70.
H365—½-in. N. P. Comp. Stub W. T. Bibb, Plain, $1.50
H367—½-in. N. P. Comp. Stub W. T. Bibb, Hose, $1.70.

QUICK COMPRESSION BIBBS—
H410—½-in. Nickel Plated, Plain SOT, Metal Handle, $2.55; ¾-in., $2.95.
H412—½-in. Nickel Plated, Hose, SOT, Metal Handle, $2.75; ¾-in., $3.20.
H413—½-in. Nickel Plated, Plain SOT, China Handle, $3.15; ¾-in., $4.29.
H414—½-in. Nickel Plated, Hose SOT, China Handle, $3.20; ¾-in. Nickel Plated, Hose SOT, China Handle, $4.60.
H435—½-in. Nickel Plated, Adj. Flange, $2.85; ¾-in., $3.30.
H437—½-in. Nickel Plated, Adj. Flange, Hose, $3.10; ¾-in., $3.50.
H438—½-in. Nickel Plated, Plain, $3.30; ¾-in., $3.70.
H439—½-in. Nickel Plated, Hose, $3.50; ¾-in., $3.95.
H440—½-in. Nickel Plated, Plain S. S. Flange, Metal Handle, $2.65; ¾-in., $3.05.
H442—½-in. Nickel Plated, Hose, S. S. Flange, Metal Handle, $2.90; ¾-in., $3.30.
H448—½-in. Nickel Plated, Plain, S. S. Flange, China Handle, $3.05; ¾-in., $3.50.
H444—½-in. Nickel Plated, Hose, S. S. Flange, China Handle, $3.30; ¾-in., $3.60.

SELF-CLOSING BIBBS—H478—½-in. Finished, Plain SOT, $2.80; Nickel Plated, $3.00.

FULLER BIBBS—H510—½-in. Nickel Plated, Plain SOT, $2.25; ¾-in., $2.60.
H512—½-in. Nickel Plated, Hose SOT, $2.50; ¾-in., $2.85.
H540—½-in. Nickel Plated, Plain S. S. Flange, $2.90; ¾-in., $3.30.
H542—½-in. Nickel Plated, Hose S. S. Flange, $3.15; ¾-in., $3.55.

GROUND KEY BIBBS—H575—½-in. Finished, Plain SSS, $1.45; ¾-in., $2.05.
H577—½-in. Finished, Hose SSS, $1.75; ¾-in., $2.25.
H585—½-in. Finished Plain SOT, $1.65; ¾-in., $2.25.
H587—½-in. Finished, Hose SOT, $1.85; ¾-in. $2.35.

COMPRESSION STOPS—H600 and H603—½-in. Rough I. P. both ends T. H., $1.15; ⅝-in., $1.45. ½-in. Nickel Plated both ends T. H., $1.95; ⅝-in., $2.35.
H605 and H608—½-in. N. P. I. P. both ends W. H., $2.15; ⅝-in., $2.65.
H615 and H618—½ x ½-in., O. D. T. H. or W. H. N. P., $1.50. ½ x9-16-in. O. D., $1.50. ½x11-16-in., O. D., $1.75.
H620 and H623—½-in. I. P. both ends Finished, $2.15.
¾-in. I. P. Nickel Plated, $2.60.

SELF CLOSING STOPS—H640 and H641—½-in. I. P. both ends N. P., $3.65.

COMPRESSION SILL COCKS—H650 to H654—½-in. Angle Pattern, $1.45; ¾-in., $1.60.

BOILER DRAIN COCKS—H655 and H658—½-in., $1.10; ¾-in. Rough N. P. Male, $1.10; ¾-in., $1.45.
H656 and H659—½ in. Rough N. P. Female, $1.10; ¾-in., $1.45.
H700—½-in. TH or LH Stops, Solid Head, $1.45; ⅝-in. $2.05.
H703—½-in. TH or LH Stop and Waste, $1.50; ⅝-in., $2.10.

GROUND KEY STOPS AND STOP AND WASTES—H730 and H731—½-in. TH or LH Stops, Loose Handle, $1.30; ⅝-in., $1.85.
H733 and H734—½-in. TH or LH Stop and Wastes, Loose Handle, $1.35; ⅝-in., $1.90.

COMPRESSION BASIN COCKS—H852—No. 1½ Midget Basin Cocks, Pair, $3.40.
H855—No. 2 Medio Basin Cocks, Pair, $4.20.
H856—No. 2A Medio Basin Cocks, Pair, $5.25.
No. H870—No. 5 Dunlo Basin Cocks, Pair, $5.85.
H871—No. 5A Dunlo Basin Cocks, Pair, $5.95.

QUICKO BASIN COCKS—H901—No. 1½, $3.35.
H902—No. 2 Quicko Basin Cocks, $4.00.
H903—No. 3 Quicko Basin Cocks, $7.50.
H908—No. 5 Quicko Basin Cocks, $7.50.
"Allwite" Quick Comp. Basin Cocks, $10.95.

FULLER BASIN COCKS—H925—No. 0 Fuller Basin Cocks, $5.25.
H926—No. 0 Fuller Basin Cocks with Union, $6.90.

SELF CLOSING BASIN COCKS—H950—"Standard" Ball Bearing, Cross Handle, pair, $8.40.
H951—"Standard" Ball Bearing, China Level, pair, $10.05.
H970—"Standard" Boston, pair, $10.05.
Junior Size Ball Bearing 4 Arm Indexed Self Closing, pair, $7.90.

DOUBLE BASIN COCKS—H980—Quicko Double Basin Cocks, each, $12.35. (For China Soap Cup, see U11359.)
Glauber "Winton," Nu-Rapid—Double Basin Cock with Gooseneck and China Index Lever Handles, 12-in. C to C of Cock Holes, $19.35.

PANTRY COCKS—
H1000—No. 1 Compression, pair..... 7.32
H1010—No. 1 Quicko, pair 8.65
H1015—Quicko, Double, each 10.85
H1030—No. 1 Fuller, pair 8.80

SLOP SINK COCKS—
H1070—Compression 19.50
H1075—Fuller 19.50

DOUBLE BATH COCKS—
H1100—No. 3 Compression 4.90
H1105—No. 3A Compression 5.25
H1142—No. 1½ Quicko 5.60
H1150—No. 2½L Quicko 7.50
H1152—No. 2½ Quicko 7.90
H1160—No. 10 Quicko 13.50
H1170—No. 5½L Fuller 4.90
H1172—No. 5½ Fuller 5.25
H1175—No. 4½L Fuller 4.90
H1177—No. 4½ Fuller 5.25

CHICAGO FAUCET COMPANY'S BRASS GOODS—
A100—"Classic" N. P. Quaturn Swing Spout Mixing Faucet with Index Lever Handles, $10.70 each. Extra Washers for same, $2.35 per hundred.
A500—N. P. Quaturn Plain Bibbs SOT, Detachable Tapered Shank, ½-in., $3.00.
A900—N. P. Quaturn Plain Bibbs with Detachable Shank, Adjustable Screw Flange, ½-in., $3.35.
A1600—N. P. Quaturn Single Pantry Cock with China Lever Handle, $5.90.
A1700 N. P. Quaturn Double Pantry Cock with China Indexed Lever Handle, $17.40.
A1900—N. P. Quaturn Basin Cock with Top China Indexed Lever Handle, $3.50.
A2000—N. P. Quaturn Basin Cock with Side China Indexed Lever Handle, $4.90.
A2100—N. P. Quaturn Double Basin Cock with China Indexed Lever Handle, $14.70.
A4500—No. 102 Amazon Basin Cocks, N. P. with China Index Top, $5.50.
Phosphor Bronze Removable Sleeve Seats for all "Quaturn" Bibbs, Basin Cocks, Bath Cocks, Pantry Cocks, Ball Cocks, etc., Hot or Cold, 40c each.

N. P. BRASS ANNEALED TUBING—½-in. O. D. N. P. Brass Annealed Tubing, $24.00 per hundred ft.
O. D. N. P. Brazed Brass Tubing—Per 100 ft.—⅝-in., $37.50; ¾-in., $41.25; ⅞-in., $48.75; 1-in., $39.00; 1¼-in., $42.75; 1¼-in., $48.00; 1½-in., $52.50; 1½-in., $56.25; 2-in., 75.00.

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Brass and Rubber Goods—Continued.

SEAMLESS BRASS PIPE—I. P. Size, per lb.—⅛-in.,61c; ¼-in., 57c; ⅜-in., 53c; ½-in., 50c; ¾-in., 47c; 1-in., 47c; 1¼-in., 47c; 1½-in., 47c; 2-in., 47c; 2½-in., 47c; 3-in., 47c.

Add 70 per cent for Nickel Plating Pipe. Add 10 cents for cut lengths. Add 75 per cent for Copper Pipe.

MISCELLANEOUS BRASS TRIMMINGS—
1½-in. Laundry Tray Plugs, 1½ O. D. Tail Piece, doz.,.19.90
1½-in. Laundry Tray Plugs, 1½ I. P. Tail Piece, doz..:19.90
Fin. Brass Wash Tray Plugs, 1¼ Met. Stopper, doz... 5.50
N. P. Chain Stays, No. 1, doz..... 4.50
N. P. Chain Stays, Nos. 1, 2, 3, dozen..... 5.20
China Chain Stays, doz..... 9.60
N. P. Chain Stay and Cock Hole Cover..... 6.75
N. P. Basin Cock Hole Cover, doz..... 4.40
N. P. Basin Chain wf. Snaps, No. 00, do..... 1.50
N. P. Basin Chain wf. Snaps, No. 0, doz 1.70
N. P. Bath Chain wf. Snaps, No. 00, doz 2.00
N. P. Bath Chain wf. Snaps, No. 0..... 2.40
N. P. Basin Chain 12 Yd. Box, No. 00, b..... 2.10
N. P. Basin Chain 12 Yd. Box, No. 0, bo..... 2.50
N. P. Basin Chain 12 Yd. Box, No. 1, bo..... 3.10
N. P. Basin Chain, No. 00, per 100 feet..... 5.50
N. P. Basin Chain, No. 0, per 100 feet..... 6.80
N. P. Basin Chain, No. 1, per 100 feet..... 8.50
N. P. Basin Chain, 500-foot reels, No. 00..... 5.30
N. P. Basin Chain, 500-foot reels, No. 0..... 6.40
N. P. Basin Chain, 500-foot reels, No. 1..... 8.30
Beaded Basin Chains, per dozen..... 3.50
Beaded Bath Chains, per dozen 3.90
N. P. Chain Snaps, large, per dozen..... .26
N. P. Chain Snaps, small, per dozen ..... .24
N. P. Chain "S" or "8" Hooks, per dozen..... .48
¼-inch Threaded Brass Rod, per foot..... .37
¼-inch Rough N. P. Brass Nuts, threaded through, 100. 6.40
¼-inch N. P. Brass Cap Nuts, per 100..... 5.60

FAIRFACTS BUILT-IN BATH ROOM ACCESSORIES—
F 1—Built-in Paper Holder, 6x6..... 8.80
F115 and F125—Built-in Soap Holder, 6x6..... 4.40
F140—Built-in Grab Rail. 6x6..... 8.80
F150—Built-in Comb. Rail and Soap, 6x6..... 8.80
F160—Built-in Tumbler Holder, 6x6..... 4.40
F170—Built-in Sponge Holder, 6x6..... 7.10

BRASSCRAFTERS ALL WHITE ACCESSORIES—
14086—Slab Soap Dish 3.00
14039—Wall Soap Dish 2.90
14076—Wall Soap Dish 3.35
14049—Wall Soap Dish 4.30
14073—Wall Soap Dish 3.00
14044—Tub Rim Soap Dish 2.60
14080—Tub Rim Soap Dish 3.50
12306—6-inch Three arm Swinging Bar..... 4.50
12103—14-inch Three arm Swing Bar..... 5.90
12518—⅝x18-inch Towel Bar 3.35
12524—24-inch Towel Bar 3.75
12530—30-inch Towel Bar 4.55
11818—¾x18-inch Towel Bar 4.00
11824—24-inch Towel Bar 4.40
11830—30-inch Towel Bar 5.00
11612—1x12-inch Towel Bar 5.90
11618—18-inch Towel Bar 6.40
11624—24-inch Towel Bar 6.60
11630—30-inch Towel Bar 7.35
11912—1½x12-inch Towel Bar 12.00
14241—Wall Pattern Soap and Sponge Holder..... 11.70
14502—Wall Towel Basket 19.90
15124—Tumbler and Toothbrush Holder 4.80
15118—Tumbler and Toothbrush Holder 4.95
15167—Tumbler Holder 3.40
15235—Combination T. T. B. and Soap..... 11.90
15222—Combination T. T. B. and Soap..... 8.15
15150—Tooth Brush Holder 1.40
15103—Tooth Brush Holder 1.60
15176—Tumbler Holder 3.40
15195—Tumbler and Toothbrush Holder 4.80
15192—Tumbler and Toothbrush Holder 4.95
15298—Tumbler and T. B. and Soap..... 11.90
15291—Tumbler and T. B. and Soap..... 8.15
15297—Tumbler and T. B. and Soap..... 6.95
15293—Tumbler and T. B. and Soap..... 12.70
14811—Comb Tray 5.70
14800—Comb Tray 6.95
15752—6x24 Shelf 10.95
15706—5x20 Shelf 8.00
15710—5x18 Shelf 7.70
15712—5x24 Shelf 8.20
15714—5x30 Shelf 9.50
15301—5x20 Rail 4.55
15202—5x24 Rail 5.00
15304—5x30 Rail 5.70
15307—6x24 Rail 5.75
15435—Paper Holders (Roll) 6.15
15420—Paper Holders (Roll) 2.90
15451—Paper Holders (Sheets) 4.95
15510—Hooks ..... .60
15528—Hooks 1.10
15513—Hooks 1.30
15534—Hooks 2.55
15533—Hooks 3.20
15521—Hooks 1.15
15520—Hooks 1.20
15501—Hooks 1.75
14510—Stool 12.70

CHURCH BATH ROOM TRIMMINGS—
No. 2 White Pyralin Routh Bath Stool, Rub'r Bumpers. 19.15
No. 7 White Pyralin Square Bath Stool, Cork Top.....22.20
No. 1 French Beveled Plate Glass Oval Mirror with White Pyralin Frame, 16x4 .....34.30
No. 2, same, 20x28 .....48.35
No. 1, same, Oblong with Square Corners.....42.50
No. 2, same, 20x28 .....42.20
No. 3, same, 20-inch Round 36.70
No. 4, same, 24-inch 48.35

BRASSCRAFTERS NICKEL PLATED ACCESSORIES—
1612—1x12-inch N. P. Towel Bar..... 4.55
4600—20-inch Roller Towel Bar with Lock..... 5.75
2112—14-inch 2-arm Crystal Swing Rack..... 3.40
2113—14-inch 3-arm Crystal Swing Rack..... 4.55
2818—⅝x18-inch Crystal Bar 2.15
2824—24-inch Crystal Bar 2.40
2918—1x18-inch Crystal Bar 3.75
2924—24-inch Crystal Bar 4.27
2930—30-inch Crystal Bar 5.00
2936—36-inch Crystal Bar 6.70
2618—⅝x18-inch Opal Bar 2.15
2624—24-inch Opal Bar 2.40
2718—1x18-inch Opal Bar 3.95
2724—24-inch Opal Bar 4.35
2730—30-inch Opal Bar 5.10
2736—36-inch Opal Bar 6.80
5610—5x18-inch Crystal Shelf 4.95
5612—5x24-inch Crystal Shelf 5.40
5606—5x20-inch Crystal Shelf 5.10
5301—5x20-inch N. P. Shelf Rail 3.50
5101—Crystal Tooth Brush Holder..... .95
5150—Opal Tooth Brush Holder 1.00
5108—N. P. Tooth Brush Holder..... .55
5146—Comb, Tumbler and T. B. Holder..... 1.70
5191 and 5117—Tumbler Holder 2.40
5170—Tumbler Holder 1.15
5196 and 5141—Tumbler and Toothbrush Holder..... 3.35
5222—Tumbler, T. B. and Soap Holder..... 6.60
5291—Tumbler, T. B. and Soap Holder..... 6.60
5293—Tumbler, T. B. and Soap Holder..... 9.00
5298—Tumbler, T. B. and Soap Holder..... 9.35

DRAIN COCKS—E1739—T. H. Compression for Range Boiler Hose or Plain Rough, N. P., ½-inch $1.00; ½x¾, $1.10.

URINAL COCKS—E1765—Self Closing N. P., ½-inch, $3.10.

BALL COCKS—E1771—Silent ½-inch O. D. without Integral Stop, less Ball and Stem, $1.10.

BASIN COCKS—
E1876—N. P. Comp. 4-arm China Index Brass Handle with Nut for O. D. Tubing 1.95
E1887—N. P. Comp. 4-arm, All China Index Handle with Nut for O. D. Tubing..... 2.90
E1902—Rapidac N. P. China Index Side Lever Handle with Nut for O. D. Tubing 2.70
E1905—Rapidac N. P. China Index Top Lever Handle with Nut for O. D. Tubing..... 2.20
E1912—Rapidac N. P. 4-arm, All China Index Handle with Nut for O. D. Tubing..... 2.95
E1915—Rapidac N. P. Double China Index Side Lever Handle with Special Br. Y. with Nut for O. D. Tub....10.40
E1926—Rapidac N. P. China Index Side Lever Handle (large pattern), Nut for O. D. Tubing..... 5.30
E1985—Self Closing N. P. 4-arm Brass Handle China Index Nuts with Nut for O. D. Tubing..... 3.60
E1995—Self Closing N. P. China Index Lever Handle, Plain Brass Nut with Nut for O. D. Tubing..... 4.20

CLOSETS AND TRIMMINGS

CLOSET SEATS—
L3500—White Seat, less Cover.....18.35
L3600—Birch Mahogany, less Cover..... 5.55
L3700—Oak, less Cover 5.35
L3501—White Seat and Cover.....14.35
L3601—Birch Mahogany and Cover..... 5.55
L3701—Oak and Cover..... 5.35
B. O. T. Church, B326, 47-1A, L8503—All White Seat and Cover, White Hinge 22.70
L3515—White Crescent Seat 14.40
L3615—Birch Mahogany Seat 10.15
L3615½—Birch Mahogany, Cantonment Type..... 5.20
L3715—Oak Seat, Mahogany, Cantonment..... 4.90
L3715—Oak Seat, Cantonment Type..... 4.70
L3516—White Crescent Seat and Cover.....18.20
L3616—Birch Mahogany Crescent Seat and Cover.....10.70
L3716—Oak Crescent Seat and Cover.....10.70
L3520—White Horseshoe Seat 16.70
L3620—Birch Mahogany Horseshoe Seat.....10.15
L3720—Oak Horseshoe Seat 10.15
L3521—White Horseshoe Seat and Cover 21.80
L3621—Birch Mahogany Horseshoe Seat and Cover...10.70
L3721—Oak Mahogany Seat and Cover 10.70
L3535—White Extended Seat Closet Front.....20.00
L3635—Birch Mahogany Extended Seat Closet Front..18.35
L3735—Oak Extended Seat Closet Front 13.35
L3536—White Extended Closet Front with Cover.....25.00
L3636—Birch Mahogany Ext. Closet Front with Cover.16.70
L3736—Oak Extended Closet Front with Cover.....16.70
L3565—White Extended Open Front and Back.....21.70
L3765—Oak Extended Open Front and Back.....16.90
L3566—White, Ditto, with Cover.....26.70
L3766—Oak, Ditto 20.00

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

DRAINS

DRAINS, CESSPOOLS, ETC.—
Extra Heavy Stable Cesspool—12x12x10, $8.75 each; 16x16x10, $11.25.
C. I. Plain Top Cesspools—6x6x2, $1.10 each; 9x9x8, $1.90; 12x12x4, $3.35; 13x13x4, $3.95.
C. I. Extra Heavy, Hinged Top—6x6x2, $1.75 each; 9x9x8, $3.15; 12x12x4, $7.50; 13x13x4, $9.40.
Galvanized Refrigerator Drains, 1¼-in. I. P., $1.60 each.
Blake, Iron wf. B. W. Valve—G102, 2-inch, $10.15 each; G103, 3-inch, $16.50; G104, 4-inch, $24.75.

JOSAM DRAINS—
I. P. Govt. Pattern—203A, 5x2-inch, $14.40 each; 207A, 6x3-inch, $20.00; 2003A, 6x2-inch, $21.60.
300—4-inch N. P. Strainer, 2-inch I. P., $8.15 each.
Roof Drains—400, 4-inch, $14.40; 401, 5-inch, $17.55; 402, 6-inch, $19.20.
Wood Roof Drains—400A, 4-inch, $19.20 each; 401A, inch $22.55; 402A, 6-inch, $24.00.
Floor Drains, 4-inch I. P.—500A, 10-inch, $13.15; 600, 8-inch, $9.00.

M. & J. SAFETY DRAIN WITH B. W. VALVE—
2-inch Flat Iron Top, $19.80 each; 4-inch Flat Iron Top, $28.95; 4-inch Raised Iron Top, $37.95.

SHOWER STRAINERS—
3¾-inch N. P. Top by 1½-inch I. P. Female Outlet, P2998, $2.40 each; 4-inch ditto by 2-inch ditto, $2.70.
5-inch N. P. Top by 2-inch I. P. Outlet Combination Drain and Trap. P2986, $10.35.

PENBERTHY AUTO CELLAR DRAINERS—
No. 1, $32.25 each; 2, $54.00; 3, $74.40. No. 1, Non-Automatic, $21.90.
Washing Machine Drainers, $4.20 each. Hose and Adapters, 80c.

FIRE AND HOSE GOODS

FIRE HOSE, RACKS, EXTINGUISHERS, ETC.—
No. 901—Antex Electric Light Extension Reel with 25 feet of Flexible Waterproof Cord.....16.00
No. B1101—2½-gal. Badger's Chemical Extinguisher..20.00
No. B1107—Extra Hose with Nozzle..... 1.50
No. B1108—Hanger ..... .25
No. B1106—8-oz. Acid Bottles ..... .25
No. B1114—Universal Soda and Acid Recharge..... .75
No. 0—Fire Gun Extinguisher, 1 qt.....10.00
No. 1—Fire Gun Extinguisher, 1¼ qt.....12.00
No. 2—Fire Gun Extinguisher, 1½ qt.....14.00
Universal Liquid for Recharging Fire Gun, per quart.. 1.75
No. B1113—2½-gal. Foamite Firepan Extinguisher...80.00
No. B1118—Pump Tank Extinguisher, 5-gal.....15.00
No. M1201—1-pint Safety Gasoline Cans..... 3.00
No. M1204—1-quart Safety Gasoline Cans..... 3.35
No. M1202—2-quart Safety Gasoline Cans..... 4.65
No. M1205—1-gal. Safety Gasoline Cans..... 5.35
No. M1203—3-gal. Safety Gasoline Cans..... 8.60
No. M1206—5-gal. Safety Gasoline Cans.....10.00
No. M1207—6-gal. Justrite Oily Waste Can..... 6.65
8-gal. Justrite Oily Waste Can..... 7.35
10-gal. Justrite Oily Waste Can..... 8.00
No. S502—Small First Aid Kit..... 7.50

GAS WATER HEATERS

AUXILIARY TYPE—
No. 1½, Lion, No. 25 Ruud, Double Copper Coil.19.70
No. 2, Lion, No. 85 Ruud, Triple Copper Coil..43.50

STORAGE TYPE—
Pittsburg or Ruud Multi-Coil Storage Heaters—

No.	Each
30	50.00
50	60.00
100	240.00
200	285.00
300	350.00
500	570.00

Moment Valve Thermostats—

No.	Each
30, ¾-inch	40.00
50, ¾-inch	40.00
100, ¾-inch	65.00
200, 1-inch	70.00
300, 1-inch	70.00
500, 1½-inch	80.00

AUTOMATIC TYPE—
Pressure Valve, Pittsburgh—

No.	Each
2 (Old No. 50)	105.00
2½ (New No. 50)	120.00
3 (New No. 60)	165.00

Thermostat Type Pittsburgh

No.	Each
2½ (New No. 55)	185.00
3 (New No. 65)	190.00
4	240.00
6	310.00
8	410.00

Combination Boiler and Heater—
No. 30, Royal Auto.. 89.40
No. 40, ditto with Thermostat 103.15
Marvel, ditto, less Thermostat 41.25
No. 40, ditto 50.00

LEAD GOODS

HALF AND HALF SOLDER—500 lb. lots, $29.35; 100 lb. lots, $30.70; Less, $32.00.
EXTRA WIPING SOLDER—500 lb. lots, $25.35; 100 lb. lots, $26.70; Less, $28.00.
Wire Solder, Smooth, $35.25.
PIG LEAD—2000 lb. lots, $7.80; 500 lb. lots, $8.15; Less, $8.50.
CALKING LEAD—2000 lb. lots, $8.15; 500 lb. lots, $8.15; Less, $8.80.
LEAD PIPE—⅜-inch to 1½-inch, full reels and coils, $11.50; 2, 3 4-inch Lead Soil Pipe, full lengths, $11.50; Other sizes 2½ to 5-inch, full lengths, $12.15; Cut Pieces, all sizes, $12.80.
SHEET LEAD—half Rolls, $12.80; Cut Pieces, full width, $13.15; Cut Pieces, odd sizes, $14.15.
¼-inch Lead Tubing, $15.10.
¼-inch Lead Tubing, $16.60.
Bar Tin, $60.00.
Block Tin Pipe, full reel and coils, $63.35.
Block Tin Pipe, cut pieces, $78.35.

LEAD WASHERS—$26.20 per 100 lbs.
LEAD WOOL—$18.70 per 100 lbs.
Note—Add to lead pipe when full reels are taken $2.70 per reel.
Wood reels when returned to American Smelters Securities Co., San Francisco, Cal., direct via prepaid freight will be credited at $2.00 each net, no freight allowance, on receipt of prepaid B. L.
LEAD BENDS—4x5½x10, $1.50 each; 4x5½x12, $1.70; 4x5½x15, $2.00; 4x5½x18, $2.30; 4x5½x20, $2.50. 4x10x10, $1.95: 4x10x12, $2.15; 4x10x15, $2.45; 4x10x18, $2.75; 4x10x20 $2.90.
TRAPS—Standard—1¼ Short "P," 50c each; 1¼ Long "P," 75c; 1½ Short "P," 75c; 1½ Long "P," $1.05. 1¼ Short "S," 60c; 1¼ Long "S," 95c; 1½ short "S," 90c: 1½ Long "S," $1.35.
Extra Heavy—1¼ Short "P," 80c each; 1¼ Long "P," $1.15; 1½ Short "P," $1.10; 1½ Long "P," $1.50. 1¼ Short "S," 90c; 1¼ Long "S," $1.45; 1½ Short "S," $1 25; 1½ Long "S," $1.95.
COMBINATION BENDS AND FERRULES—4x5½x12, $2.20 each; 4x5½x14, $2.40; 4x5½x16, $2.60.
COMBINATION FERRULES, LEAD AND IRON—4x4, 50c each; 4x6, 85c; 4x8, $1.05; 4x10, $1.25; 4x12, $1.40: 4x14, $1.60; 4x16, $1.75.
Lead Traps and Bends not shown above—Barrel lots, plus 40 per cent; Less, 50 per cent.
Lead Drum, Traps, Comb, Lead and Iron Ferrules and Bends, and Soldering Nipples—Barrel lots, plus 40 per cent; Less, 50 per cent.

PIPE

PIPE—Random	Wrought Steel Blk.	Wrought Steel Gal.	Wrought Iron Blk.	Wrought Iron Gal.	Standard Thread
⅛	5.15	7.35	.....	.....	.16
¼	5.35	7.75	12.75	16.30	.16
⅜	5.35	7.75	12.75	16.30	.16
½	6.90	8.50	13.50	17.00	.16
¾	8.60	10.70	17.05	21.07	.16
1	12.20	15.40	24.55	30.55	.18
1¼	16.55	20.80	33.20	41.30	.21
1½	19.75	24.90	39.70	49.35	.24
2	26.70	33.35	56.00	60.10	.30
2½	43.70	54.95	90.80	104.70	.46
3	57.15	72.00	118.75	137.85	.60
3½	74.70	92.35	142.80	196.60	.76
4	88.40	109.35	169.20	232.95	1.06
5	124.70	154.30	254.35	316 20	1.66
6	161.70	200.00	329.95	410.20	2.10
7	220.00	273.35	.....	.....	2.56
8, 25 lb.	232.00	288.00	.....	.....	3.00
9	320.00	.....	.....	.....	3.76
10, 32 lb.	346.70	.....	.....	.....	4.50
12	446.70	.....	.....	.....	7.50

Cutting Charge—⅛ Standard Threading. All prices quoted per 100 feet.
Plugged and Reamed—2-in., $40.00; 2½-in., $65.95; 3-in., $86.40.

FITTINGS, PIPE—Black—

	⅛	¼	⅜	½	¾	1	1¼	1½	2
Bushings	.10	.10	.10	.10	.10	.10	.10	.15	.20
Caps	.10	.10	.10	.10	.10	.15	.20	.20	.30
Couplings	.10	.10	.10	.10	.15	.20	.25	.30	.45
Crosses	...	...	.15	.20	.25	.40	.40	.50	.85
Elbows, 90 deg.	.10	.10	.10	.10	.10	.15	.20	.25	.40
Elbows, 45 deg.	....	.10	.10	.10	.15	.20	.35	.40	.55
Elbows, Reduc.	.....	.10	.10	.15	.20	.20	.30	.35	.65
Elbows, S. O.	.....	...	.10	.15	.20	.35	.50	.65	1.00
Elbows, Street	.....	...	.10	.10	.20	.20	.25	.30	.55
Floor Flanges	.....	.20	.20	.25	.25	.30	.35	.45	.65
Lock Nuts	.....	.10	.10	.10	.10	.15	.30	.35	.35	.50
Plugs	.....	.10	.10	.10	.10	.10	.10	.10	.10	.15
*Reducers	.....	.10	.10	.10	.15	.20	.20	.20	.20	.40
Ret. Bends, Cl.	.....	...	.15	.20	.20	.40	.50	.65	1.00
Tees	.....	.15	.10	.10	.10	.15	.25	.35	.55
Tees, 4-way	.....	...	.10	.15	.20	.35	.60	.85	1.35
*Tees, Reducing	....	.15	.15	.15	.20	.20	.35	.40	.75
Unions	.....	.20	.20	.20	.25	.30	.40	.50	.70

NIPPLES—

	⅛	¼	⅜	½	¾	1	1¼	1½	2
Close	.10	.10	.10	.10	.10	.10	.10	.10	.15
Long	.10	.10	.10	.10	.10	.10	.15	.15	.15
4-in. Long	.10	.10	.10	.10	.10	.15	.15	.15	.20
5-in. Long	.10	.10	.10	.10	.10	.15	.20	.20	.25
6-in. Long	.10	.10	.10	.10	.15	.15	.20	.25	.30

FITTINGS, PIPE—Galvanized—

	⅛	¼	⅜	½	¾	1	1¼	1½	2
Bushings	.10	.10	.10	.15	.20	.20	.20	.35	.40
Caps	.10	.10	.10	.10	.15	.20	.30	.30	.50
Couplings	.10	.10	.15	.15	.20	.30	.40	.50	.60
Crosses	...	.20	.25	.40	.60	.70	.90	1.50
Elbows, 90 deg.	.15	.10	.15	.10	.15	.20	.35	.40	.70
Elbows, 45 deg.	....	.10	.10	.15	.20	.25	.50	.55	.85
Elbows, Reduc.	.....	.15	.15	.15	.25	.25	.40	.50	.90
Elbows, S. O.	.....	...	.20	.15	.30	.50	.70	.90	1.50
Elbows, Street	.....	...	.10	.15	.25	.25	.40	.50	.90
Floor Flanges	.....	.40	.45	.50	.55	.60	.75	.90	1.30
Lock Nuts	.....	.12	.10	.10	.15	.30	.40	.50	.50	.80
Plugs	.....	.10	.10	.10	.10	.10	.10	.15	.20
*Reducers	.....	.10	.10	.15	.20	.25	.30	.35	.60
Ret. Bends, Cl.	.....	...	.25	.30	.30	.60	.90	1.00	1.60
Tees	.....	.20	.10	.20	.20	.25	.40	.60	1.00
Tees, 4-way	.....	...	.15	.25	.30	.50	.85	1.20	2.00

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RETAIL SELLING PRICES—Continued.

Pipe—Continued.

*Tees, Reduc.....	.20	.20	.20	.30	.85	.55	.70	1.25
Unions 25	.25	.30	.30	.40	.50	.65	.90	1.00
NIPPLES—	⅛	¼	⅜	½	¾	1	1¼	1½	2
Close 10	.10	.10	.10	.10	.10	.15	.20	.25
Long 10	.10	.10	.10	.10	.15	.15	.20	.25
4-in. Long.....15	.15	.15	.15	.10	.15	.20	.25	.30
5-in. Long.....15	.15	.15	.15	.15	.20	.25	.30	.35
6-in. Long.....15	.15	.15	.15	.15	.25	.30	.35	.40

FITTINGS, From 2½ to 4-inch—Black Only—

	2½	3	3½	4
Bushings	.30	.40	.50	.70
Caps	.45	.65	.80	1.05
Couplings	.60	.90	1.20	1.50
Crosses	1.80	2.15	2.35	4.10
Elbows, 90 degrees.....	.85	1.25	1.50	2.50
Elbows, 45 degrees.....	.75	1.05	1.45	2.10
Plugs	.25	.30	.50	.50
*Reducers	.60	.85	1.15	1.45
Tees	1.15	1.70	2.30	3.50
Unions	1.45	2.10	3.10	3.75
NIPPLES—	2½	3	3½	4
Close	.30	.35	.50	.60
5 Inches Long.....	.40	.50	.80	.95
6 Inches Long.....	.50	.60	.80	.95
8 Inches Long.....	.75	.95	1.20	1.35
10 Inches Long.....	.95	1.20	1.35	1.60

*Reducers and Reducing Tees 1-inch and larger, reducing to 1½-inch and smaller, advance 50 per cent over prices shown.

PIPE CUT TO ORDER

On Pipe cut to specified lengths, where the loss occasioned by cutting up stock lengths is assumed, a higher price is charged than for pipe in random lengths. This advance covers the pipe only, and there is an extra charge for cutting and threading as follows:

(1) Pipe cut to special lengths and threaded both ends, two threads are charged for each piece of pipe furnished, and no charge made for the cut.

(2) Where one end of the pipe is left blank, the charge is for one thread and one cut on each piece, the price of the cut being one-half of the threading list.

(3) Where both ends are left blank, a charge is made for all cuts and for the one thread necessary to make the remaining scrap salable. This applies to whatever the number of cut pieces may be.

(4) When pipe is made up to sketch, all couplings used are charged for and all pipe is charged at cut length prices.

(5) When pipe of any size is furnished in exact lengths longer than one random length by coupling on a short piece, the cut price is charged for the entire length. All couplings furnished are charged for, but only two threads. This applies to whatever number of random lengths may be included in the run.

(6) A customer can make his own measurements, and to call for the exact lengths necessary to make up the run required, which will be charged at the cut price with two threads with additional charge for any extra couplings furnished.

(7) In the case of an order for specified amount of pipe, WHERE EXACT MEASUREMENTS ARE NOT ABSOLUTELY NECESSARY, the cut length price may be charged for the last piece furnished necessary to equal the amount called for after the random measurements have been ascertained.

(8) When pipe is furnished in random lengths by customer (he assuming the loss on the scrap), to be cut to order, the actual work done is charged for; that is, all cuts and all threads actually made. In such cases the scrap belonging to the customer, and no credit allowed for same.

(9) In charging cut pipe, no allowance is made for couplings or for threads already on the pipe.

(10) Where pipe in sizes to 2 feet inclusive is cut on roller cutter in pieces of 12 inches or less and not reamed or threaded one cut is charged for each piece at one-quarter of the Threading list.

PLUMBERS' TOOLS

STOCKS AND DIES—Walworth Standard Stocks and Dies (Solid Die Type)—No. 0, complete, ⅛-inch to ½-inch, $12.00 each; No. 1, ¼-inch to 1-inch, $15.75; No. 1½, ¾-inch to 1¼-inch, $14.25; No. 1¾, $14.25; No. 2, 1¼-inch to 2-inch, $25.75; No. 3, 2½-inch to 3-inch, $52.50.

Extra Dies and Bushings—List plus 50 per cent.

Miller's Reversible Ratchet Stocks and Dies—"B" complete, ¼-inch to 1-inch, $22.82 each; "C," 1-inch to 1½-inch, $25.90; "D," 1¼-inch to 2-inch, $30.25.

Extra Dies, Bushings and Die Frames, List plus 40 per cent. All other Parts, List plus 50 per cent.

Armstrong Stocks and Dies—No. 1, ⅛ to ½-inch, $12.60 each; No. 2, ¼ to 1-inch, $16.80; No. 2½, ½ to 1¼-inch, $19.60; No. 3, 1 to 2-inch, $29.40.

Extra Dies—List plus 40 per cent. All other Repairs list plus 40 per cent.

Toledo Stocks and Dies—No. 00 complete, ⅛ to ¾-inch, $32.00 each; ¼ to ¾-inch, $27.20; ½ to ¾-inch, $16.00.

Dies with Heads—⅛, ¼ or ⅜-inch, $4.80; ½ or ¾-inch, $5.60.

Extra Dies (4 segments), all sizes, $3.20 each.

Ratchet only, $4.80.

No. 0 complete, ⅛ to ¾-inch, $25.60. R. H. Dies, complete, 3 sets, $12.00. L. H. Dies complete, 5 sets, $20.00.

No. 1 complete, 1 to 2-inch, $31.20.

1-A Ratchet complete, 1 to 2-inch, $39.04. Dies complete (3 sets), 1¼, 1½, $8.30. Same, Single Set, 4 pieces, $2.76. 2-inch Dies for No. 1 or 1-A, $3.76.

No. 2 complete, 2½ to 4-inch, $110.00. Dies, complete, 4 sets, $35.20. Dies, single sets, 5 pieces, $8.50.

No. 3 complete, 4½ to 8-inch, $330.00. Dies, complete, 5 sets, $66.00; Dies, single sets, 5 pieces, $13.20.

No. 4 complete, 9, 10 and 12-inch, $550.00. Dies complete 8 sets, $66.00. Dies, single set, 5 pieces, $22.00.

No. 10 complete, 1 to 2-inch, $36.40. R. H. Dies complete, 4 pieces, $5.52. L. H. same, $5.52.

No. 10-A Ratchet, complete, 1 to 2-inch, $44.20.

No. 25, complete, 2½ to 6-inch, $253.04. Dies, complete, 4 pieces, $8.80. All other repairs, list plus 30 per cent.

Toledo Power Drive, D. C. or A. C. Motor, $660.00 each.

Beaver Stocks and Dies—No. 3 Ratchet, complete, ⅜ to 1-inch, $43.20 each. Extra Die Heads and Chasers, ⅜-inch, $5.40. Same, ½ or ¾-inch, $6.30; 1-inch, $7.20. Extra Chasers, any size (4), $4.50.

No. 6 Beaverette, complete, ⅛ to ¾-inch, $24.00. Extra Dies, per set, $4.50.

No. 25, complete, 1 to 2-inch, $39.00; Extra Dies per set, $5.75.

No. 26 Ratchet, complete, 1 to 2-inch, $45.50.

No. 44, complete, 2½ to 4-inch, $118.00. Extra Dies per set, $13.50.

No. 6, complete, 2½ to 6-inch, $264.00. Extra Dies, per set, $28.00. Other Repair Parts, List plus 50 per cent.

WRENCHES—Warnock Brass Pipe Wrenches—12-inch, ⅛ to 2-inch, $5.00 each; 18-inch, 1 to 5-inch, $10.00. Extra Straps— 12-inch, $1.00; 18-inch, $2.00. Basin Wrench, $2.30; Spud Wrench for Radiator Nipples, $3.00.

Vulcan Bijaw Pipe Wrenches—No. 30 or 10, ⅛ to ¾-inch, $4.50 each; No. 31 or 11, ⅛ to 1½-inch, $6.30; No. 32 or 12, ¼ to 2½-inch, $9.00; No. 33 or 13, ⅜ to 4-inch, $12.60; No. 33½ or 13, 1 to 6-inch, $16.20; No. 34 or 14, 1½ to 8-inch, $19.80; No. 35 or 15, 2 to 12-inch, $32.40. Extra Parts, List plus 100 per cent.

Agrippa Chain Wrenches—No. 21, ⅛ to 1½-inch, $6.50 each; No. 22, ¼ to 2½-inch, $9.30; No. 23, ⅜ to 4-inch, $13.00; No. 23½, 1 to 6-inch, $16.75; No. 24, 1½ to 8-inch, $20.50; No. 25, 2 to 12-inch, $33.50. Extra Parts, List plus 100 per cent.

Walworth Bostong Wrenches—No. 0, 1 to 4-inch, $18.00 each; No. 1, 2 to 6-inch, $32.00; No. 2, 2½ to 10-inch, $64.00; No. 3, 3 to 14-inch, $120.00.

Walworth Reversible Bostong Wrenches—No. 2, ⅛ to 2-inch, $13.20 each.

PIPE CUTTERS—Barnes Three Wheel Tyne—No. 1, ⅛ to 1 inch, $5.00 each; No. 2, ⅛ to 2-inch, $7.00; No. 3, 1½ to 3-inch, $11.50; No. 4, 2½ to 4-inch, $23.00; No. 5, 4 to 6-inch, $34.00; No. 6, 6 to 8-inch, $46.00. Extra Parts, List plus 20 per cent.

Knurled Wheels—No. 1, 70c each; No. 2, 84c; No. 3 $1.12; No. 4, $1.40; No. 5, $1.54.

Saunders Roller Type—No. 1, ⅛ to 1-inch, $1.20 each; No. 2, 1 to 2-inch, $6.50; No. 3, 2 to 3-inch, $15.50; No. 4, 2½ to 4-inch, $31.00; No. 5, 4 to 6-inch, $40.00. Extra Parts, List plus 40 per cent.

Knurled Wheels—No. 1, 70c each; No. 2, 84c; No. 3, $1.12.

Trimo—No. 1, ⅛ to 1¼-inch, $10.00 each; No. 2, ⅛ to 2-inch, $14.00; No. 3, 1¼ to 3-inch, $23.00. Extra Parts, List plus 20 per cent.

Beaver Square End—No. 1, ⅛ to 1-inch, $27.00 each; No. 5, ⅞ to 2-inch, $30.00; No. 10, 2½ to 4-inch, $120.00.

Extra Knives, per set—No. 1, $1.80 each; No. 5, $2.24; No. 10, $3.74.

Toledo—No. 250, 2½ to 6-inch, $168.00 each. Extra Blades (Set of 4), $1.76.

MISCELLANEOUS CUTTERS—Chesterton or Fletcher Gauge Glass Cutter, A5903, $4.00 each.

Gasket Cutter, $1.80.

PIPE TAPS AND REAMERS—R. H. A4201—⅛ to 1-inch, List less 20 per cent; 1¼ to 2-inch, List less 10 per cent; 2½ to 3-inch, List plus 40 per cent; 3½ to 4-inch, List plus 70 per cent..

L. H. A4201 and Reamers A4202—⅛ to 1-inch, List plus 10 per cent; 1¼ to 2-inch, List plus 32 per cent; 2½ to 3-inch, List plus 70 per cent; 3½ to 4-inch, List plus 110 per cent.

Combined Drill and Tap—A4203, ⅛ to 4-inch, List plus 10 per cent.

Mueller Ratchet Reamer—ER E4850, ⅞ to 1¼-in., $12.48 each; E4851, ¾ to 3-inch, $18.16.

Reed No. 6 Bit Brace Taper Burring Reamer—¾ to 3-inch, $19.20 each.

TORCHES AND FIRE POTS, C. & L.—No. 31 Torch, 1 qt., $14.60 each; No. 32, 1 qt., $15.36; No. 37, 1 pt., $13.06; No. 38, 1 pt., $17.66; No. 108, 1 qt., $14.60.

No. 1 Firepot, 7 pts., $26.12 each; No. 5 5 pts., $23.82; No. 10, 1 gal., $14.40; No. 20, 1 gal. with Pump, $15.94; No. 21, 1 gal., $20.36. Parts, List less 4 per cent.

RANGE BOILERS

Standard Galvanized Vertical Pattern, High or Low Top—

No.	Each.
18, 12x36	12.70
24, 12x48	13.70
30, 12x60	13.00
40, 14x60	18.70
52, 16x60	31.35
66, 18x60	45.35
82, 20x60	54.70
100, 22x60	76.00
120, 24x60	86.70
144, 24x72	121.00
168, 24x84	146.70
192, 24x96	158.70

Standard Galvanized Horizontal—

No.	Each.
30, 12x60	16.15
40, 14x60	22.75
52, 16x60	38.15
66, 18x60	66.00

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RETAIL SELLING PRICES—Continued.

Range Boilers—Continued.

Extra Heavy Galvanized Vertical or Horizontal—

No.	Each.
30, 12x60	14.70
40, 14x60	21.35
52, 16x60	36.35
66, 18x60	63.35
82, 20x60	76.00
100, 22x60	106.70

Double Extra Heavy, Vertical, six- year guarantee—

No.	Each.
30, 12x60	28.00
40, 14x60,	37.35

Graves 300-lb. W. P. 6-year guarantee Boiler, coated with heat proof blue enamel—

No.	Each.
30, 12x60	47.50
40, 14x60	57.35

Extra Heavy, Horizontal or Vertical, with 1-inch Steam Coil—

30, 12x60	48.35
40, 14x60	57.35
52, 16x60	81.65
66, 18x60	111.35
82, 20x60	129.65
100, 22x60	166.65

Boiler Stands—

Hawks Universal	2.70
Sanders Adjustable	2.15
Foster	2.15
12-in. American Ring	2.20
14-in. American Ring	2.55
16-in. American Ring	3.60
18-in. American Ring	5.00
20-in. American Ring	6.00
22-in. American Ring	8.00
24-in. American Ring	9.35
½-in. Range Boiler Relief Valves	2.00
½-in. Stack Combination Relief Valves & Faucets, Set 85 lbs.	7.35
Ditto, Set 150 lbs.	7.35

SINKS AND FOUNTAINS

WASH SINKS—(Less Bibbs and Trap)—F910, P6450—3-ft., $64.50; 4-ft., $82.20; 5-ft., $100.00; 6-ft., $135.50.

P6495, Enameled inside, less Supply Pipe and Bibbs—48x24-in., $40.00; 60x24-in., $60.00; 72x24-in., $73.35.

P6496, Enameled inside, less Supply Pipe and Bibbs—4x24-in., $60.00; 5x20-in., $76.00; 5x24-in., $85.35; 6x20-in., $96.70; 6x24-in., $112.70.

DOUBLE WASH SINK COCKS—H1645, P6500, $7.35; P6501, $8.00; H1640, P6502, $8.85; H1635, P6503, $10.00; P6504, $10.00.

CHICAGO FAUCET DRINKING FOUNTAINS—A6700, $20.00; A700, with Trap, $18.00; A7100, Self Closing, $7.00; A7200, Self Closing, $5.35; A7400, Self Closing, Swinging, $11.00; A7700, Self Closing, $8.70; A7800, Self Closing, $7.00; A8000, Self Closing, Swinging, $14.00; A8100, Self Closing, Swinging, $12.70; A8600, Nozzle, ½-in., I. P., $1.50.

GLAUBER DRINKING FOUNTAINS—H503A, $11.35; H504E, $10.40; H510A, $12.00; H510B, $12.00.

MUELLER DRINKING FOUNTAINS—E3728, $8.95; E3729, $10.65.

RUBBER MATS—P6990, for Interchangeable Drain Board—18x18-in., $3.50; 18x24-in., $4.50; 20x18-in., $3.70; 20x24-in., $4.70; 22x18-in., $4.00; 22x24-in., $5.35.

P6991, P6706-7, P6715-16, P6720-21—20x24-in., $3.70; 20x30-in., $4.35; 22x36-in., $5.35.

P6710—20x30-in., $4.35; 22x32-in., $4.70; 22x36-in., $4.70.

P6730-31, P6230-31—30x30-in., $4.35; 22x36-in., $5.35.

P6814—22x26-in., $4.00.

P6815-16—20x24-in., $3.70; 20x30-in., $4.35; 22x30-in., $4.50; 22x36-in., $5.35.

P6817-18, P6822-23, P6826-27—20x30-in., $3.50.

ADJUSTABLE SINK LEGS—P6992—Type "A"—Painted, $2.65 each; enameled, $4.00.

Type "B"—Painted, $3.50 each; Enameled, $5.35.

The Adjustable Sink Legs have an adjustment of 6 inches, making it possible to set the Sink at any height ranging from 30 to 36 inches from floor to top of rim.

SINK BACKS—K1176, C730, P7010—20-in., $5.70; 24-in., $6.80; 30-in., $7.50; 36-in., $10.90; 40-in., $12.50; 42-in., $16.40; 48-in., $18.70.

END PIECES—K1182, P7012—18-in., $5.70; 20-in., $6.20; 22-in., $6.90.

FLAT RIM SINKS—K1160, C725, P7020, with Nickel Plated Duplex Strainer—12x18-in., $6.80; 14x20-in., $8.80; 16x24-in., $9.60; 18x24-in., $9.70; 18x30-in., $9.80; 18x36-in., $14.40; 20x24-in., $9.80; 20x30-in., $10.00; 20x36-in., $15.70; 22x36-in., $18.50; 20x40-in., $20.00.

STEEL SINKS—New Era Galvanized—16x24-in., $5.30; 18x30-in., $6.90; 18x36-in., $7.80; 20x30-in., $7.80; 20x36-in., $9.30; 20x40-in., $10.70.

New Era, Painted—16x24-in., $4.40; 18x30-in., $5.60; 18x36-in., $6.70; 20x30-in., $6.40; 20x36-in., $8.00; 20x40-in., $9.35.

GREASE TRAPS—No. 27 Wade—5-gal., 10x12-in., $53.40; 10-gal., 12½x14-in., $93.40.

SLOP SINKS—(Less Fittings)—K1200, C750, P7200—16x20-in., $38.00; 18x22-in., $44.00; 20x22-in., $46.70; 20x24-in., $49.40.

K1212, P7235—16x20-in., $34.00; 18x22-in., $40.00; 20x22-in., $42.00; 20x24-in., $44.70.

K1230, C760, P7274—Enameled inside, with 2-in. outlet and N. P. Duplex Strainer—16x16x10-in., $11.40; 16x16x12-in., $12.40; 20x14x12-in., $12.40; 20x16x12-in., $14.00; 22x20x12-in., $18.00; 24x18x12-in., $16.40; 24x20x12-in., $18.70; 30x20x12-in., $28.00; 36x20x12-in., 33.40.

SLOP SINK TRAPS—P7280 to P7298—Enameled inside, $12.70; Enameled all over, $16.70.

SEWER PIPE

VITRIFIED SEWER PIPE—3-inch, 22c per foot; 4-inch, 27c; 6-inch, 38c; 8-inch, 52c; 10-inch, 75c.

BRANCHES AND CURVES—3-inch, 85c each; 4-inch, $1.10; 6-inch, $1.50; 8-inch, $2.15; 10-inch, $3.00.

TRAPS—3-inch, $2.15 each; 4-inch, $2.70; 6-inch, $3.75; 8-inch, $6.40; 10-inch, $8.95.

TRAYS AND ENAMELED URINALS

LAUNDRY TRAYS—Less Fittings—K1248, P7300, $102.70. For additional hardwood Wringer Holder between sections, add $4.00.

K1250, P7320—1-Section, $62.70; 2-Section, $118.40; 3-Section, $164.00.

P7338—1-Section, $56.70; 2-Section, $102.70; 3-Section, $153.40. Without Wringer Holders, deduct $4.00 each.

K1268, C830, P7350—1-Section, $29.40; 2-Section, $58.70; 3-Section, $88.00.

For Wood Covers, each section, add $6.70.

For N. P. Union Strips, add $2.40 each.

For N. P. Union Strips with hardwood Wringer Holders, add $5.00 each.

K1276, C830, P7380—1-Section, $25.00; 2-Section, $50.00, 3-Section, $83.40.

For N. P. Union Strips with hardwood Wringer Holders, add $3.70 each.

SINK AND TRAY COMBINATIONS—Less Fittings—

P7425 and P7426, $90.00.

For Combination Drain Board and Tray Cover add $10.70 each.

URINALS—K1479, C960, P9960—Enameled Inside Urinal with Concealed Wall Hangers, Brass Bee Hive Strainer, Tank with Automatic Fittings, Flush Pipe, Tee and Brass Washdown Pipe, less Trap—2-ft., $66.70; 2½-ft., $78.40; 3-ft., $78.70; 3½-ft., $83.50; 4-ft., $90.00; 5-ft., $106.70; 6-ft., $123.50.

P9965—Add to List Price of P9960 Urinal the List Price for Polished Brass Perforated Washdown Pipe fitted along back, ends and front. The length given refers to length of P9960 Urinal desired—2-ft., $13.40; 2½-ft., $14.70; 3-ft. $15.40; 3½-ft., $16.00; 4-ft., $16.70; 5-ft., $18.00; 6-ft., $19.40.

BUSINESS OPPORTUNITIES

Announcements in this department will be inserted at the rate of five cents a word, including address, with a minimum charge of $1.00; payable in advance. Copy should reach this office not later than the tenth of the month to secure insertion the following issue.

POSITION AS MANAGER

Are you in need of a man capable of taking charge of your business; who is thoroughly versed in modern methods of merchandising and store arrangement, and has made a success managing big business. Reputation speaks for itself. Highest references furnished. Address Box 24, care HARDWARE WORLD.

REPRESENTATION WANTED

Factory Sales Organization, with staff of efficient salesman calling on jobbers and retailers in Hawaiian Islands, open to represent Pacific Coast lines—commission basis. Address Box 957, Honolulu, T. H.

TO BUY HARDWARE STORE

Would like to hear from owner of good Hardware Store for sale. State cash price, description. D. F. Bush, Minneapolis, Minnesota.

REPRESENTATION WANTED

Manufacturers' Agent doing a jobbing business on hardware and electrical goods and calling on all the hardware, furniture dealers in Southern California, would like to represent one or two firms exclusively. Address Box 653, care HARDWARE WORLD.

FOR SALE

Prosperous Hardware and Implement business, 75 miles from Los Angeles, on the Coast. Stock and fixtures will invoice about $30,000; gross sales last year, $80,000. Several valuable exclusive agencies go with this business. Building may be purchased on easy payment plan if so desired. Owner wishes to give entire time to other investments. Finest climate in Southern California. Address H. W. W., care HARDWARE WORLD.

WANTED

Salesman calling on Hardware and Furniture dealers to sell polish and mops for following territory: San Francisco, Fresno, Arizona. Address Box 1217, care HARDWARE WORLD.

MERCHANTS—DO YOU WANT IMMEDIATE CASH PROFITS?

Let us tell you how we turn goods on the shelf to cash in the bank. Investigate! The French Sales Co., Originators of the Community Club Sales Plan. 288 Fifth Street, Portland, Oregon.

SALESMAN WANTED

Calling on the Implement, Hardware, House Furnishings, or Electrical trade to sell well known line of washing machines in Texas and New Mexico. Liberal commission to good representative. Write for details. THE DEXTER COMPANY, Fairfield, Iowa.

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Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—Metallic

	Semi-Smkls	Box Smkls
Blank Rim Fire—		
22 Short	.20	...
32 Short	.40	...
Blank, Center Fire—		
32 S & W	.65	...
38 S & W	.85	...
38 Long Colt	1.35	...
44 W C F	1.80	...
Shot, Rim Fire—		
22 Long	.60	.70
32 Long	1.20	...
Shot, Center Fire—		
32 S & W	1.10	...
32 W C F	1.55	...
38 S & W	1.30	...
38 W C F	1.80	...
44 W C F	1.80	2.15
44 X L	1.90	2.35
44 Game Getter	1.80	2.15
Rim Fire, Ball—	.....	.....
BB Caps	...	.40
CB Caps	...	.50
22 Short	.30	.35
22 Short H P	.35	.40
22 Long	.35	.40
22 Long H P	.40	.45
22 Long Rifle	.40	.45
22 Long Rifle H P	.45	.50
22 W R F	.60	.65
22 W R F, H P	.65	.70
22 Win Auto	...	.65
22 Win Auto, H P	...	.70
25 Short Stevens	.70	...
25 Stevens	1.00	...
32 Short	.70	...
32 Long	.80	...
38 Short	1.15	...
38 Long	1.25	...
41 Short	1.05	...
Center Fire Pistol—		
22 Win SS	1.60	1.80
25 Colts Auto	...	1.60
25-20 Single Shot	1.70	2.00
25-20 Win	1.55	1.90
25-20 Win HV	...	2.20
7.63 MM-Mauser	...	2.75
7.65 MM-Mauser	...	2.75
9 MM-Luger	...	2.80
32 Colts Auto	...	1.75
32 Colt's Short	1.05	1.15
32 Colts Long	1.15	1.30
32 Colts Police Positive	1.15	1.30
32 S & W	1.05	1.15
32 S & W Leng	1.15	1.30
32-20 Marlin	1.55	1.90
32 Winchester	1.55	1.90
32-20 Win HV	...	2.20
35 S & W Auto	...	1.90
38 Colts Auto	...	2.50
38 Colts Short	1.30	1.50
38 Colts Long	1.40	1.60
38 Colts Police Positive	1.40	1.60
38 S & W	1.40	1.60
38 S & W Special	1.60	1.80
38 Winchester	1.85	2.30
41 Colts Short DA	1.60	1.80
41 Colts Long DA	1.85	2.10
44 Bull Dog	1.55	...
44 S & W Amer	2.00	2.30
44 S & W Rus	2.10	2.30
44 S & W Special	2.15	2.35
44 Webley	1.75	...
44 Winchester	1.85	2.30
45 Colts	2.35	2.60
45 Colts Auto	...	2.85
Center Fire Military and Sporting—		
22 Savage	...	1.60
250-3000 Savage	...	1.75
25-35 Winchester	...	1.40
25-35 Short Range	...	1.40
25-36 Marlin	...	1.50
25 Remington Rimless	...	1.40
6 MM U S N	...	2.30
7 MM Spanish Mauser	...	2.30
7.65 MM Bel Mauser	...	2.30
8 MM Mauser	...	2.30
9 MM Mauser	...	2.50
30-30 Winchester	...	1.60
30 Remington Rimless	...	1.60
30 Government Rimless	...	2.30
303 Savage	...	1.60
32 Remington Rimless	...	1.60
32-40 Winchester	1.15	1.35
32-40 Winchester HV	...	1.75
32 Winchester Slf Ldg	...	3.10
32 Winchester Special	...	1.60
33 Winchester	...	2.30
35 Winchester Rimless	...	1.75
35 Winchester	...	2.50
35 Winchester Slf Ldg	...	3.15
351 Winchester Slf Ldg	...	3.35
38-55 Winchester Lead	1.50	1.70
38-55 Winchester HV	...	2.00
38-56 Winchester	1.60	1.80
40-60 Marlin	1.60	...
40-60 Winchester	1.50	...
40-65 Winchester	1.60	1.80
40-70 Winchester	1.65	...
40-72 Winchester	1.60	1.95
40-82 Winchester	1.65	1.95
401 Winchester Auto	...	1.80
405 Winchester	...	2.75
45-60 Winchester	1.60	...
45-70-405 Government	1.60	1.85
45-75 Winchester	1.60	...
45-90 Winchester	1.65	1.95

SHELLS, LOADED—

MEDIUM GRADE.

BULK—SMOKELESS.

12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot	$1.30
3 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot	1.25
3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., drop shot	1.25
3¼ drs. x 1⅛ oz., BB shot, drop shot	1.35
3¼ drs. x Buck shot, drop shot	1.35
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot	1.15
2¾ drs. x ⅞ oz., BB shot, drop shot	1.25
20 2¼ drs. x ¾ oz., 18 grs., x ¾ oz., drop shot	1.15

HIGH GRADE SMOKELESS

12 3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot	1.40
3½ drs. x 1⅛ oz., 28 grs. x 1⅛ oz., chilled shot	1.45
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot	1.30
20 2¼ drs. x ¾ oz., chilled shot	1.25
2½ drs. x ⅞ oz., chilled shot	1.35
Trap Loads—	
12 3 drs. x 1¼ oz., 7½ chilled	1.35
3⅛ drs. x 1¼ oz., 7½ chilled	1.40
Black Powder—Loads—	
12 3¼ drs. x 1⅛ oz., drop shot	1.05

Caps and Primers—

Percussion	.20	....
Musket Caps	.25	....
Primers, 100 in box	.35	....
Primers, 250 in box	.80	....

Empty Paper Shells—Black pow.—

12, 16, 20 Ga., per 100	1.50
10 Ga., per 100	1.65

MEDIUM GRADE SMOKELESS—

12, 16, 20, 28 Ga. per 100	1.80
10 Ga. per 100	2.10

HIGH GRADE SMOKELESS—

12, 16, 20, 28 Ga.	2.30
10 Ga. per 100	2.40

Empty Brass Shells—

Best Qual. 12, 16, 20 28, Box 25	2.75
2nd Qual. 12, 16, 20 28, box 25	2.10

Wads—

Cardboard, box 250	.20
Black Edge, Reg., box 250	.50
Black Edge, ¼ in., 125 in box	.40
Black Edge, ¼ in., 250 in box	.80

ADZES—All makes of Lipped Ship Adzes, 4 to 6, $5.50; larger, $6.00.
Lippincotts—House, $3.50; Ship, $4.00.
Whites or Bartons—House, $5.00.
Ship Axes and Slicks—All makes Ship Axes, $5.50; all makes Slicks, 3 to 3½, $5.00; Standard Slicks, $4.75.

ALUMINUM WARE, CAST—

Griddles—	
Size 7	2.85
Size 8	3.25
Size 9	3.75
Size 10	3.35
Size 12	3.90
Kettles, Berlin—	
2½ qts.	4.75
4 qts.	5.50
5 qts.	6.50
6 qts.	7.25
Kettles, Maslin—	
4 qts.	4.25
6 qts.	4.75
8 qts.	6.25
12 qts.	8.65
Kettles, Tea—	
Size 6	5.75
Size 7	6.25
Size 8	7.00
Pans, Lipped Sauce—	
2 qts.	3.85
3 qts.	4.25
4 qts.	4.75
Skillets—	
Size 6	2.85
Size 7	3.00
Size 8	3.50
Size 9	4.00
Spoons, Basting—	
15-inch	.80
Spoons, Mixing—	
13-inch	.30
Waffle Moulds—	
Size, 7, Low	4.00
Size 8, Low	4.25
Size 7, Deep	4.25
Size 8, Deep	5.75

ALUMINUM WARE, PRESSED—

Boilers, Rice—	
1½ quart	1.75
3 quart	2.75
Cups—	
Collapsible	.15
Measuring	.25
Covers, Pot—	
7¾ inch	.25
8½ inch	.25
9½ inch	.35
10½ inch	.40
11½ inch	.50
Kettles, Convex—	
2 quart	1.10
4 quart	1.75
6 quart	2.10
8 quart	2.50
10 quart	2.85
Kettles, Preserving—	
3 quart	1.10
6 quart	1.75
10 quart	2.35
14 quart	3.50
Kettles, Tea—	
5 quart	3.50
6 quart	4.75
8 quart	5.25
Ladles—	
½ pint	.25
Moulds, Jelly—	
2841 to 2848	.10
Pans, Biscuit—	
11⅝x7½x1½ inch	.65
Pans, Bread—	
9⅜x5⅝x2¾ inch	.65
Pans, Cake—	
Round, Plain, 8⅞ in.	.35
Round, Plain, 9⅝ in.	.40
Rd., Loose Bot., 8⅞ in.	.45
Rd., Loose Bot., 9⅝ in.	.50
Square, Plain, 9½ in.	1.00
Tube, Plain, 9 inch	.90
Tube, Plain, 9⅝ inch	1.25
Mountain, 9¾ inch	.45
Pans, Corn Cake—	
6-cup	.80
12-cup	1.60
Pans, Dish—	
10 quart	2.75
17 quart	4.00
Pans, Fry—	
9⅞ inch	2.65

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RETAIL SELLING PRICES—Continued.

L. & G.—ROYAL ENAMEL WARE

Biggins, Coffee
0 ..... 1.00
00 ..... 1.25
020 ..... 1.50
030 ..... 1.70

Boilers, Coffee
60 ..... 1.85
80 ..... 1.85
100 ..... 3.15

Boilers, Rice
14 ..... 1.15
18 ..... 1.45
22 ..... 1.85
26 ..... 2.50

Bowls, Wash
26 ..... .50
30 ..... .60
34 ..... .80

Buckets, Covered
21 ..... .50
23 ..... .75
26 ..... 1.05
28 ..... 1.35
32 ..... 1.85
150 ..... .65
350 ..... .85
450 ..... 1.00
650 ..... 1.25
850 ..... 1.65
1050 ..... 1.85
1250 ..... 2.15

Buckets, Dinner
110 ..... 2.00
112 ..... 2.35
113 ..... 2.75
502 ..... 1.65
503 ..... 1.85

Chambers
1 ..... .65
2 ..... .95
3 ..... 1.00

Chamber Covers
10 ..... .30
20 ..... .40
30 ..... .50

Colanders
1 ..... .65
3 ..... .95
104 ..... .65
306 ..... .90

Cups
3 Mug) .... .35
6 ..... .35
8 ..... .20
9, 10, 11, 25.. .25
40 ..... .35

Cups and Saucers
300 ..... .45
300S ..... .25

Cuspidors
10 ..... .60
30 ..... .85
300 ..... 1.40

Dippers, Cup
10 ..... .35

Dippers, Windsor
110 ..... .45

Dippers, Suds
4 ..... .70

Dishes, Soap
50, 60 ..... .40

Fillers, Fruit Jar
20 ..... .35

Flasks, Coffee
10 ..... .75

Funnels, Pieced
01 ..... .35
03 ..... .50
05 ..... .70
06 ..... .85

Kettles, Convex
03 ..... .80
05 ..... 1.00
08 ..... 1.40
010 ..... 1.75
014 ..... 2.25
020 ..... 3.15

Kettles, Lipped Preserving
14 ..... .45
18 ..... .55
22 ..... .70
26 ..... .85
30 ..... 1.15
36 ..... 1.65
40 ..... 2.50
50 ..... 3.75

Kettles, Milk
71 ..... .70
73 ..... 1.00
74 ..... 1.20

Kettles, Tea
30 ..... 1.00
50 ..... 1.25
70 ..... 1.60
90 ..... 2.15
100 ..... 2.60
160 ..... 1.60
180 ..... 2.10
190 ..... 2.50

Ladles, Deep
100 ..... .35
120 ..... .40
111 ..... .40

Measures
02 ..... .40
04 ..... .65
06 ..... 1.25
11 Graduated. .65

Pails, Chamber
2 ..... 1.85
40 ..... 2.60

Pails, Water
110 ..... 1.50
114 ..... 2.00

Pans, Bed
1 ..... 3.65

Pans, Douche
3 ..... 2.40

Pans, Bread
11 ..... .50
13 ..... .70

Pans, Cake
9 ..... .35
10, 69, 70.... .40
200 ..... .45

Pans, Corn Cake
706 ..... .75
709 ..... .90
712 ..... 1.10

Pans, Muffin
406 ..... .60
412 ..... 1.00

Pans, Deep Pudding
50 ..... .30
150 ..... .40
300 ..... .50
500 ..... .60
800 ..... .80
1000 ..... .90

Pans, Dish
15 ..... 1.85
80 ..... 1.10
140 ..... 1.50
210 ..... 2.00
300 ..... 2.90
400 ..... 4.40

Pans, Rinsing
08 ..... 1.05
011 ..... 1.35
017 ..... 1.60

Pans, Lipped Fry
80 ..... .40
82 ..... .55
84 ..... .70
86 ..... .85

Pans, Milk
0 ..... .25
11 ..... .30
20 ..... .40
40 ..... .50
60 ..... .70
100 ..... .90
120 ..... 1.00

Pans, Convex Sauce
02 ..... .70
04 ..... .95
06 ..... 1.15
010 ..... 1.65
012 ..... 2.00

Pans, Combination Sauce
1D 1.85
10T 2.85

Pans, Lipped Sauce
10 ..... .35
14 ..... .45
18 ..... .55
24 ..... .75
28 ..... 1.00

Pans, Straight Sauce
250 ..... .80
450 ..... 1.05
650 ..... 1.30
850 ..... 1.40

Pans, Stew
3 ..... .40
5 ..... .50
6 ..... .65

Pans, Oblong Stove
04 ..... .45
100 ..... .60
300 ..... .85
350 ..... 1.05
450 ..... 1.35
550 ..... 1.80

Pans, Square Stove
110 ..... .80
112 ..... .95
114 ..... 1 25
116 ..... 1.60
120 ..... 1.85

Pitchers, Molasses
601 ..... .75

Pitchers, Water
2 ..... 1 20
4 ..... 1.55
5 ..... 1.20
10 ..... 1.35

Plates, Deep Pie
39 ..... .35
40 ..... .30

Plates, Shallow Pie
27 ..... .25
30 ..... .40

Plates, Dinner
20 ..... .40

Pots, Fireless Cooker
1450 ..... 1.90
1850 ..... 2.75

Pots, Coffee
2½ ..... .60
5 ..... .75
25 ..... .95
45 ..... 1.15

Pots, Tea
00 ..... .65
0 ..... .80
20 ..... 1.00
011 ..... .80
101 ..... 1.00
102 ..... 1.10

Pots, Straight Sauce
018 ..... .95
022 ..... 1.25
026 ..... 1.85
030 ..... 2.85

Pots, Soup Stock
318 ..... 9.75
336 ..... 13.75
218 ..... 7.50
236 ..... 11.25

Roasters
150 ..... 2.90
180 ..... 3.50

Skimmers, Flat
12 ..... .35

Spoons, Basting
10 ..... .20
14 ..... .25
18 ..... .35

Steamers
7 ..... 1.50
8 ..... 1.75

Steepers, Tea
3 ..... .70

Tubs, Oval Foot
0 ..... 1.50
2 ..... 2.00
4 ..... 3.25

Turners, Cake
14 ..... .25

ALUMINUM WARE, PRESSED—Continued.
10¾ inch 3.00
Pans, Milk—
6 quart 1.65
Pans, Pie—
9⅝ inch ..... .40
Pans, Pudding—
1 quart ..... .50
2 quart ..... .75
4 quart 1.25
Pans, Convex Sauce—
1 quart ..... .65
3 quart 1.35
6 quart 2.00
Pots, Fireless Cooker—
4 quart 1 35
6 quart 1 65
8 quart 2.10

ANCHORS—Screws per 100, 3-16, $4.15: ¼, $6.25.
Sebco, 3-16x½ in. ·⅝ in. ·1 in., $5.00 per hundred list; ¼x½ in ·⅝ in. ·1 in., $5.60 per hundred net.

ANVILS—Vulcan No. 2, 20-lb., $7.50; No. 3, 30-lb., $9.00; No. 4, 40-lb., $10.00; No. 5, 50-lb., $11.50; No. 6, 60-lb., $13.00; No. 7, 70-lb., $14.50; No. 8, 80-lb., $10.50.
Columbian—80 to 425 lbs., 32c per lb.; 70 to 79 lbs., 32½c lb.; 60 to 69 lbs., 33c lb.; 50 to 59 lbs., 34c lb. With Clip Horn, 2c per lb. extra.

ANTIMONY—Slab, 25c lb.

APRONS—Carpenters—California Leg, $2.25; No. 12 Long Brown $1.75; No. 2 Short Brown, 75c.

AUGERS—Snell's Carpenters' Nut—

Size	½	⅝	¾	⅞	1	1¼
Each	$1.15	$1.15	$1.20	$1.50	$1.75	$2.25
Size		1½	1¾	2	2½	3
Each		$3.00	$3.40	$3.85	$6.75	$11.75
16ths	8-10	11-12	13	14	15	16
With Screw	$1.50	$1.60	$1.75	$1.75	$2.00	$2.00
No Screw	1.80	1.95	2.10	2.10	2.35	2.35
16ths	17	18	19	20	21	22
With Screw	$2.10	$2.10	$2.40	$2.40	$2.70	$2.70
No Screw	2.60	2.60	2.85	2.85	3.25	3.25
16ths	23	24	25	26	27	28
With Screw	$2.45	$2.45	$4.00	$4.00	$4.85	$4.85
No Screw	4.15	4.15	4.85	4.85	5.75	5.75
16ths	29	30	31	32		
With Screw	$5.75	$5.75	$6.75	$6.75		
No Screw	6.85	6.85	8.10	8.10		

AUGERS—Post Hole—Iwan, 6-inch, $3.00 each; 7-inch, $3.25; 8-inch, $3.25. Vaughan's, 4 to 8-inch, $2.75.

ASBESTOS—
Mill board, 30c lb.; cut, 35c lb.
Paper, 30c lb.; cut, 35c lb.
Wicking, ½ lb. balls, 40c each.
Wicking, 1-lb. lots, 75c.
Cement, per sack, $9.00; per lb., 12½c.

AXES—Plumbs' Hunter's handled, 12 oz., $1.50; 1 lb., $1.65; 1½ lb., $1.75.
Boy Scout—Handled with sheath, $2 25; without sheath, $2.00; sheaths, 85c.
Double Bit—Handled, $3.75; unhandled, $2.75.
Single Bit—Handled warranted, $3.00; second grade, $2.75; unhandled, $2.00.
Marble's Pocket—No. 2, $3.25; No. 3, $3.50; No. 5, $2.00; No. 6, $2.25.

BAGS—WATER—

Closed Top		Sanitary Top—	
1-gal.	1.25	1-gal.	1.40
2-gal.	1 75	2 gal	1 85
3½-gal.	2 65	3½ gal.	2 85
5-gal.	3.50	5-gal.	3.75

BABBITT—Frictionless, 45c lb.; Magnolia, 45c lb.; No. 4, 11½c lb.; No. 3, 15c lb.; No. B, 22c lb.; No. A (genuine), 70c lb.; XXXX Nickeled, 75c lb.

BARS, CROW—Pinch Point, Wedge or Lining, 15c lb. Claw, 25-lb., 20c lb.; 30-lb., 20c lb. Ripping or Wrecking, ⅛x12-in., 25c each; ⅝x20-in., 50c; ⅝x24-in., 55c; ¾x24-in., 60c; ¾x30-in. 75c.

BATTERIES—Dry Cell—Columbia, Ever Ready, Red Seal, Red Devil or Red Label, etc., Nos. 6 and 6S, 50c each. Hotshot Multiple, 4 cell, $2.75; 5 cell, $3.00; 6 cell, $3.50. See also Sparkers.

BEDS—AUTO—B-1 Red Seal Auto Bed, $28.45; C-5 Red Seal Bed, Tent and Dust Bags, $50.00.

BELLS—Alarm—House, 85c each. Call, steel, iron base, 30c each; Call, bell metal, bronze base, $1 10; Gong, gold bronzed steel, 90c; Gong, polished bell metal, 5-inch, $1 35 each; 6-inch, $2.00; 7-inch, $2.75; 8-inch, $4.00; 10-inch, $6.50.

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RETAIL SELLING PRICES—Continued.

BELLS—Continued—
12-inch, $10.50; Rotary Door, No. 168, $1.25; No. 3241, $1.00.

BELLS—Farm—(100 lb.), $16.00.

BELLS—Cow—No. 0, $1.50 each; 1, $1.25; 2, $1.00; 3, 75c; 4, 65c; 5, 55c; 6, 45c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 90c each; 3-in. Nonpareil, $1.00.

BELL STRAPS—
Cow—1¼ lb., $1.00; 1⅝ lb., $1.35; 1¾ lb., $1.85.

BEVELS—Sliding T—No. 18, 6-in., $1.15; 8-in., $1.40; 10-in., $1.60. No. 25: 6-in., 75c; 8-in., 85c; 10-in., 90c; 12-in., $1.00. No. 1—Odd Jobs, $1.10.

BIBBS—Compression—(See also Plumbing Prices)—

	½-in.	⅝-in.	¾-in.	1-in.
Plain—Rough brass	.95	1.25	1.65	....
Finished brass	1.25	1.75	2.10	3.75
Nickel plated	1.45	1.80	2.35	4.15
Hose—Rough brass	1.10	1.35	1.80	3.75
Finished brass	1.45	1.75	2.25	3.70
Nickel plated	1.65	1.95	2.50	....

BITS—Auger—

16ths	Jen's Pat'n	R. J.	Irwin	Jen. Car	Wood
3	.45	.75	.40	1.20	.25
4	.40	.65	.40	1.20	.25
5	.40	.65	.40	1.20	.25
6	.40	.65	.40	1.20	.30
7	.40	.65	.40	1.05	.35
8	.40	.65	.45	1.20	.40
9	.45	.75	.50	1.35	.45
10	.45	.75	.55	1.45	.45
11	.55	.90	.65	1.60	.50
12	.55	.90	.65	1.75	.50
13	.65	1.05	.75	1.85	.55
14	.65	1.05	.75	2.00	.60
15	.75	1.20	.85	2.15	.65
16	.75	1.20	.85	2.35	.70
17	...	1.50	1.00	....	.75
18	.95	1.50	1.00	....	.85
20	1.10	1.60	1.10	....	.90
22	....	1.70	1.25	....	.95
24	....	1.80	1.35	....	1.25

Bits in Sets—Common, 6 bits, $4.00; 8 bits, $5.00; 13 bits, $7.50. R. J., 13 bits, $12.50. Irwin, 13 bits, $9.50; 8 bits, $5.50.
Ship Auger Car Bits same prices as Ship Augers.
Expansive—Clarks' small, $2.00; large, $3.00; Steers, small, $3.00; large, $4.00.
Expansive Bit Cutters—Clark's No. 1, 35c; No. 2, 45c; No. 3, 65c; No. 4, 75c. Steers, No. 1, 65c; No. 2, 65c; No. 3, 70c; No. 4, 75c.

BIT HOLDERS—Extension—
Millers Falls, No. 3—

12	2.00	18	1.90
15	2 15	21	2.00
18	2 25	24	2.35
21	2 35	Stanley, No. 1—	
24	2.50	12	2 00
Millers Falls, No. 5—		16	2 15
12	1.75	18	2 25
15	1.75	24	2.35

BLOCKS—Tackle—

Wood—	3-in.	4-in.	5-in.	6-in.	8-in.	10-in.
Single, Plain Bushed	.75	.90	1.00	1.20	2.00	3.30
Double, Plain Bushed	1.35	1.65	1.85	2.15	3.50	5.50
Single Roller Bushed	1.20	1.25	1.35	1.60	2.75	4.25
Double Roller Bushed	2.15	2.40	2.55	3.10	5.10	7.50
Triple Roller Bushed	...	3.50	3.75	4.75	7.50	10.50
Snatch Roller Bushed	...	...	...	4.75	6.75	10.00
Steel—	**3-in.**	**4-in.**	**5-in.**	**6-in.**	**8-in.**	**10-in.**
Single, Plain Bushed	.70	.85	.90	1.15	1.80	3.00
Double, Plain Bushed	1.35	1.65	1.80	2.00	3.15	5.00
Triple, Plain Bushed	1.80	2.15	2.25	3.00	4.65	6.90
Single Roller Bushed	...	1.65	...	2.25	5.50	8.75
Double Roller Bushed	...	3.30	...	4.10	10.00	15.00
Triple Roller Bushed	...	4.65	...	5.75	14.25	20.00
Snatch, Plain Bushed	...	...	...	4.10	6.00	8.75
Snatch, Roller Bushed	...	...	...	7.00	9.75	15.25

BLOWERS—
No. 400 Champion, without Tyere Irons, $40.00; No. 400 Champion, complete, $42.50.
No. 40 Lancaster, complete, $31.50.
Royal H, without Tyere Irons, $46.00; complete, $48.50.
No. 200 Buffalo, complete—12-in., $44.00; 14-in., $50.00.
No. 700 Climax—12-in., complete, $28.00.

BOARDS, IRONING—
With Table—No. 2, Plain, $2.50 each; No. 10 Springer, 60x15 in., no sleeve board, $5.25; No. 20 Springer, 54x18 in., no sleeve board $5.25; No. 40 Springer, 50x12 in., no sleeve board, $4.50.
Without Table (skirt boards—4-foot, $1.00 each; 5-foot, $1.50; 5½-foot, $1.75; 6-foo $2.00.

BOARDS, WASH—Brass, 90c each; Toy, zinc, 25c; Single Zinc, 55c; Glass, 95c; Blue Enamel, $1.15; Single Zinc, 60c.

BOLTS—Common Carriage—

	3-16 & ¼"		5-16"		⅜"		7-16"		½"	
	10	100	10	100	10	100	10	100	10	100
1½	.15	.85	.15	1.15	.20	1.55	.25	2.00	.35	2.90
2	.15	.85	.15	1.25	.25	1.70	.25	2.15	.35	2.90
2½	.15	1.00	.20	1.35	.25	1.85	.30	2.35	.35	2.90
3	.15	1.10	.20	1.45	.25	2.00	.30	2.55	.40	3.20
3½	.15	1.15	.20	1.55	.25	2.05	.35	2.70	.45	3.45
4	.15	1.25	.20	1.65	.30	2.25	.35	2.90	.45	3.70
4½	.20	1.35	.25	1.75	.30	2.35	.40	3.05	.50	3.95
5	.20	1.40	.25	1.85	.30	2.50	.40	3.25	.55	4.20
5½	.20	1.50	.25	1.95	.35	2.65	.45	3.45	.55	4.45
6	.20	1.55	.25	2.05	.35	2.75	.45	3.60	.60	4.70
6½	.25	1.80	.30	2.35	.40	3.15	.50	3.80	.65	4.95
7	.25	1.90	.30	2.45	.40	3.30	.50	3.95	.65	5.25
8	.30	2.10	.35	2.65	.45	3.60	.55	4.35	.70	5.70
9	...	....	.35	2.90	.50	3.90	.60	4.70	.80	6.20
10	...	....	.40	3.10	.55	4.20	.65	5.05	.85	6.70
11	...	....	...	....	.55	4.45	.70	5.40	.90	7.20
12	...	....	...	....	.60	4.75	.75	5.75	1.00	7.75
14	...	....	...	....	...	....	...	....	1.10	8.75
16	...	....	...	....	...	....	...	....	1.20	9.75
18	...	....	...	....	...	....	...	....	1.30	10.75
20	...	....	...	....	...	....	...	....	1.50	11.75

BOLTS—Expansion—(See SHIELDS).

BOLTS—Stove —

	⅛, 5-32"		3-16"		¼"		5-16"		⅜"	
⅜	.10	.45	.10	.45	...	...	...	...	...	...
½	.10	.45	.10	.45	.10	.60	...	...	...	...
⅝	.10	.45	.10	.45	.10	.60	...	...	...	...
¾	.10	.45	.10	.45	.10	.60	...	...	...	...
⅞	.10	.45	.10	.45	.10	.65	...	...	...	...
1	.10	.45	.10	.45	.10	.65	.15	.95	.20	1.40
1⅛	.10	.50	.10	.50	.10	.70	.15	1.00	.20	1.45
1¼	.10	.55	.10	.55	.15	.75	.15	1.05	.25	1.55
1⅜	.10	.60	.10	.60	.15	.80	.20	1.10	.25	1.60
2	.10	.60	.10	.60	.15	.80	.20	1.15	.25	1.70
2¼	...	...	.10	.65	.15	.85	.25	1.20	.30	1.80
2½	...	...	.10	.65	.15	.90	.25	1.25	.30	1.90
3	...	...	.15	.75	.15	1.00	.25	1.35	.30	2.10
3½	...	...	.15	.85	.20	1.10	.25	1.50	.35	2.30
4	...	...	.15	1.00	.20	1.20	.25	1.65	.40	2.50

BOLTS—Machine, Square Head and Nut—

	¼"		5-16"		⅜"		7-16"	
1-1½	.15	1.15	.15	1.35	.20	1.65	.25	2.10
1	.15	1.20	.15	1.45	.20	1.70	.25	2.25
2½	.15	1.25	.20	1.50	.20	1.85	.30	2.40
3	.15	1.35	.20	1.60	.25	1.95	.30	2.55
3½	.20	1.40	.20	1.70	.25	2.05	.35	2.70
4	.20	1.45	.20	1.75	.25	2.15	.35	2.85
4½	.20	1.65	.25	2.05	.30	2.60	.35	3.00
5	.20	1.70	.25	2.15	.30	2.65	.35	3.15
5½	.20	1.75	.25	2.20	.35	2.80	.40	3.30
6	.25	1.85	.30	2.30	.35	2.85	.40	3.45
6½	.25	1.90	.30	2.40	.35	3.00	.45	3.60
7	.25	1.95	.30	2.50	.35	3.10	.45	3.75
8	.25	2.05	.35	2.70	.40	3.40	.50	4.05
9	.25	2 20	.35	2.85	.45	3.60	.50	4.35
10	.30	2.30	.35	3.05	.45	3.85	.55	4.65
11	.30	2.40	.40	3.25	.50	4.10	.60	4.95
12	.30	2.55	.40	3.40	.50	4.35	.60	5.25
	½"		⅝"		¾"		⅞"	
1-1¼	.35	2.70	.45	3.90	.70	5.80	.90	7.90
2	.35	2 90	.50	4.20	.75	6.20	.95	8.40
2½	.35	3.10	.55	4.50	.80	6.60	1.05	8.95
3	.40	3.30	.55	4.75	.80	7.00	1.10	9.45
3½	.40	3.50	.60	5.05	.85	7.45	1.15	10.00
4	.45	3.70	.60	5.35	.90	7.85	1.20	10.50
4½	.45	3.90	.65	5.65	.95	8.25	1.25	11.05
5	.50	4.10	.70	5.90	1.00	8.65	1.30	11.55
5½	.50	4.30	.75	6.20	1.05	9.10	1.40	12.10
6	.50	4.45	.75	6.50	1.10	9.50	1.50	12.60
6½	.55	4.65	.80	6.75	1.15	9.90	1.55	13.15
7	.60	4.85	.80	7.05	1.20	10.30	1.60	13.65
8	.60	5.25	.90	7.60	1.30	11.15	1.70	14.70
9	.65	5.65	.95	8.25	1.40	12.00	1.95	15.75
10	.70	6.00	1.00	8.75	1.50	12.75	1.95	16.80
11	.75	6.40	1.05	9.30	1.55	13.60	2.05	17.85
12	.80	6.80	1.15	9.90	1.65	14.40	2.15	18.90
13	.85	7.35	1.20	10.45	1.75	15.25	2.30	19.95
14	.90	7.55	1.25	11.00	1.85	16.10	2.45	21.00
15	.95	7.95	1.30	11.60	1.95	16.90	2.55	22.05
16	.95	8.35	1.40	12.15	2.00	17.75	2.65	23.10
17	1.00	8.75	1.50	12.75	2.10	18.55	2.80	24.15
18	1.05	9.15	1.55	13.35	2.20	19.40	2.90	25.20
19	1.10	9.50	1.60	13.90	2.35	20.25	3.00	26.25
20	1.15	9.90	1.65	14.45	2.45	21.00	3.15	27.30
21	1.20	10.30	1.75	15.00	2.55	21.85	3.25	28.35
22	1.25	10.70	1.80	15.60	2.65	22.70	3.40	29.40
23	1.30	11.10	1.85	16.15	2.70	23.50	3.50	30.45
24	1.35	11.50	1.90	16.75	2.80	24.35	3.60	31.50
25	1.40	11.85	1.95	17.25	2.90	25.15	3.75	32.55
26	1.45	12.25	2.00	17.85	3.00	26.00	3.85	33.60
27	1.50	12.65	2.10	18.45	3.10	26.80	3.95	34.65
28	1.55	13.10	2 20	19.00	3.15	27.65	4.10	35.70
29	1.60	13.50	2.25	19.60	3.25	28.50	4.20	36.75
30	1.65	13.80	2.35	20.15	3.35	29.25	4.35	37.80

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RETAIL SELLING PRICES—Continued.

BOLTS—Barrel—

Cast Iron, Japanned—

4-inch	.15
5-inch	.20
6-inch	.25
8-inch	.45

Light Wrought Steel, Jap.—

2½-inch	.15
3-inch	.15
4-inch	.20
5-inch	.25
6-inch	.30

CHAIN—

Cast Iron Japanned—

6-inch	.50
8-inch	.60
10-inch	.85

Cast Iron, Amber or Bronzed—

4-inch	.45
6-inch	.60
8-inch	.75

Cast Iron, Ant. Copper or Dull Brass—

4-inch	.75
6-inch	1.00
8-inch	1.10

CUPBOARD, Japanned—

3-inch	.75
6-inch	.75
10-inch	1.75

Cupboard, Other Finishes—

3-inch	.75
6-inch	1.00

Flush, T. Head—All Finishes—Cast Brass—

3-inch	.65
4-inch	.75
6-inch	1.00

Wrought Brass—All Finishes—

3-inch	.35
4-inch	.40
6-inch	.50

FOOT—

Cast Iron, Japanned—

6-inch	.45
8-inch	.55
10-inch	.85

Amber or Bronzed—

6-inch	.55
8-inch	.75

Other Finishes— ... .

4-inch	.75
6-inch	.95
8-inch	1.10

Foot Wrought Steel—Cupboard, Japanned—

3-inch	.50
6-inch	.80
10-inch	1.85

BOLTS—Toggle—(See Toggle Bolts).

BOTTLES—Vacuum—

Thermos—

6	4.50
6Q	6.25
11	2.75
11Q	4.25
14	3.25
14Q	4.75
14½	2.75
15	4.00
15Q	5.75
15½	3.50

Universal—

21	2.25
22	3.50
71	2.75
72	4.00
81	4.00
82	5.50
91	3.50
92	5.00
592	5.00

Ferrostat—

504R	11.00
505R 2-qt.	16.00
505N	16.50

BOXES—Mitre—

Goodell—

1285 26x4	27.75
1305 25x5	30.75
1306 30x5	30.00

Stanley—

50½	11.50
246	24.50
358	29.00
460	35.00

Acme—

72	22.50
73	21.50
74	26.00
75	24.00

New Langdon Imp.—

72	21.50
73	23.00
74	26.25
75	31.25

Stearn's Perfection—

20	4.50

BRACES—

P. S. & W., No. 7008, $5.00 each; No. 7010, $5.25; 7012, $5.50; 8010B, $6.50; 8012B, $6.75; 8014B, $7.00.

Stanley, No. 921, 8-inch, $5.25 each; 10-inch, $5.50; 12-inch, $5.75; 14-inch, $6.00. No. 945, 8-inch, $3.25; 10-inch, $3.50; 12-inch, $3.65. No. 965, 8-inch, $2.35; 10-inch, $2.50. No. 966, 8-inch, $1.25; 10-inch, $1.25.

BRACKETS—Shelf—

Japanned—	Pair	Copper, Brass, Nickel—	Pair
3x 4	.15	3x 4	.55
4x 5	.20	4x 5	.60
5x 7	.30	5x 7	.70
6x 8	.35	6x 8	.85
7x 9	.40	7x 9	.95
8x10	.45	8x10	.95
10x12	.60	10x12	1.15
12x14	.85	12x14	...

FILLERS—Thermos and Universal—

½ Pint	1.50
1 Pint	1.75
1 Quart	2.00

LUNCH KITS—

Thermos—

392 and 396	4.50
393 and 397	5.00
394 and 398	5.75

Universal—

310	4.75
320	5.25
410	5.00
510	5.50
4070	6.25
8070	4.25

Thermos—Food Jars. Fillers

600	4.00	2.00
601	5.00	2.25
602	6.75	3.00

Thermos— Jugs. Fillers

556	9.50	4.00
557	10.00	4.75

Thermos—Cases—

104	6.25
104Q	9.25
114	9.75
114Q	14.75
130	9.75
130Q	14.75

BRADS—Wire—

	Bulk per lb.	½-lb. pkgs.	¼-lb. pkgs.
½ and ⅝-inch	.80	.20	.15
¾ to 1⅛-inch	.25	.15	.10
1¼ to 2-inch	.20	.15	.10

BRASS—Sheet—Soft, per lb., 75c; Half Hard, 80c; Sign, 80c; Spring, $1.05.

BREAD AND CAKE MAKERS—Universal—No. 2, $2.75 each, No. 4, $3.50 each; No. 8, $4.50 each; No. 44, $3.25 each. Cake Maker, No. 1, $3.50; No. 2, $4.50.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROOMS—House or Parlor—

Finest selected, 16-15 in., $1.50 each; second grade, 14½ in., $1.35; third grade, 14 in., $1.10; common, 85c; Warehouse, $1.25; Railroad or Smelter, $1.25; Switch, small, 65c, large, 90c; Toy or Hearth, 1 sew, 30c; 2 sew, 40c.

Push or Street

Bassine, 14-in.	1.25	Rattan, 6 rows, 12-in.	1.50
Bassine, 16-in.	1.35	Rattan, 6 Rows, 14 in.	1.60
Steel Wire, 14-in.	1.65	Rattan, 6 rows, 16 in.	1.75
Steel Wire, 16-in.	1.85	Rattan, 4 rows, 14 in.	1.25
		Handles, only	.15

BRUSHES—

CASTING—

Round	.75
Oblong	.70

Counter—

Dusting, com.	1.00
Extra quality	1.25
White bristles	2.50

FLOOR—

Fibre, 12-inch	1.50
Fibre, 16-inch	1.90
Hair, 12-inch	2.10
Hair, 16-inch	2.65
Mixed, 12-inch	1.75
Mixed, 16-inch	2.15
Bristles, 14-inch	5.00
Bristles, 18-inch	6.25

Garage—

Fibre, 16-inch	2.00
Fibre, 18-inch	2.25
Fibre, 20-inch	2.50
Fibre, 24-inch	3.25
Hand or Nail	.10

Horse—

Rice Root, 12½ lb.	.70
Rice Root, 13 lb.	.75
Palmyra Fibre, 12½ lb.	.45
Palmyra Fibre, 13 lb.	.90
Mixed Fibre, 13 lb.	.85
Ox Fibre, 3½x9 in.	.75
Ox Fibre, 4¼x11½ in.	85

Kalsomine —

7-in., single	3.25
3x7½ in. blocks	6.75

Marking—(Round)—White Bristles—

⅝-⅞ in.	.10
1-1¼ in.	.15

Paint—(Chinese bristles)—

Grade.	1	2	3	4	5
2½-inch	.35	...	.70	...	...
3-inch	.50	.70	.80	1.35	...
3½-inch	.65	.85	1.10	1.85	3.00
4-inch	.80	1.10	1.50	2.25	4.25
4½-inch	...	1.65	....	3.25	5.75

Roofing—Knotted—

3 knots, 14-lb.	2.25
4 knots, 18-lb.	2.65

Sash—Chisel Point—

½x1½-in.	.20
¾x1¾-in.	.25
⅞x2-in.	.35
1x2¼-in.	.45

Scrub—

Gray Tampico, 10"	.35
Gray Tampico, 12"	.40
Ox Fibre, 7"	.35
Ox Fibre, 10"	.40
Ox Fibre, 12"	.55
White Tampico, 8"	.20
White Tampico, 11"	.35
White Tampico, 12"	.60

Shoe—

Dauber, wood	.20
Dauber, iron	.30
Brush only, ⅞-in.	.35
Brush only, 1¼-in.	.75
Combination	.35
Extra bristles	.50
Best 1¼-in. bristles.	.85

Sink—

Ox Fibre	.15
Split Bamboo	.05

Shaving—Rubber Set—

Ebonized handle	.55
Boxwood, small	1.00
Boxwood, medium	1.10
Boxwood, large	1.35
White Bone, small	1.00
White Bone, medium	1.25
Octagon Bone	2.00
Octag. Bone, polished	4.00

Stencil—

1⅛-in., 2½lb.	.25
1¼-in., 3¾ lb.	.35
1½-in., 5-lb.	.45
1¾-in., 6-lb.	.55

Window—

Gray fibre	.80
Black horsehair	.90
Pope's Eye	1.25
Squeeges, 10-in.	.35
Squeeges, 12-in.	.40
Squeeges, 14-in.	.45
Squeeges, 16-in.	.50

BUCKETS—(See Galv. Ware)—

BURNERS—Lamp—⅝-inch wick, 15c each; 1-inch, 20c; 1⅛-inch, 35c.

Lantern—For Cold Blast, ⅝-inch wick, 20c each; 1-inch, 30c; for Kerosene, ⅝-inch, 20c; 1-inch, 30c; Lard, Sperm and Sig. Oil, ⅝-inch, 15c; 1-inch, 20c.

Rubbish—No. 1, 20-inch Steel, $9.00 each: No. 3, 30-inch Steel, $15.00. Wire, 11-14-inch, $2.25-$3.25.

BUTTS—(See Hinges)—

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RETAIL SELLING PRICES—Continued.

CANTEENS—BEAR BRAND AND BOYCO—Covered—No. 2, $1.25; No. 3, $1.40; No. 4, $1.65; No. 6, $1.85; No. 8, $2.20. Government, $1.45; American, $1.50; Army, 3-pt., $1.40; Army, 5-pt., $1.60; De Luxe, 3-pt., $1.75; De Luxe, 5-pt., $2.10.

RUNNING BOARD OUTFITS—

Boyco Service Units—No. 5, $5.75; No. 22, $6.65; No. 112, $8.00; No. 212, $8.40; No. 312, $8.60.

Bear Brand—Lincoln—No. 100, $2.00; No. 200, $2.50; No. 300, $2.85.

Auto Cans—Covered, No. 1, $1.95; No. 2, $2.30; No. 3, $2.70; No. 5, $3.35. Plain, No. 1, $1.45; No. 2, $1.70; No. 3, $2.00; No. 5, $2.50.

CANT HOOKS—

	Maple Hdl.	Hickory Hdl.
2¼x4½	3.25	4.25
2½x4½	3.50	4.85

CAPS—Roofing. Per lb., 22c.

CARBORUNDUM—Grain, per lb., bulk, 65c.

CARRIERS—Timber—No. 425, 4-ft. maple, $4.25.

CARRIERS—Hay—Using Manila rope for steel, wood, cable track, $14.50 each; using wire cable or manila rope for steel, wood, cable track, $18.50; Sling, $25.00; Steel Hay Carrier Track, 45c foot; Steel Hay Carrier Hanging Hooks, 30c each; Rafter Brackets, 15c.

CATCHERS—GRASS—RRI, $1.00 each; Eureka, 85c; 16G, $2.25; G5, $2.50; 10G, $2.75; 12G, $3.25; 9, all duck, $2.65; 11, all duck, $2.75.

CHAINS—Tire—

Size. Tire—Weeds	Pair.	Size.	Pair.
3 x30	4.50	4½x33	7.25
3½x30	5.00	4½x34	7.50
3½x32	5.50	4½x35	8.00
4 x31	6.00	4½x36	8.00
4 x32	6.00	4½x37	8.75
4 x33	6.50	5 x35	9.00
4 x34	7.00	5 x36	9.00
4 x35	7.50	5 x37	9.75
4 x36	7.50	5½x36	12.00
4½x32	7.00	5½x37	13.00
		5½x38	14.00

Dozen pair lots, 10% off.

CHAIN—Yankee Straight Link (Coil)—

6-0, 13c ft.; 5-0, 11c; 4-0, 10c; 3-0, 10c: 2-0, 9c; 0, 8½c, 1, 8c; 2, 8c.

Norway Straight Link (coil)—⅛, 35c lb.; ⅝, 35c lb.; ¾, 30c lb.

Passing Link (coil)—4-0, 15c ft.; 3-0, 13c ft.; 2-0, 12c ft.

Proof, Straight Link (coil)—3-16 Black, 22c lb.; ¼, 20c lb.; 5-16, 18c lb.; ⅜, 17c lb.; 7-16, 15c lb.; ½, 15c lb.; ⅝, 15c lb.; ¾, 15c lb.; ⅞, 15c lb.

Proof Twisted Link (coil)—3-15 black, 30c lb.; ¼, 25c lb.; 5-16, 25c lb.; ⅜, 20c lb.

B. B. Proof Straight Link (coil)—5-16, 25c lb.; ⅜, 25c lb.; ½, 20c lb.; ⅝, 20c lb.; ¾, 20c lb.

Twisted Machine Coppered (coil)—4-0, 20c ft.; 3-0, 15c ft.; 2-0, 15c ft.; 0, 15c ft.

Jack, Iron—No. 20, 7½c yd.; No. 18, 7½c; No. 16, 10c; No. 14, 10c; No. 12, 10c; No. 10, 10c; No. 8, 15c.

Jack, Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 10c; No. 114, 20c; No. 113, 20c; No. 112, 25c; No. 110 35c.

Safety Brass and Nickel Plated—00 and N00, 15c yd.; 0-N0, 20c yd.; 1-N1, 20c yd.; 2-N2, 25c yd.; 3, 30c yd.

Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 5c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 3½c ft.; 10 Cable, 30c ft.; 56 Universal, 7c ft.

Sash Chain Fasteners—10, 20c set; 100, 45c set.

CHALK LINE—Yellow, 35c per 100-foot hank; 20c per 50-foot hank. Braided White, 20-foot hanks—120, 10c each; 220, 10c; 320, 15c. 50-foot balls—150, 15c; 250, 15c; 350, 15c.

CHESTS, TOOL—A, Leather Covered, $26.50; AA, Leather Covered, $30.25; B, QuarteredOak, $24.25; BB, Quartered Oak, $26.50; BBB, Quartered Oak, $32.00; D, Quartered Oak, $16.25; DD, Quartered Oak, $17.75; DD, Leather Covered, $19.00; DDD. Leather Covered, $20.25; DDD, Quartered Oak, $20.00; E, Quartered Oak, $24.25; EE, Quartered Oak, $28.50; F, Quartered Oak, $20.00; F, Leather Covered, $20.25; FF, Leather Covered, $23.75; FF, Quartered Oak, $22.25; G, Plain Oak, $14.00; GG, Plain Oak, $15.50

CHECKS—Door—All makes. Liquid Checks—A-11, $7.00; B-12, $9.50; C-13, $10.75; D-14, $12.75; E-15, $16.85; 6, extra large, $22.50. For hold open arm, add $1.25 each.

Screen Door Check—No. 01, $3.85.

CHOPPERS—Meat and Food—

Enterprise		Universal	
5	3.00	0	2.00
10	5.00	1	2.50
12	4.50	2	3.00
22	8.00	3	4.00
32	10.00	304	8.00
		Russwin	
501	2.25	0 R	2.50
602	2.75	1 R	3.00
703	3.50	2 R	3.50
		3 R	4.75

CHISELS—

	Socket Firmer Bev. Edge	Whites No. 2	Pocket Bev. Edge	Inside or Outside Bevel
⅛	1.15	1.30	1.30	1.35
¼	1.20	1.35	1.35	1.35
⅜	1.25	1.40	1.50	1.35
½	1.30	1.45	1.55	1.40
⅝	1.35	1.50	1.60	1.50
¾	1.40	1.55	1.65	1.65
⅞	1.50	1.65	1.75	1.75
1	1.65	1.75	1.80	1.85
1¼	1.85	1.90	2.00	2.00
1½	2.00	2.00	2.25	2.25
1¾	2.35	2.15	2.40	2.50
2	2.50	2.30	2.75	2.75

	Bucks No. 4	Blacksmiths' Cold or Hot Eye
1	.90	.75
1⅛	...	.85
1¼	1.45	1.00
1⅜	...	1.25
1½	1.50	1.50
1¾	2.00	2.50
2	2.25	3.00

	Cold Com.	Cold Special	Cape	Round Nose	Diamond Point
⅛	.15	.35	.45	.50	.50
5-16	.15	.35	.50	.50	.55
⅜	.15	.40	.55	.55	.60
½	.20	.45	.65	.65	.75
⅝	.25	.55	.85	.70	.85
¾	.35	.65	.90	.90	1.00
⅞	.50	.90	...	...	1.25
1	.70	1.00	...	...	1.50

CHURNS—Barrel—No. 0, $9.50 each; 1, $11.00; 2, $12.50; 3, $13.50; 4, $16.75; 5, $19.50.

Improved Cylinder—No. 1, $5.50; 2, $6.50; 3, $7.50; 4, $8.75.

Glass Family, Universal—No. 15, $2.75 each; 125, $3.25; 135, $4.00; 145, $4.50. Dazey, No. 10, $1.75; 20, $2.25; 30, $2.75; 40, $3.50. Extra Jars, Dazey, No. 10, 50c; 20, 85c; 30, $1.10; 40, $1.35.

Tin without Dasher—1½ gal., $1.50 each; 2 gal., $1.55; 3 gal., $1.60; 4 gal., $1.75.

Dash—IX Tin—2-gal., $2.25; 4-gal., $2.75; 6-gal., $3.25.

Dash and Handle—25c extra.

CLAMPS—Stearn's Special Joiners'—Opens 1 ft., pair, $6.50; 1½ ft., $7.00; 2 ft., $7.25.

Carriage Makers—Common—2½in., 70c; 3-in., 80c; 4-in., $1.10; 5in., $1.50; 6-in., $2.00; 8-in., $3.00; 10-in., $3.75; 12-in., $4.75.

Quilt Frame—No. 1, 10c each; 3, 20c; 32, 20c; 33, 20c.

CLEANERS—Window—Rubber—10-inch, 45c each; 12-inch, 50c; 14-inch, 60c; 16-inch, 65c; 18-inch, 75c.

Wood Floor Cleaners—14-inch, 60c; 16-inch, 75c.

CLEANING COMPOUND—

Cedar Sweep—1½-lb. carton, 20c; 4¼-lb. carton, $60c; 33-lb. box, $2.00; 100-lb. drum, $3.75; 250-lb. barrel, $8.50.

Kleen-A-Pipe—1-lb. can, 75c; 10-lb. can, $3.00.

Shineoleum—1 quart, $1.00; 1 gal., $3.50; 5 gals., $12.50.

Cedar Mist—1 gal., $3.50; 5 gals., $12.50.

Sweeping Compound—No. 2, Green, 3c lb.; No. 3, Brown, 2¾c lb.; No. 4, Black, 2½c lb.

CLEVISES—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to ⅜ inc., each, 15c, ½, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1⅛-in., 60c

CLIPPERS—Bolt—

New Easy—		Extra Cutters—	
No. 0	3.75	No. 0	2.25
No. 1	5.00	No. 1	2.75
No. 2	7.00	No. 2	3.75
No. 3	8.75	No. 3	4.75
O. K.—			
10-inch	2.35	14-inch	3.00

CLOCKS, ALARM—America, $2.00 each; Circle, $3.25; Flash, $3.25; Gale, $4.50; Ideal $3.00; Indian, $1.85; Iron Clad, $3.00; Lookout, $2.65; Peerless, $3.00; Pershing, $3.50; Practical, $3.00; Sleepmeter 2, $2.75; Slumber Stopper, $4.50; Startle, $3.50.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 1 to 3, 15c. Carborundum or Axolite—Nos. FF 90, 15c straight.

CLOTH, WIRE—Hardware Galvanized—Per lineal foot—

Mesh	24-in.	30-in.	36-in.	42-in.	48-in.
1-inch	.36	.45	.54	.63	.72
¾-inch	.28	.35	.42	.49	.56
⅝-inch	.28	.35	.42	.49	.56
2-inch	.20	.25	.30	.35	.40
2½-inch	.20	.25	.30	.35	.40
3-inch	.20	.25	.30	.35	.40
4-inch	.21	.26	.32	.37	.42
5-inch	.21	.26	.32	.37	.42
6-inch	.22	.28	.33	.39	.44
8-inch	.24	.30	.36	.42	.48

CLOTH, SCREEN WIRE—Per lineal foot—Retail prices have been figured on the following basis: 12M Black, 4½c; 14M Galv., 5½c; 14M Opal, 5c per sq. ft.

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RETAIL SELLING PRICES—Continued.

COCKS—

No.		Each			Each
Ball—	½-inch...	1.25		7-inch...	1.35
	⅝-inch...	1.50		8-inch...	2.10
	¾-inch...	1.85	No. Gas Hose—	⅝-inch...	.30
	1-inch...	2.85		½-inch...	.35
Floats—	5-inch...	.65		¾-inch...	.55
	6-inch...	.95			

Service, Standard—Square or Flat Head—

	⅛"	⅜"	½"	¾"	1"	1¼"	1½"	2"
Each	.50	.55	.60	.70	1.15	1.85	2.50	4.50

COMPASSES—No. 40-4, 45c each; 6, 55c; 8, 75c.

COOKERS—Fireless—Duplex—No. 25, $16.50 ach; No. 30, $27.50; 35, $20.00; 50, $30.50; 55, $32.50; 60, $35.50; 70, $49.00.

Legs—Set, $9.00.

Soapstone Discs—Each, $1.50.

COOLERS—Water—Galvanized Lined—02, $5.00 each; 08, $6.00; 04, $7.00; 06, $8.25; 08, $10.25; 010, $12.25.

COPPER—Sheet, 65c lb.; Bars, round, 70c lb.; Tubing, 75c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.			
8½ inch	2.75	6 pints	2.50
9½ inch	3.00	Tea Pots.	
10½ inch	3.25	2 pints	1.65
Coffee Pots.		3 pints	1.85
3 pints	1.85	4 pints	2.10
4 pints	2.10	Wash Boilers.	
5 pints	2.25	348	7.75
		349	8.25

COPPERS, SOLDERING—Family—

1. per set 1.65
2. per set 1.50

Tinners—

½ pound, per pair ..... .20
1 pound, per pair ..... .30
1½ pound, per pair ..... .35
2 pound, per pair ..... .45
3 to 14 pounds ..... .45

CORD—Sash, Common—Per hank: No. 6, $1.00; 7, $1.25; 8, $1.50; 10, $2.50; 12. $3.00.

Silver Lake—Per hank: No. 6, $1.50; 7, $2.00; 8, $2.50; 10, $4.00; 12, $5.00.

CORD, TINNED PICTURE—
No. 00, 15c pkg.; 1, 25c; 2, 30c; 3, 40c; 4, 50c.

CRAYON—Lumber, 10c; Soapstone, 5c.

CULTIVATORS—
Noreross, 1GO-5, each, $1.25; 5N, $1.50; 3N, $1.25; Midget 60c.
Pull Easy, PEO, each, $2.00; PE5, $1.65; PEW2, $5.00.

CUTTERS—Pipe—Barnes, No. 1, $3.50 each; 2, $4.75; 3 $8.00; 4, $15.75; 5, $23.50.
Saunders—No. 1, $3.00 each; 2, $4.50; 3, $11.00.
Trimo—No. 1, $4.00; No. 2, $5.50; No. 3 $9.00.

DAMPERS—Stove Pipe—No. 3, 20c each; 4, 20c; 5, 25c; 6, 25c; 7, 40c; 8, 80c; 9, $1.15; 10, $1.50.

DIVIDERS—Wing, No. 35 and 50—6-inch, 75c; 7-inch, 85c; 8-inch, $1.00; 10-inch, $1.25; 12-inch, $1.50; 14-inch, $3.65.
Wing Ext. No. 1—6-inch, $1.25; 7-inch, $1.50; 8-inch, $1.75.
Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.

DOORS—Ash Pit—

8x8	3.00	10x12	2.75
8x10	3.25	12x15	5.50

ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.

DOORS—Screen—
241 Common Varnished, ⅞-in.—2-6x6-6, $3.25; 2-8x6-8, $3.35; 2-10x6-10, $3.50; 3x7, $3.75.
276 Black, 1⅛-in.—2-6x6-6, $3.65; 2-8x6-8, $3.75; 2-10x6-10, $4.00.
311 Black, 1⅛-in.—2-6x6-6, $4.50; 2-8x6-8, $4.75; 2-10x6-10, $5.00; 3x7, $5.25.
891 Galv.—2-8x6-8, $5.50; 2-10x6-10, $5.75; 3x7, $6.00; 3x6-8, $6.25.
525 Black—2-8x6-8, $6.50; 2-10x6-10, $6.75; 3x7, $7.00; 3x6-8, $7.25.

DRILLS—

Goodell-Pratt Bench Drills—

No.	Each.	No.	Each.
8	7.50	87	12.50
8½	9.50	97	13.00
9½	14.00	99	6.75
10½	24.00	112	8.75
490½	20.00	212	4.50
1003	16.50	Yankee—Millers Falls, Hand—	
1005	26.50	1	3.50
11	22.00	2	3.25
Goodell-Pratt Breast Drills—		3	3.50
6	5.85	4	1.10
07	5.50	5	3.75
245	5.00	98	5.75
279	13.25	105	3.75
Millers Falls (Breast)—		306	5.50
12	6.25	343	4.00
18	7.75	1980	5.75

Drill Presses—Millers Falls

20	11.00	23	7.50
21	15.00	210	15.00
22	5.00		

Hand Drills—Millers Falls

1	3.50	105	3.75
2	5.00	303	3.00
3	3.50	306	5.50
5	3.75	343	4.00
98	5.75	980	5.75
		1980	5.75

Chain Drills—Goodell-Pratt

307	4.50	318	7.00
316	4.50	1500	4.50
317	5.50		

Yankee Automatic

41	3.00	44	3.75
42	2.50	40	3.50

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
300	1.15	305	.55
301	1.15		

Yankee Drill Points
Set of 8, $7.10; each, 15c; 2 for 25c.

DRILLS, TWIST—

	Bit Stock	Rd. Shk. Prentiss	Rd. Shk. Coes	Sqr. Tpr. Shk.	Str. Shk.	Tpr. Shk.
1-16.....	.20	...	...	....	.10	...
⅛	.20	.35	.40	....	.15	.35
3-16.....	.30	.40	.45	....	.15	.35
¼	.35	.45	.55	1.20	.20	.45
5-16.....	.45	.55	.60	1.35	.25	.55
⅜	.55	.60	.70	1.45	.35	.60
7-16.....	.70	.75	.75	1.50	.55	.75
½	.85	.90	.85	1.55	.75	.90
9-16.....	1.00	1.05	.90	1.60	...	1.05
⅝	1.20	1.20	1.00	1.70	..	1.20
11-16.....	1.35	1.35	1.15	1.75	...	1.35
¾	1.55	1.50	1.30	1.85	...	1.50
⅞	1.95	1.95	1.60	2.45	...	1.95
1	2.35	2.65	1.90	3.10	...	2.65
1⅛	....	....	....	3.75	...	3.40
1¼	....	....	....	4.40	...	4.15
1⅜	....	....	....	5.05	...	4.90
1½	....	....	....	5.75	...	6.40

Sebco Four Point Star, Brick and Concrete—

	¼	⅜	½	¾	1	1¼	1½	2
12-inch....	.40	.40	.45	.65	.85	1.30	2.25	4.50
18-inch....	.50	.50	.60	.80	1.10	1.55	2.50	5.00
24-inch....	.65	.65	.70	1.00	1.20	1.75	2.80	5.25

ELECTRICAL APPLIANCES—

Universal Goods—

Dishes, Chafing—

E940	18.00	E9646	17.50
E9850	16.00	E9649	19.50
Grills—		E9676	10.00
E982	11.50	Ranges, Table—	
E984	12.50	E9841	22.00
Heaters, Immersion —		Stoves—	
E970	5.25	E998	8.75
Irons, Curling—		E997	8.75
E9901	6.25	E9960	7.75
E99011	6.75	Toasters—	
Irons, Pressing—		E945	7.50
E901	7.50	E946	8.75
E902	6.75	Urns, Coffee—	
E905	6.75	E916	17.00
E9023	6.25	E919	18.50
E9035	6.75	E9136	15.00
E9051	8.00	E9146	19.50
Pads, Heating—		E9149	21.50
E9940	10.75	E9166	22.50
Percolators—		E9169	25.00
E9435	13.50	E9176	15.50
E9437	15.00	E9179	17.00
E9439	16.50	E9166044	41.25
E9635	11.50	E9169044	43.75
E9637	13.00	Vacuum Cleaners—	
E9039	14.50	E701	39.50
		Attachments	10.50

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RETAIL SELLING PRICES—Continued.

Hot Point Goods—

Chafing Dishes—No. 20501, $10.00 each; 20502, $19.00; 20503, $22.50.

Grills—116G1, $11.50 each; 186G1, $12.50; 20101, $10.50.

Heaters, Air—No. 30403, $11.00 each; 30404, $18.00; 30603, $32.50; 30604, $44.00; 116A4 (Hedlite), $11.00.

Heaters, Immersion—No. 118W16 (50201), $5.25 each; 115W16 (50202), $6.25; 115W17 (50203), $7.25.

Irons, Curling—No. 112L5, $7.25 each; 112L6, $6.50.

Irons, Pressing—No. 1118F12 (11103), $7.95 each; 118F22 (11203), 3 lb., $6.25; 115F5 (11205), 5 lb., $6.95; 115F17 (11206), 6 lb., $6.95; 11307, $8.75; 11308, $9.25; 11310, $11.00; 11312, $15.50; 11315, $17.00.

Pads, Heating—No. 114Q3 (50142), $9.00; 114Q4, (50151) $10.25.

Ovens—No. 40701, $6.50; 40201, $25.00.

Percolators—No. 20611, $10.00; 20620, $12.00; 20621, $13.00; 20622, $17.50; 20650, $18.00; 114P18 (20651), $23.00; 114P17 (2652), $25.00.

Stoves—No. 116D1, $10.00; 136D1, $11.50; 20301, $7.00; 20302, $7.25; 40101, $7.50; 40102, $9.25; 40103, $13.00; 40104, $15.00; 40105, $17.50.

Toasters—114T5, $6.75; 115T1, $8.50.

Vacuum Cleaners—122V2, $45.00. Attachments, $11.00.

ELECTRICAL SUNDRIES—

Anylites	1.35
Ammeters—	
Ever Ready	1.25
Readrite	1.00
Volt	1.15
Bells, Door—	
2½ inch	.85
3-inch	1.00
Buzzers	.85
Chain, Fixture	.25
Cleats, Porcelain	.05
Cord—	Ft.
Heater No. 16	.12½
No. 18	.10
Lamp No. 18, G. & Y.	.04
No. 18, Par Silk	.07½
No. 20, Par Silk	.06
No. 18, Tw. Silk	.07
No. 20 Tw. Silk	.05
1-64 Single Fixture	.03
No. 18 Reinforced	.10
Fans—	
Menominee, 500-9-in.	12.00
Robbins-Meyers—	
8-inch non-osc.	12.50
9 in. non-osc., 3 sp.	19.50
9 in. osc., 3-speed	24.50
12 in. non-osc., 3-sp.	29.00
12 in. osc., 3-speed	37.00
Fuses—	Each.
Plug, 6 to 30 amp.	.12½
Knobs—	Each.
Porcelain, 5½ Solid	.03½
Nailit, 5½ Split	.05
Lamps—	
Nilco-Mazda type	List
Mazda Auto	List
Hylo Tungsten	1.00
Hylo Carbon	.75
Lamp Guards —	
No. 1125 Lexon	.45
No. 107 Neverbreak	.35
No. 44 Portable	3.25
No. 48, Portable	2.75
Loom—	Ft.
"Duraduct" 7-32 in.	.06
¼ inch	.08
Plates, Switch—	Each
Single gang	.25
Two gang	.50
Receptacle	.60
Plugs—	Each
Benjamin 2-way	1.35
Benjamin 3-way	1.75
Twinlite 2-way	1.20
Attachment —	Each
903 Benjamin	.30
2500 Chelton	.40
4 Mueller	.20
Fitzall w-o spring	.65
Fitzall spring	.75

Push Buttons—	Each
Wood	.20
Dull Brass	.25
Pearl Button	.50
White Button	.45
Receptacles—	Each
Flush	.45
Arrow E	.60
Cleat	.25
Rosettes—	
Concealed, 2-pc.	.30
Cleat, 2-pc.	.30
Cleat, 1-oc.	.20
Shades—	
Tin Flat, 8-inch	.25
Tin Flat, 10-inch	.35
Cone, 8-inch	.40
Cone, 10-inch	.45
Shade Holders—	
2¼-inch Acme	.10
2¼-inch Uno	.20
Sockets, Key—	
Freeman DB	.45
Arrow E DB	.50
Freeman Nic.	.60
Arrow E Nic.	.65
Sockets, Pull Chain—	
Freeman DB	.75
Arrow E DB	.80
Arrow E Nic.	1.00
Levolier DB	.80
Sockets, Keyless—	
Freeman DB	.45
Arrow E DB	.50
Staples—	Pkg.
Insulated, ¾-inch	.30
Switches—	Each
Snap	.50
Push	.60
Battery S. P. S. T.	.40
Battery S. P. D. T.	.60
Battery, D. P. S. T.	.65
Battery, D. P. D. T.	.90
Tape—	Lb.
Friction, 1 oz. to 1 lb.	1.25
Rubber, ¼ lb. to 1 lb.	1.25
Tubes—	Each
Porcelain, 5-16x3-in.	.05
Transformers—	Each
Arrow	1.00
Jefferson Jr.	2.00
Wire, Rubber Covered—	Ft.
No. 10	.03½
No. 12	.03
No. 14	.02½
Weather-proof—	Lb.
No. 10	.40
No. 12	.35
No. 14	.25
Bell Wire—	Ft.
No. 18, Single	.02

EMERY—Per lb. 25c.
Stones—See Stones.
Cloth—See Cloth.
Wheels—See Wheels.

FASTENERS—Casement, common brass plated, 35c; Sash, common brass plated, 20c, two for 25c.

FAUCETS—Cork Lined—

7-inch, each	.25
8-inch	.30
9-inch	.35

FENCE, POULTRY—Blue Ribbon—10 Rod Rolls—24-inch, $5.25 roll; 36-inch, $6.75 roll; 48-inch, $8.00 roll; 60-inch, $9.25 roll; 72-inch, $10.50 roll.
Union Lock—10 Rod Rolls—24-inch, $4.25 roll; 36-inch, $5.25; 48-inch, $6.25; 60-inch, $7.25; 72-inch, $8.00.

FIBRE WARE—Funnels—1 qt., $1.50; 2-qt., $2.25.
Lunch Boxes, 25c to 40c.
Measures—1-pint, $2.25; 1-qt., $2.50; ½-gal., $3.00; 1-gal., $3.75.
Pails—12-quart, $1.75.
Spittoons—4x9 in., $2.00; 5x11 in., $2.35.
Tubs, Oval—18-inch, $5.00; 23-inch, $8.00.

FIGURES AND LETTERS (STEEL)—

Figures	Set	Each	Letters	Set	Each
⅛ inch	1.50	.25	⅛ inch	4.50	.25
3-16 inch	2.00	.30	3-16 inch	6.00	.30
¼ inch	2.50	.35	¼ inch	7.50	.35
5-16 inch	3.00	.40	5-16 inch	9.00	.40
⅜-inch	3.50	.50			
½ inch	6.00	.75			

FILES—

Length, inches—	3-3½	4	4½	5	5½	6	8	10
Band Saw, Slim	...	.15	...	.20	...	.25	.30	.40
Knife, Bastard	...	.30	...	.35	...	.40	.45	.55
Regular Taper	.15	.15	.15	.20	.20	.20	.30	.45
Slim Taper	.15	.15	.15	.15	.20	.20	.25	.40
Warding, Bastard	...	.25	...	.25	...	.30	.35	...

Length, inches—	3-4	5	6	8	10	12	14	16
Flat Bastard	.20	.25	.25	.30	.35	.50	.75	.95
Half Rd. Bastard	.25	.30	.35	.40	.50	.65	.85	1.10
Mill Bastard	.20	.20	.20	.25	.30	.40	.60	.80
Round Bastard	.20	.20	.20	.25	.30	.40	.60.	80
Square Bastard	.20	.25	.25	.30	.40	.55	.75	1.00

FIXTURES—Grindstone—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75; Am. Heavy—17, $1.00. Extra Shafts, 15-inch, 50c; 17-inch, 60c. Extra Cranks, 25c.

FLASHLIGHTS — Eveready Daylos — Complete — No. 6961, $1.00 each; 6962, $1.25; 1991, $1.50; 2604, $1.70; 2681, $1.85; 2632, $2.25; 1619, $2.25; 2616, $2.00.
Eveready Batteries—No. 705, 50c each; 790, 35c; 791, 30c; 700, 30c; 750, 30c; 751, 40c.

Kwiklites

Tubular Nos.	5220	5221	5223	5229	5331	6240	6240B
Complete, ea.	$1.35	$1.70	$2.00	$2.00	$2.25	$1.55	$1.70
Case & Blb, ea.	1.15	1.35	1.50	1.65	1.75	1.25	1.40

Tubular Nos.	6241	6241B	6249	6249B	6343	6343B	6351
Complete, ea.	$1.85	$2.00	$2.35	$2.55	$2.25	$2.45	$2.75
Case & Blb, ea.	1.50	1.65	2.00	2.20	1.75	1.95	2.25

Pocket Nos.	2472	2573	3475	3475B	3577	3577B	3579
Complete, ea.	$1.00	$1.25	$1.25	$1.35	$1.50	$1.65	$1.90
Case & Blb, ea.	.70	.85	.95	1.05	1.10	1.25	1.50

Watch Ch. Nos. 6239 6239B Watch Chain Bat'y No. 1204
Complete, each..$1.00 $1.10 Battery only, each....$ .25
Case & Blb., ea.. .75 .85

Battery only—

Nos.	1202	1203	1206	1207	1271	1301	1308	1309
Each	$0.30	$0.35	$0.30	$0.30	$0.30	$0.50	$0.40	$0.40

FLATTERS—Blacksmith—2-in., $1.35; 2½-in., $1.85; 3-in., $2.25; 3½-in., $3.00.

FORGES—No. 150 Chicago, $16.35; No. 151 Chicago, $17.00. Buffalo—No. 310 Steel Ball Bearing Rivet, $33.00; No. 722, $33.00; No. 742H, $40.00.

FORKS—Hay—Nellis, 94 single harpoon, $7.50; 95 double harpoon, $4.65; 96 double harpoon, $9.50; 87 double harpoon, $5.50; 98 double harpoon, $9.50. Grapple, No. 99 (4 tines), $17.50; No. 100 (6 tines), $20.00. Jackson Patterns, 4 ft., $22.50; 4½ ft., $24.00; 5 ft., $28.00.

FREEZERS—Arctic—

1	4.50	3	7.65
2	5.25	4	9.45
3	6.35	6	11.85
4	7.75	8	15.40
6	9.75	10	20.50
8	12.65	12	24.50
Toy	4.00	15	29.25
		20	38.00

White Mountain		Acme	
1	5.55	2 Qt. Tin or Gal., doz.	12.00
2	6.45	4 Qt. Tin or Gal., doz.	20.00

FROES—Special—Each, 12 in., $2.00; 14-in., $2.25; 16-in., $2.50. Common—Each, 12-in., $1.85; 14-in., $2.00; 16-in., $2.15.

GARBAGE CANS—(See Galvanized Ware).

GATES—Molasses and Oil —
Stebbins—¾-inch, 50c each; 1-inch, 60c; 1¼-inch, 70c; 1½-inch, 75c; 2-inch, 85c.
Perfection—½ inch, 75c each; ¾-inch, 85c; 1-inch, $1.00; 1¼-inch, $1.10; 1½-inch, $1.35; 2-inch, $1.65.
Enterprise, Self Measuring—No. 61, Faucet, $9.75.

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RETAIL SELLING PRICES—Continued.

GAUGES, MARKING—

Steel—		Wood—	
90	.75	0	.15
92	2.50	61	.20
93	1.75	62	.35
95	1.75	65	.90
97	1.25	71	1.00
98	1.85	72	.60
		73	1.15

Altitude Gauges, $5.35.
Steam Gauges, 4½-in. face I. C., $5.35.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

GLASS—Window—3B Grade—Single Strength, 80 per cent; Double Strength, 80 per cent.

Extras for Putting in Glass—	Per Light
First 3 Brackets	.50
Second 3 Brackets	.75
Third 3 Brackets	1.00
Larger Lights	$1.00 per hour, per man

GLASSES—

Ground Level—		Proved Level—	
1¾	.50	1¾	.15
2	.60	2	.15
2½	.65	2½	.15
3	.70	3	.20
3½	.75	3½	.20

GLASSES, GAUGE—

	Standard		Extra Heavy	
	⅜	½ & ⅝	¾	½ & ⅝	¾
10	.35	.35	.35	.55	.75
12	.35	.35	.50	.60	.90
14	...	.45	.60	.70	1.05
16	...	.55	.65	.85	1.25
18	...	.60	.75	.95	1.35
20	...	.65	.80	...	...
22	...	.70	.90	...	....
24	...	.80	1.00	...	....

GLOBES—Lantern—Cold Blast—Plain, 25c each; Bullseye, 40c; 2 Plain, 25c; 2 Bullseye, 40c; 2 Ruby, 65c.
Railroad—Clear, 25c each; Green or Red, 70c.
Tubular—Clear, 10c each; Plain, 25c; 3-0 Ruby, 60c; 4-0 Bullseye, 35c; 5-0 Wizard, 25c; 6-0, 25c each.

GLUE—Dry—Common, 30c lb.; Cabt., 35c; White, 45c.

Imperial Liquid—

Size —	1 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.	1 Gal.
List, Doz....	1.06	3.60	2.80	6.00	10.20	18.00	54.00
Sug. Ret. Ea.	.20	.30	.30	.50	.85	1.50	4.50

Le Page's Glue—

Size—	1 Oz.	2 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.
List, doz.....	2.40	1.65	1.80	3.60	6.00	10.20	18.00
Sug. Ret. Ea.	.20	.20	.30	.30	.50	.85	1.50

GOUGES—Buck's, Socket Firmer, Outside Bevel—No. 42—¼-inch, $1.20; ⅜-inch, $1.20; ½-inch, $1.25; ⅝-inch, $1.30; ¾-inch, $1.40; ⅞-inch, $1.55; 1-inch, $1.65; 1¼-inch, $1.85; 1½-inch, $2.10; 1¾-inch, $2.25; 2-inch, $2.50.
Witherby No. 320—¼-inch, $1.25 each, ⅜-inch, $1.25; ½-inch, $1.35; ⅝-inch, $1.40; ¾-inch, $1.50; ⅞-inch, $1.65; 1-inch, $1.75; 1¼-inch, $2.00; 1½-inch, $2.15; 1¾-inch, $2.40; 2-inch, $2.75.

P. S. & W. Firmer—

160—¼ inch	1.50	1 inch	2.10
⅜ inch	1.50	1¼ inch	2.25
½ inch	1.65	1½ inch	2.50
⅝ inch	1.70	1¾ inch	2.75
¾ inch	1.80	2 inch	3.25
⅞ inch	2.00		

GRAPHITE—Dixon's Flake, per can—1's, 85c; 5's, $3.75; 10's, $7.00.

GREASE—AXLE—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb. cans, 65c; 10 lb. pails, $1.25; 25 lb. pails, $2.75.
Mica—1 lb. can, 25c; 3 lb. can, 60c; 5 lb. can, 95c; 10 lb. can, $1.90; 25 lb. can, $4.00.
Cup Grease—5 lb. cans, $1.00 each; 10 lb. cans, $1.75; 25 lb. cans, $3.75.
Transmission—5 lb. cans, 20c each.

GRINDSTONES—

Loose—	Cwt.
15 to 40 lbs.	8.00
40 to 200 lbs.	8.00
Over 200 lbs.	8.50
Fixtures and Axle—	
15 inch	1.25
17 inch	1.40
19 inch	1.50
Mounted—Auto—	
No. A120, Size 1	16.00
No. A130, Size 2	15.50
No. A140, Size 3	14.75
Bi-Treadle	14.75
Empire Power	45.00
Samson—	
No. S155, Size 2	13.25
No. S160, Size 2	12.50
Sterling No. T100	16.75
Wood Frames No. 1	12.50
Wood Frames, No. 2	13.35
Angle Steel Frames	11.75
Tubular Steel Frames	15.75
300 Cy. or 115 Frame	11.50
400 Cy. or T100 Fr.	15.50
Harvest King (power)	16.50
Loose Stones, lb.	.09
Fixtures—Auto—	
01	2.25
02	2.50
15 Common	1.25
17	1.40
19	1.60
21	1.85

HACKSAW BLADES—

Lenox, Power—					
Lgth.	Wdth.	Lt.	Heavy.		
8"	9-16	.90	....	17"	¾ 2.30 ....
10"	⅝	1.15	....	17"	1 3.25 4.15
10"	¾	1.35	1.95	**Hand, Lennox—**	
10"	1	....	2.45	Length.	Each. Doz.
12"	⅝	1.35	....	8-inch	.10 .75
12"	¾	1.60	2.35	9-inch	.10 .85
12"	1	2.30	2.95	10-inch	.10 1.00
14"	⅝	1.70	....	11-inch	.10 1.10
14"	¾	1.90	2.75	12-inch	.15 1.20
14"	1	2.65	3.50	**Hand, Starrett, Victor, Star—**	
16"	¾	2.15	3.15	8-inch	.10 .80
16"	1	3.05	3.90	9-inch	.10 .90
				10-inch	.15 1.00
				12-inch	.15 1.25

HACK SAW FRAMES—M. F.—4B, 75c; 6, $2.50; 9, $2.25; 15, $3.50; 77, $1.25; 78, $1.35; 1027, $3.50; 69, $3.30; 69B, $3.00; 14, $3.40; 4 Milford Adj., $4.00; 7 Milford Adj., $2.25; 36½ Disston, $1.50; 40 Extension, 75c.

HAMMERS—Vanadium, No. 41½, $2.65 each; Plymouth, No. 11½, $1.90; No. 2 Ball Pein, $2.00.

HAMMERS—Maydole Carpenters'—No. 1, $2.00 each; 1½, $1.75; 2, $1.65; 11, $2.00; 11½, $1.75; 12, $1.65; 12½, $1.50; 13, $1.40; 14, $1.35; 34, $1.25; 611½, $2.75; 710, 2.35; 711, $2.00; 711½, $1.75; 712, $1.65; 713, $1.50.
Maydole Chipping—No. 100, $1.90 each; 101, $1.75; 102, $1.55; 103, $1.40. Maydole Cross Pein—No. 174, $1.50.
Maydole, Ball Pein—No. 70, $3.00 each; No. 70½, $2.65; 71, $2.40; 72, $2.25; 73, $2.00; 74, $1.80; 75, $1.65; 76, $1.50; 77, $1.40; 78, $1.35; 79½, 1.25.

HAMMERS, CLAW—

Stanley No. 22—		264	2.40
16 oz.	2.00	**Plumb's Machinist's Ball Pein—**	
20 oz.	2.25	18	.65
No. 12 and 12B—		370	1.20
5 oz.	1.65	371	1.25
7 oz.	1.75	372	1.25
10 oz.	1.80	373	1.25
13 oz.	1.85	374	1.35
16 oz.	2.00	375	1.65
20 oz.	2.25	376	1.75
Plumb's Engineers—		377	1.75
261	1.65	379	2.00
262	1.75	381	2.25
263	1.85		

GALVANIZED WARE

Boilers, Wash

227	2.25
228	2.50
229	2.75

Bowls, Wash

7	.30
7½	.35

Buckets, Fire

314	.70

Buckets, Well

101 (10 qt.)	.60

Cans, Garbage Smooth

200	.95
300	1.10
400	1.25
500	1.65
600	2.00
700	2.50

Corrugated

2	.95
3	1.10
4	1.25
5	1.65
6	2.00
70	2.50
80	5.75
90	6.50
100	9.00

Garbage Cans in lots of 3 dozen or more, 5 per cent from above prices.

Cans, Gasoline

65	2.10
501	.60
505	1.50
605	2.00

Cans, Oil

0	.50
02	.80
15	.55
25	1.85
105	1.35
205	1.75

Canteens, see page 179.

Dippers, Laundry

525 (4-qt)	.55

Hods, Coal

615	.75
616	.85
617	.90
618	1.00

Pails, Cement

14	1.50
114	2.00

Pails, Chamber

8-qt.	.85
10-qt.	.90
12-qt	1.00

Pails, Stock

14	.65
16	.70
18	.80
20	.90

Pails, Water

8	.35
10	.40
12	.45
14	.50
16	.60

Pails and Tubs, 6 doz. assorted 5 per cent discount.

Pans, Refrigerator

1	.65
2	.75
3	.95
4	1.40

Pots, Watering

514	1.00
516	1.15
518	1.35
520	1.50
522	1.75
526	2.25

Tubs, Foot

51	.75
52	.85
53	1.00
54	1.25

Tubs, Wash

A	.70
B	.75
0	.95
1	1.10
2	1.25
3	1.50
10 S	1.65
20 S	1.75
30 S	2.00

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RETAIL SELLING PRICES—Continued.

Riveting—	
Plumb's, Stanley No. 147—	
250, 4 oz.	1.10
251, 7 oz.	1.15
252, 9 oz.	1.20
253, 12 oz.	1.25
254, 15 oz.	1.35
255, 18 oz.	1.45
256	1.55

Plumb's Brick—	
461	2.00
462	1.75
3154	1.15
3155	1.35
Plumb's Prospector's Pick	
470	2.75
471	2.85

HANDLES—Adze, extra select, 90c; second growth, 90c.
Axe—Single or double bit, Boys' No. 1, 60c; Boys' extra select, 60c; Turned No. 1, 60c; extra select hickory, 85c; second growth, $1.00.
Chisel—Hickory, 10c; Leather Tip, 15c.
Hammer and Hatchet—Second growth hickory, 12 inch, 25c; 14 inch, 25c; 18 inch, 30c.

Peavey Handles—

	Select Maple	Rock Maple	Select Hickory
2¼x4	....	....	2.30
2¼x4½	....	....	2.40
2½x4½	1.25	1.60	2.50
2½x5	1.40	1.75	2.65
2¾x5	1.65	2.00	3.80
2¾x5½	....	....	4.45
3 x5½	....	2.45	....

Pick—36-inch Drift, Select, 75c; Extra Select, $1.00; Railroad No. 1, 50c; No. 2, 60c; Select, 85c; Extra Select, $1.15.
Sledge—36-inch, Select, 60c; Second Growth, 75c.
Saw, Hand—Disston, No. 7, 50c; No. D8, 85c; No. 12, $1.25. Crosscut, Disston, No. 112, $1.00; No. 113, $1.25; No. 114, $1.50. Simonds Reversible Guard, per pair, $1.60; Simonds No. 6, $1.60; Atkins No. 24, $1.60. One Man Cross Cut, No. 218, 45c; Supplementary, 30c. Auger M. F. No. 1, $1.00; No. 2, $1.25; No. 3, $1.75; No. 4, $4.75; No. 6 Com., 15c; Pecks Adj., 50c; Pratts Ratchet, $4.75.

HANGERS, BARN DOOR—

Flat Track— No., Brand.	Each.
3, Myers	3.00
25, Myers Garage Set.	4.25
11, Lanes	2.15
11½, Lanes	2.65
13, Lanes	4.75
25, Lanes	1.50
30, Lanes	1.50
40, Lanes	1.75
93, Lanes	1.50
28, 20th Century	2.35
37-1, Richards	1.65
38-1, Richards	1.75
42-3, Richards	1.75
42-5, Richards	2.75
42-6, Richards	4.00
43, Richards	1.25
248, Richards	1.85
Round Track—	
5, World's Best	3.00
384, Cannon Ball	2.35
440, Cannon Ball	2.85
715, Cannon Ball	2.00
800, Cannon Ball	12.50
Trolley Track—	
120, Coburn's	4.25
122½, Coburn's	5.75
195A, Coburn's	4.75
195B, Coburn's	6.75
24-2, Richards	3.50
120, Richards	7.50
150, Richards	8.75

HANGERS, HOUSE DOOR—

No., Brand.	Each.
101, Lanes	12.00
101½, Lanes	6.00
105, Lanes	9.25
105½, Lanes	4.75
5S, Prouty	4.35
5D, Prouty	8.75
01, Johns	3.00
1, Johns	6.00
011, Richards	3.60
11, Richards	7.25
012, Richards	4.00
12, Richards	8.00
015, Frisco	3.00
15, Frisco	6.00
140-1, Richards	4.00

Trolley—

Opening.	3′	3½′	4′	4½′	5′	6′	7′	8′	10′
016	6.25	6.50	7.00	7.50	8.00	9.25	....	....	....
16	....	....	....	....	12.25	12.75	13.25	14.00	15.75
019	5.25	5.75	6.25	6.50	7.00	8.25	....	....	....
19	....	....	....	....	10.50	11.00	11.50	12.25	14.00
0132	6.25	7.00	7.50	8.00	8.50	9.75	....	....	....
132	....	....	....	....	12.75	13.25	14.00	15.00	17.00

135, 1	4.00
135, 2	6.00
9, Midget	.65
90T, Midget Track	.15

HASPS—Common—
Size 20, 5-in., each, 10c; 6-in., 10c; 7-in., 10c; 8-in., 10c; 10-in., 15c. Size 30, 5-in., 10c; 6-in., 10c; 7-in., 10c; 10-in., 30c. 850, 8-in., each 15c, 10-in., 20c. Size 36, 6-in., each 20c; 8-in., 25c.
Hinge—912, 3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 25c; 10-in., 40c; 12-in., 70c.
S. C. 912—3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 30c; 10-in., 50c.
1308¼—3-in., each, 35c; 4½-in., 45c; 6-in., 60c.
Lock—20, Prouty, 75c each; 22, Prouty, 95c.
Safety—915, 3-in., doz., 20c; 4½-in., 25c each; 6-in., 35c. SC915, 3-in., 20c each; 4½-in., 25c; 6-in., 35c; SC915, 3-in., 30c each; 4½-in., 40c; 6-in., 60c; 941J, 60c.

HATCHETS—Underhill Star, No. 10, Chicago Pat., $3.60; No. 5, Boston Pat., $3.00; No. 15, St. Paul Pat., $3.25.
Sayre—Boston, No. 30, $3.00; Chicago, No. 40, $3.25.
Flooring—Plumb, $3.25; White, $4.00.
Broad—1 Plumb, $2.25; 2, $2.50; 3, $2.85; 4, $3.25; 5, $3.75.
Bench—(single or double bevel)—8 White, $3.00; 7, $3.25; 6, $3.35; 5, $3.50; 4, $4.00.
Claw—1 Plumb, $2.00; 2 Plumb, $2.15; 3 Plumb, $2.00.
Shingling—1 Plumb or equal, $1.85; 2, $2.00; 3, $2.50.
Half—1 Plumb or equal, $2.00; 2, $2.10.
Barrel or Fruit Box—Sayre 400, $2.75; Sayre 401, $2.50.

HEADS, MOP—Cotton—No. 9, 25c each; No. 12, 35c. Linen, No. 012, 45c; No. 015, 60c; No. 018, 70c; No. 020, 75c.

HINGES—Back Flaps—No. 814, 1-inch, 10c each; 1¼-inch, 10c; 1½-inch, 15c; 1¾-inch, 20c; 2-inch, 25c. No. 816, 1-inch, 10c; 1¼-inch, 10c; 1½-inch, 10c; 1¾-inch, 15c; 2-inch, 20c.

Floor—	
Bommer, D 15	1.85
R. EA, 315	2.00
SHA, E, 265	2.25
2	3.75
4	5.50
302, 602	5.50
304, 604	8.10
252	6.50
254	9.75
Chicago—	
R, EA, KF, 200	3.25
SHA, E, 200	3.50
R, EA, 230	4.75
KF, SHA, E 230	5.00
Corbin—D, 512	2.00
R, EA, 512	2.10
SHA, E, 512	2.40
Katz—R, EA, 2	1.85
KF, SHA, E, 2	2.15
R, EA, 3	4.75
KF, SHA, E, 3	5.25
R, EA, 3½	5.75
KF, SHA, E, 3½	6.00
Rixon—7	15.00
8	16.50
10	18.75
15	22.50
20	36.00
25	45.00
30	53.00
40	85.00
Standard—R, EA 450	7.00
SHA, E, 450	8.50
R, EA, 452	12.00
Ornamental Surface "Butterfly"—	
1420, D2 & F—	
1¾x1¾	.25
2½x2½	.30
3x3	.35
1420, H & N—	
1¾x1¾	.35
2½x2½	.40
3x3	.45
1431, 1474, 1475, 1478, 1479, 1480, 1481, 1482 and 14331—D2 & F	.25
SF2 & H	.25
J1	.25
N	.25
Refrigerator—Flat—	
T400, Cast Iron	.55
1404, Wrt. Brass	.75
1404N, Wrt. Brass	.85
1405D2&F, Wrt. Steel	.50
1405N, Wrt. Steel	.55
Offset—	
T402, Cast Iron	.60
1408, Wrt. Brass	.65
1408N, Wrt. Brass	.80
1409D2&F, Wrt. Steel	.55
1409N, Wrt. Steel	.60
Screen Door Spring—	
900	.35
R 902, EA 903	.50
SR, SHA 905, & E 913	.60
2100	.90
R 2102, EA 2103	1.25
E 2104, SHA 2105	1.65
D 2200	.90
R 2202, EA 2203	1.25
SHA 2205	1.65
Screen Door Sets—	
7	.40
1900	.40
R 1902, EA 1903	.60
SHA 1905	.70

STRAP AND TEE HINGES—

Strap—	3″	4″	5″	6″	8″	10″	12″
900, Light, Plain	12½	.15	.20	.25	.35	.55	...
900SC, with Screws	.15	.20	.25	.30	.40	...	...
902, Heavy, Plain		.20	.25	.35	.50	.70	1.10
902SC, with Screws		.25	.30	.40	.60	.85	1.25
935, Corgd., Plain		.20	.25	.35	.55	.80	1.15
935SC, with Screws		.25	.30	.40	.60	.90	1.30
SC1300¼, Light Galv.	.25	.30	.40	.55	.70	...	...
SC1302¼, Heavy Galv.		.35	.50	.80	1.25	1.85	2.60
SC1305¼, Corgd. Galv.		.40	.55	.85	1.50	2.10	...

Tee—	3″	4″	5″	6″	8″	10″	12″
904, Light, Plain	12½	.15	.20	.25	.30	.45	.60
SC904, with Screws	.15	.20	.25	.30	.35	...	...
906, Heavy, Plain		.20	.25	.35	.40	.50	.70
SC906, with Screws		.25	.30	.35	.45	.65	...
908, Extra Heavy		.25	.30	.40	.65	.90	1.25
937, Extra Corgd		.30	.35	.40	.70	.90	...
SC937, with Screws		.35	.40	.45	.75	1.00	1.45
SC1304¼, Heavy Galv.		.40	.55	.65	.85	1.40	...
SC1306¼, Corgd. Galv.		.55	.85	1.15	1.85	2.50	...

BUTTS—Cabinet Door—

189 F—2x2	.55
2½x2	.65
2½x2½	.85
189 N—2x2	.55
2½x2	.65
2½x2½	.85
289 D2, F, & B—2x2	.25
2½x2	.30
2½x2½	.30
289 S F 2, S D 2, S A 4 and H—2x2	.30
2½x2	.35
2½x2½	.35
289 N—2x2	.35
2½x2	.35
2½x2½	.35
295 D 2 and F—2	.25
2½	.25
295 N—2	.30
2½	.35
284 D 2 and F—2-inch	.20
2½-inch	.25
3-inch	.35
284 S F 2—2-inch	.25
2½-inch	.30
3-inch	.35
284 N—2-inch	.30
2½-inch	.35
3-inch	.40
286 D 2 & F—2-inch.	.25
2½-inch	.30
3-inch	.35
286 N—2-inch	.25
2½-inch	.35
3-inch	.40
291 D 2 and F—2x2	.30
2½x2½	.30
3x3	.35
291 S D 2, S F 2, S A 4 and B—2½x2½	.35
3x3	.40
291 N—2½x2½	.40
3x3	.45

Bright Steel—No. 804—2x2, 15c; 2½x2½, 20c; 3x2½, 25c; 3x3, 25c; 3½x3½, 30c; 4x4, 45c. 808—2x2, 15c; 2½x2½, 15c; 3x3, 20c; 3½x3½, 30c; 4x4, 40c. 823—2½x2½, 25c; 3x3, 30c; 3½x3½, 30c; 4x4, 35c. 838—1, 10c; 1¼, 10c; 1½, 10c; 2, 10c; 2½, 15c; 3, 15c; 3½, 25c; 4, 35c. 840—1, 10c; 1¼, 10c; 1½, 10c; 2, 15c; 2½, 15c; 3, 20c.

Galvanized—Brass Pins—1319—2x2, 40c; 2½x2½, 45c; 3x3, 55c; 3½x3½, 75c. 1334—2x2, 40c; 2½x2½, 50c; 3x3, 65c; 3½x3½, 75c; 4x4, 95c.

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RETAIL SELLING PRICES—Continued.

BUTTS—Continued—

Finished—

241 D2, F, F 2 and B—
2x2 .35
2½x2½ .40
3x3 .40
3½x3½ .40
4x4 .55
4½x4½ .80
5x5 1.40
6x6 2.35

241 S D 2, S F 2 & S A 4—
2x2 .45
2½x2½ .45
3x3 .50
3½x3½ .50
4x4 .65
4½x4½ .90
5x5 1.55
6x6 2.65

241 H—2x2 .45
2½x2½ .50
3x3 .50
3½x3½ .50
4x4 .70
4½x4½ .95
5x5 1.60
6x6 2.75

241 N—2x2 .50
2½x2½ .50
3x3 .50
3½x3½ .55
4x4 .70
4½x4½ 1.00
5x5 1.65

Parliament—
260 D 2 and F—3-inch .45
3½ inch .55
4-inch .60
4½-inch .70
5-inch .75

260 S D 2, S F 2—
3-inch .50
3½-inch .60
4-inch .65
4½-inch .70
5-inch .75

260 H & SA 4—3 .50
3½ .60
4 .65
4½ .70
5 .80

260 N3 .50
3½ .60
4 .65
4½ .70
5 .80

828—3½ .35
4 .40
4½ .45
5 .50
6 .55

Japanned—
731—2x2 .25
2½x2½ .30
3x3 .30
3½x3½ .30
4x4 .40
4½x4½ .55
5x5 .75
731½—2½x2½ .35
3x3 .40
3½x3½ .40
4x4 .45

783—2x2 .35
2½x2½ .40
3x3 .40
3½x3½ .40
4x4 .50
4½x4½ .75
5x5 1.30
6x6 2.25

740 J 1—2 .25
2½ .30
3 .35

747—2½x2½ .30
3x3 .35

747 J 1—2½x2½ .35
3x3 .40

749 J 1—2x2 .35
2½x2 .35
2½x2½ .35

Half Surface—
160 D 2, F—2-inch .40
2½-inch .45
3-inch .50
3½-inch .55
4-inch .75
4½-inch 1.05

160 S F 2—2-inch .45
2½-inch .50
3-inch .55
3½-inch .65
4-inch .80
4½-inch 1.10

160 H—2-inch .50
2½-inch .55
3-inch .60
3½-inch .70
4-inch .85

160 N—2-inch .50
2½-inch .55
3-inch .60
3½-inch .70
4-inch .85
4½-inch 1.15

165 D 2 and F—2-inch .50
2½-inch .50
3-inch .55
3½-inch .60
4-inch .80
4½-inch 1.05

165 S F 2—2-inch .50
2½-inch .55
3-inch .60
3½-inch .70
4-inch .90
4½-inch 1.15

165 N—2-inch .55
2½-inch .60
3-inch .65
3½ inch .75
4-inch .90
4½-inch 1.25

Soss Invisible—
100 .45
101 .75
103 .60
104 1.35
108 2.10
112 3.25
116 4.50

Spring, Bommer—Single Acting—Pair—

Size	3"	4"	5"	6"	7"	8"	10"
Japanned	1.85	2.25	2.60	3.25	....	....	....
Ant. Cop., Dull Br.	2.50	3.00	3.55	4.50	....	....	....
Ant. Br., Sd., Nic.,	3.35	4.00	4.75	....	....	....	....
Double Acting—							
Japanned	3.15	3.65	4.35	5.35	6.85	10.00	13.75
Ant. Cop., Dull Br.	4.15	5.00	5.90	7.50	9.60	13.75	19.00
Ant. Br., Sd., Nic.,	5.50	6.65	8.00	9.60	12.25	17.00	....
New List Price of Bommer Spring Hinges—							
Single Acting—	3"	4"	5"	6"	7	8"	10"
Japanned	3.10	3.70	4.30	5.30	....	....	....
Ant. Cop., Dull Br.	4.10	5.00	5.90	7.40	....	....	....
Ant. Br., Sd., Nic.,	5.50	6.60	7.90	....	....	....	....
Double Acting—							
Japanned	5.20	6.10	7.20	8.10	11.40	16.50	22.80
Ant. Cop., Dull Br.	6.90	8.30	9.80	12.40	16.00	22.80	31.40
Ant. Br., Sd., Nic.,	9.20	11.00	13.20	16.00	20.50	28.40	....

Spring, Chicago —
No. 1½, Double Acting—
⅞ to 1 3.35
1⅛ to 1¼ 3.90
1⅜ to 1½ 4.65
1¾ to 2 6.75
2¼ to 2½ 13.50

No. 3½, Blanks—
⅞ to 1 1.65
1⅛ to 1¼ 2.00
1⅜ to 1½ 2.35
1¾ to 2 3.35
2¼ to 2½ 6.10

Wrought Brass, With Brass Screws —

	¾	1	1¼	1½	1¾	2	2¼	2½
Narrow	.10	.10	.10	.15	.15	.20	.25	.30
Middle	.10	.10	.10	.15	.15	.20	.25	.35
Broad	.10	.10	.15	.15	.20	.25	.30	.40
Desk	.15	.15	.20	.25	.40	.50	...	...

HOLLOW WARE—STEEL—Bailed Griddles, Cooking surface 12 inches, $1.90 each; 13 inches, $2.25; 14 inches, $2.50.

Handled Griddles—Cooking surface 9 inches, $1.30; 10 inches $1.50; 11 inches, $1.65.

Spiders—Diameter, bottom, 8 inches, $1.10; 9 inches, $1.20; 10 inches, $1.50; 11 inches, $1.75; 12 inches, $2.00.

HOLLOW WARE, CAST—Dutch Ovens—No. 8, $3.75 each; 9, $4.25; 10, $5.50; 11, $6.75; 8, $2.35; 2, $2.75; 1, $3.35; 0, $4.85; 00, $6.35.

Gem Pans—No. 1, $1.10 each; 8, $1.10; 6, $1.10; 10, $1.35; 11, $1.10.

Griddles—No. 7, $1.05 each; 8, $1.15; 9, $1.45; 10, $1.80; 12, $2.15; 14, $2.65; 16, $3.15.

Kettles, Stove—No. 7, Round, $2.85 each; 8, $3.15; 9, $4.25; 7, Flat, $2.85; 8, $3.15; 9, $4.25.

Skillets or Spiders—No. 4, $1.00 each; 5, $1.05; 6, $1.15; 7, $1.20; 8, $1.25; 9, $1.65; 10, $2.00; 11, $2.45; 12, $3.00.

Scotch Bowls—No. 2, $1.85 each; 3, $2.25; 4, $2.55.

Waffle Irons—No. 7, $2.00 each; 8, $2.50; 9, $2.75; 7-D, $2.50; 8-D, $2.75; 11, $3.00; 12, $5.00.

HOLLOW WARE—STEEL—Fry Pans, Acme—No. 00, 30c each; 0, 25c; 1, 30c; 2, 35c; 3, 35c; 4, 40c; 5, 50c; 6, 60c; 7, 75c.

Griddles—No. 8, $1.00 each; 9, $1.25; 10, $1.40; 12, $1.80; 14, $2.00; 16, $2.35.

Skillets or Spiders—No. 7, $1.20 each; 8, $1.35; 9, $1.45; 10, $2.00; 12, $2.35; 07, 40c; 08, 45c; 09, 60c; 1010, 70c; 012, 85c.

HOOKS AND EYES—(Price per dozen)—

	Screw Hooks Steel	Screw Hooks Brass	Screw Eyes Steel	Screw Eyes Brass
0	.60	...	.45	...
1	.50	...	.40	...
2	.45	...	.35	...
3	.40	...	.30	...
4 or 104	.30	...	.25	...
5 or 105	.25	...	.20	.75
6 or 106	.15	.75	.15	.60
7 or 107	.15	.60	.15	.45
8 or 108	.15	.45	.10	.40
9 or 109	.10	.35	.10	.35
10 or 110	.10	.30	.10	.30
11 or 111	.10	.25	.10	.25
12 or 112	.10	.20	.05	.20
13 or 113	.10	.15	.05	.15
14 or 114	.10	.10	.05	.10

Gate Hooks and Eyes—

Size	1½	2	2½	3	3½	4	6
No. 40, steel	.20	.25	.30	.40	.45	.50	.90
No. 1040, brass	.60	.75	.90	1.10	1.50	1.75	2.00

Gross lots, 35% off list.

Ceiling —

	Ea.
2½ inch cast iron	.60
2¾-inch cast iron	1.35
2¾-inch, other finishes	1.50
Cast, coppered	.65
Wire, coppered	.35
Wire, Japanned	.40
Wire, tinned	.40
Wire, nickel plated	.55
Wire, brass plated	.55

Coat and Hat—

Double, cast, heavy	.70
Single, cast	.45
Medium, cast	.70
Heavy, cast	.90
Cast, nickel plated	.85
Mast, copper finish	.95
Cast, brass finish	1.10
Cast, bronze, all fin	4.25
Porcelain, solid	.15
Wire, Japanned	.20
Wire, tinned	.30
Wire, nickel plated	.40

Clothes Line—

	Ea.
Malleable iron, Jap	.10
Malleable iron, Galv	.15

Grass—

	Each
14-in., 16-in., 18-in	.50
Bronzed	.65
12-in., enameled, green	.60
12-in., enameled, black	.65
Finest quality steel	.90
Forged tool steel	.60

Hammock—

To screw	.15
With plate	.15

Hay Fork—

⅝-inch pl. wr'ght steel	.30
⅝-inch pl. wr'ght steel	.45
¼-inch galvanized	.15
¾-inch galvanized	.15
7-16-inch galvanized	.20
½-inch galvanized	.25

HOSE FIXTURES—Hose Washers—⅝-inch, doz., 5c; bulk, 45c lb.

Hose Couplings—Cast Brass, Common—½-inch, 25c each; ¾-inch, 25c; 1-inch, 40c. Heavy Brass, Clincher, ½-inch, 40c; ¾-inch, 40c.

Brass Hose Clamps—½-inch, 5c each; ⅝ inch, 5c; 1 inch, 15c; 1¼ inch, 20c; 1½-inch, 30c; 2-inch, 35c.

Galvanized Steel Hose Clamps—½ inch 5c each; ⅝ inch, 5c; 1-inch, 10c; 1¼-inch, 20c; 1½-inch, 30c; 2-inch, 35c.

Hose Menders—Clincher, ½-inch, 20c each; ¾-inch, 20c. Sherman Seamless Brass, ½-inch, 10c; ¾-inch, 10c. Wood, ½-inch, 25c; ¾-inch, 30c. Caldwell Hose Straps, ½-inch, 2½c; ¾-inch, 3c. Caldwell Hose Strap Pliers, No. 1 for ½ or ¾-inch Hose Bands, 40c each.

Hose Nozzles—Boston, ¾-inch, 95c each. Magic, ¾-inch, 15c; ¾-inch, 17c; 4-ply, black, ½-inch, 15½c. ¾ inch.

HOSE, GARDEN—Coupled in 50-ft. lengths—Cotton, ½ inch, 20c; ¾-inch, 23c; 4-ply, black, ½-inch, 15½c; ¾-inch, 19½c; 5-ply, black, ½-inch, 16½c; ¾-inch, 20c; 5-ply, red, ½-inch, 17c; ¾-inch, 21c.

Reels, not coupled, per ft —Electric, corrugated, ½-inch, 21c; ¾-inch, 24c; 1-inch, 35c; Electric smooth, ½-inch, 20c; ¾-inch, 23c; 1-inch, 30c; Second Grade, ½-inch, 19c, ¾-inch, 22c; Third Grade, ½-inch, 16c; ¾-inch, 19c; Fourth Grade, ½-inch, 15c; ¾-inch, 18c.

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RETAIL SELLING PRICES—Continued.

IRON SHEETS—Galvanized—	Cut Sheets	Full Sheets
10 to 20	.14	.11
20 to 30	...	.13
Black Sheets—		
10 to 16	.12	.09½
18 to 24	.12	.09½
26 to 30	.13	10½
Corrugated Sheets, Galvanized—		
26 Ga.		9.00
28 Ga.		8.50
Rockface Siding		9.00
Brickface Siding 28 Ga.		8.25

IRONS—

Plane, Stanley or Bailey—		2⅝-inch, Single	1.05
1⅝-inch, Block	.75	1¾-inch, Double	1.10
1¾-inch, Single	.75	2-inch Double	1.20
2-inch, Single	.80	2½-inch, Double	1.25
2⅛-inch, Single	.85	2¾-inch, Double	1.55
2⅜-inch, Single	1.00	2⅝-inch, Double	1.65

IRONS—Sad. Common, 18c lb.
Mrs. Potts—No. 50, $3.50 per set.
70, $4.25; G. Pressing, 25c lb.; T Tailors' Goose, 25c lb.; N Gasoline, $5.25 each. Handles, 35c; Asbestos No. 60, $3.00 set.

KNIVES—Hay—
Lightning, $2.25; Iwan Sickle, $3.25; Iwan Serrated,, $3.25; Heaths Upright, $2.75.

KNOBS—Maple base, each, 5c; doz., 35c.

LACING—Belt—

Rawhide, Cut			
Size, ⅛, per ft.	.02½	2, coil	.70
Size 5-16, per ft.	.03	3, coil	.80
Size ⅜, per ft.	.04	0M, 1M, 2M, 3M spl.	.80
Size 7-16, per ft.	.05		
Size ½, per ft.	.06	Hooks	Doz.
Size ⅝, per ft.	.07	10	.05
Size ¾, per ft.	.08	8, 9	.05
Wire		6, 7	.10
0 and 1	.05		

LADDERS—Extension, No. 1, $1.00 foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LAMPS—Coleman Quick-Lite, Gasoline—OQ329, Eastern and Central States, $9.00; Rocky Mt. and Pac. Coast States, $9.50.

LAMPS, ELECTRIC—Hygrade, Save, B First, Whitelite, Marvel, Brite-Lite and other makes.

Type B Lamps—	Clear	Frosted
10 to 50 watts	.40	.45
60 watts	.45	.50
100 watts	1.00	1.10
Type C Lamps—	Clear	Frosted
50 watts	.65	...
75 watts	.75	.80
100 watts	1.10	1.20
150 watts	1.55	1.65
200 watts	2.10	2.25

LANTERNS—Coleman Quick-Lite, Gasoline, LQ327—East and Central States, $7.50; Rocky Mt. and Pac. Coast States, 8.00.
Note—General rise in lantern prices will be itemised next month. Ask your jobber.

LANTERNS—Dietz Tubular—

HOT BLAST
Little Star Tin Lanterns..1.50
Hi-Lo Tin Lanterns.....2.00
Victor Tin Lanterns....1.35
Monarch Tin Lanterns..1.35
O. K. Tin Lanterns.....1.50
No. 2 Royal Tin Lants..1.75

COLD BLAST
Junior Tin Lanterns....1.50
Junior Brass Lanterns..2.50
Junior Brass Nickel-plated Lanterns 2.50
No. 2 Crescent Tin Lanterns 2.10
No. 2 Blizzard Tin Lanterns 2.10
No. 2 Large Fount Blizzard Lanterns 2.00
Little Wizard Tin Lanterns 1.45
D-Lite Tin Lanterns....1.65
No. 2 Large Fount Wizard Lanterns 2.10

DASH AND WAGON
Buckeye Dash Lant'ns..2.25
Junior Wagon Lant'n...2.35
Roadster Wagon Lanterns 2.35

DRIVING
Eureka Driving, plain lens 2.50
Same with optical lens..2.65
Octo Driving, pl'n lens..4.50
Same, optical lens 5.10
Union Driving, plain lens 5.10
Same with optical lens..5.50

MILL
Watchman's Mill Lanterns, enamel fin.....2.50
Underwriter's Mill Lanterns 2.75
No. 2 Blizzard Mill Lanterns 3.75

FIRE DEPT.
King Fire Dept. Tin, enamel finish 5.10
Same, Nickel-plated on Tin 5.65
Same, all Brass .....
Same, Nickel-plated on Brass 6.50

WALL
No. 15 Wall Lanterns...3.00
No. 25 Wall Lanterns...3,15
No. 30 Beacon Wall Lanterns 3.15
No. 60 Beacon Wall Lanterns 9.00

STREET AND HANGING
Pioneer Street Lanterns, Tin 7.50
Same, Brass Founts 9.50
Same, all Brass 12.50
Pioneer Hanging Lanterns, Tin 8.10
Same, Brass Founts....11.00

PLATFORM
Imperial Platform Lanterns 13.00
No. 1 Climax Platform Lanterns 5.50
No. 2 Climax Platform Lanterns 5.65
Nos. 1 and 2 Climax Nested 11.00

UNCLASSIFIED
Police Flash Lanterns...2.00
Traffic Signal Lanterns. 4.35
No. 12 Display Stand and Assortment 25.00

LEAD—Bar, 18c lb.; Calking (100 lbs.), 17c lb.; Pig (100 lbs.), 16c lb.; Sheet (full), 26c lb.; Wool, 35c lb.

LEVELS—No. 36, 12-inch, $3.35;18-inch, $4.00; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, 6.25.
Marx Aluminum—12-inch, $3.75; 18-inch, $4.50; 24-inch, $5.50; 28, $6.25.
No. 95, 24-inch, $8.00; 26-inch, $8.25; 28-inch, $8.50; 30-inch, $9.00. No. 96, 24-inch, $10.00; 28-inch, $10.50; 30-inch, $11.00.
Special Nos.—No. 0, $2.00; 15, 24 and 26-inch, $4.75; 15, 28 and 30-inch, $5.00; 25, $5.50. 84, $1.85; 4524, $5.00; 4424, $6.50; 45½, $5.25; 90, $3.75; 93, $5.00; 103, $1.00.

LIFTERS—Hot Pan—20c each. Stove Cover, wire circular handle, 15c; straight wire handle, 10c.
Transom, Coppered—¼x3-in., 45c each; ½x4, 50c; 5-16 x4, 75c; 5-16x5, 90c.

LINES, CLOTHES—Cotton, Braided—40-foot, 20c each; 60-foot, 25c; 50-foot, 25c; 50-foot, 35c.
Wire, Twisted—50-foot, 20 gauge, 45c each; 75-foot, 20 gauge, 60c; 100-foot, 20 gague, 70c; 50-foot, 18 gauge, 70c; 75-foot, 18 gauge, 80c; 100-foot, 18 gauge, 95c.
Wire, Solid—100-foot, 10 gauge, 95c each.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

LUGGAGE CARRIERS—BOYCO—No. 4, 46-inch, open, $3.75; No. 40, 46-inch, with end, $4.25; No. 5, 66-inch, open, $4.65; No. 50, 65-inch, with end, $5.00.

MANILA ROPE—3-16 inch to ¼-inch, 50c per lb.; ⅜-inch and larger, 45c.

MATS, DOOR—Cocoa Fibre, Fine, 14x24, $1.25; 16x27, $1.50; 18x30, $2.25; 20x33, $3.00; 22x36, $3.50.
Cocoa Fibre, Medium—16x27, $2.50; 18x30, $2.75; 20x33, $3.50.
Steel—15½x23½, $2.50 each; 17½x30, $3.50; 21½x36, $5.10.
Steel Matting in Rolls—Per sq. ft., $1.00.

MATTOCKS—	Each.
Short Cutter, Standard, 5½ lbs.	1.25
Long Cutter, Standard, 6 lbs.	1.25
Pick. Standard, 6 lb.	1.25

MAULS—Post—10-lb., $1.50 each; 13-lb., $2.00; 16-lb., $2.50; 18-lb., $2.75; 20-lb., $3.15.
Ship or Top, 25c lb.
Wood Choppers—Adze or Round Eye, 24c lb.

MILLS—Older—

Junior	42.00	Senior	65.00
Medium	48.00	Force Feed	80.00

MOPS—Dish, Handled, No. 1, 10c each; 2, 10c; 4, 10c.
O-Cedar, Handled—No. 4, small trian le, $1.25 each; No. 3, large triangle, $1.75; No. 10B, polish. $1.50.
Self-Wringing—No. 10, $1.10 each.
Round—No. 1, $1.75; No. 2, $1.25.

MOP STICKS—No. 2, 25c each; No. 7, 35c each; No. 18. 35c each; No. 70, $1.10; Janitor's, 75c each.

MOWERS—Lawn—		Common—	
Great American—		14-inch	8.50
15-inch	24.00	16-inch	10.00
17-inch	26.00	Pennsylvania—	
19-inch	29.00	17-inch	30.00
21-inch	32.00	19-inch	32.50
		21-inch	35.00

NAILS—New Base, $4.75.

NETTING, POULTRY—Hexagon, Galvanized after Weaving—
2-inch, 20-gauge—List roll, 12 in., $2.14; 18 in., $3.08; 24 in., $3.92; 30 in., $4.68; 36 in., $5.85; 48 in., $7.13; 60 in., $8.91; 72 in., $10.69.
Sell Full Roll—12 in., $2.15; 18 in., $3.10; 24 in., $3.95; 30 in., $4.70; 36 in., $5.35; 48 in., $7.15; 60 in., $8.90; 72 in., $10.70.
Sell Cut (lin. ft.)—12 in., 1¾c; 18 in., 2½c; 24 in., 3½c; 30 in., 4c; 36 in., 4½c; 48 in., 6c; 60 in., 7½c; 72 in., 9c.
1½-inch, 20-gauge—List Roll, 12 in., $3.15; 18 in., $4.53; 24 in., $5.78; 30 in., $6.90; 36 in., $7.88; 48 in., $10.50; 60 in., $13.13; 72 in., $15.75.
Sell Full Roll—12 in., $3.15; 18 in., $4.55; 24 in., $5.80; 30 in., $6.90; 36 in., $7.90; 48 in., $10.50; 60 in., $13.15; 72 in., $15.75.
Sell Cut (lin. ft.)—12 in., 3c; 18 in., 4c; 24 in., 5c; 30 in., 6c; 36 in., 6½c; 48 in., 8½c; 60 in., 11½c; 72 in., 13c.
1-inch, 20-gauge—List Roll, 12 in., $4.95; 18 in., $7.12; 24 in., $9.08; 30 in., $10.83; 36 in., $12.38; 48 in., $16.50; 60 in., $20.64; 72 in., $24.75.
Sell Full Roll—12 in., $9.45; 18 in., $1.75; 24 in., $9.10; 30 in., $10.85; 36 in., $12.40; 48 in., $16.20; 60 in., $20.65; 72 in., $24.75.
Sell Cut (lin. ft.)—12 in., 4½c; 18 in., 6c; 24 in., 8c; 30 in., 9c; 36 in., 10½c; 48 in., 14c; 60 in., 17c; 72 in., 20½c.

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RETAIL SELLING PRICES—Continued

NETTING, POULTRY—Continued—
¾-inch, 20-gauge—List Roll, 12 in., $8.55; 18 in., $12.30; 24 in., $15.68; 30 in., $18.71; 36 in., $21.38; 48 in., $28.50; 60 in., $35.63; 72 in., $42.75.

Sell Full Roll—12 in., $8.55; 18 in., $12.30; 24 in., $15.70; 30 in., $18.70; 36 in., $21.40; 48 in., $28.50; 60 in., $35.65; 72 in., $42.75.

Sell Cut (lin. ft.)—12 in., 8c; 18 in., 10½c; 24 in., 14c; 30 in., 16c; 36 in., 17c; 48 in., 25c; 60 in., 30c; 72 in., 35c.

NIPPERS, CUTTING—

Bernard's—	
5-inch	2.25
6-inch	2.65
7-inch	3.25
Nettleton's—	
6-inch	2.00
8-inch	2.40
10-inch	2.90
12-inch	3.10
14-inch	3.75
Utica—	
5-inch	1.35
6-inch	1.50
7-inch	1.85
4-inch	1.65
4½-inch	1.80
5-inch	2.00

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 5 for 5c; 5-16, 3 for 5c; ⅜, 3 for 5c; 7-16, 2 for 5c; ½, 2 for 5c; 9-16, each 5c; ⅝, each 5c; ¾, 2 for 15c; ⅞, each 10c; 1 inch, each 15c. In quantity sell at cost, plus 50 per cent.

Hot Pressed U. S. S. Square, Tapped—Size ¼, Sug. retail, 10 for 5c; 5-16, 6 for 5c; ⅜, 5 for 5c; 7-16, 3 for 5c; ½, 3 for 5c; ⅝, 2 for 5c; ¾, each 5c; ⅞, each 10c; 1-in., 2 for 25c. In quantity sell at cost, plus 50 per cent.

Wing, Tapped, U. S. S.—3-16, 25c doz.; ¼, 30c; 5-16, 35c; ⅜, 50c; 7-16, 60c; ½, 85c; ⅝, $1.75.

OAKUM—Plumbers, 20c lb.; Navy, 30c lb.; Best Unspun, 35c lb.

OIL—3-in-1, 1-oz. bottle, 20c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 35c.
Household Lubricant, 4-oz. can, 25c each; 8-oz. can, 35c. oz. can, 35c.
Winchester Utility—1-oz. bottle, 15c; 3½-oz. can, 25c.
Many-use—3-oz. can, 25c.

OILERS—

Mowing Machine—	
620	.30
1100	.15
1140	.15
1141	.15
Steel, Spring Bottom—	
12	.20
13	.25
13 A	.30
14	.30
14 AA	.35
14 B	.40
16	.45
3	2.25
Steel, Railroad—	
10	.90
11	1.10
Zinc, Chase's—	
00	.15
0	.15
1	.15
2	.20
3	.25
4	.30
5	.40
6	.50

OPENERS (Can)—

No.	Each.	No.	Each.
16	.15	140	.15
100	.30	340	.30

OVENS PORTABLE—Boss—

No.	Each.	No.	Each.
Androck, complete	1.25	2	4.50
Kerogas—		11	3.00
357	7.25	18	3.75
657	8.25	111	3.75
Perfection—		113	4.50
121 G	6.25	120	6.75
122 G	7.50	213	4.00
Pinney & Boyle—		220	7.35
1	3.75	318	4.50
		4026	20c; 4078, 75c; 6130, 25c; 9902, 70c; 9902 N. C., 65c; 41090, 70c.

PACKING—Sheet Rubber—Standard I. C., 40c lb.; Indian Red, 60c.
Italian Hemp—A, 1-inch, 45c lb.
Square Flax, braided, 60c.
Piston Spiral—Steam, high pressure, $1.50; steam or water, low pressure, $1.
Asbestos Cement—7½c lb.
Wicking, Asbestos—4-oz. ball, 30c.
Cotton Candle—2-oz. ball, 10c.

PADS—Sweat—No. 63 N12, Red Edge, 24-in., $1.00; No. 146 A 12, Blue and White Striped, $1.50.

PADLOCKS—Corbin—No. 958, 35c each; 2802¼, 30c; 2822¼, 40c; 2869, 75c; 2879, $2.00; 2880, $2.25; 2881, $2.75; 2883, $4.00.

Miller—No. 1, $1.35 each; 016, 25c; 18, 30c; 18D, 40c; 19 30c; 21, 35c; 75, 40c; 76, 85c; 78, $1.00; 96, 55c 96C, 75c; 121, 45c; 5441, 85c.

Yale—No. 223, 85c each; 225, $1.00; 453J, 30c; 453X, 30c; 563, $1.75; 565, $2.10; 585, $1.50; 635, $1.50; 645J, 65c; 803, $2.25; 805, $2.25; 805½, $2.50; 813, $2.25; 815, $2.35; 823, $2.40; 833, $3.00; 843, $3.25; 853, $3.50; 8454, $2.75.

Slaymaker—No. 160, $1.75 each; 178, 45c; 179, 55c; 189, 75c; 1092, 90c; 1093, $1.10; 1098, $1.10; 1902, 55c; 1903, 45c; 1904, 75c; 3901, 75c; 3902, 60c; 3903, 45c;

PAINT SUNDRIES—

Alcohol—(Denatured)—	
1 gallon	1.45
5 gallons	1.15
Alum—	
Pwd., less than 100 lbs., lb.	.17
Benzine—	
New cans, cased., gal.	.60
Old cans, uncsd, gal.	.40
Coal Tar—	
5-gal. Gal.	.40
1-gal. Gal.	.55
Creosote—	
Gal.	.85
Distillate—	
Light, gal.	.40
Glue—	
No. 2 Gelatine	.50
Chicago White	.50
Kalsomine, White—	
Bbls., 280 lbs.	.08
Kegs, 100 lbs.	.08½
4 25-lb. pkgs., bulk	.09
25 lbs., bulk	.09
Less 25 lbs.	.09¼
100 lbs. 5-lb. pkgs.	.09
Less 100 lbs. pkgs.	.09¼
Lamp Black—Bear Brand—	
1-S, lb. pkg.	.45
½-S	.30
¼-S	.20
Linseed Oil, Boiled—	
5's Gal.	1.14
1's Gal.	1.45
½'s ½-Gal.	.85
¼'s Qt.	.50
⅛'s Pt.	.30

Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.

Oil—	Gal.
Floor	.75
Gloss	1.50
Lard, No. 1	1.80
Lin-O-Oil	.90
Neatsfoot No. 1	2.40
Neutral	.60
Paraffine	.85
Paint, Dry Colors—	
Umber	.12
Chrome Green, Med.	
Graphite	.06
Metallic	.06
Sienna	.11
Venetian Red	.08
Yellow Ochre	.05

Painters' Petroleum—	
I-Gal. Gal.	.40
Paints, Ready Mixed—1st grade, white—	
Gals. Gal.	4.40
½-gals. ½-Gal.	2.30
Quarts Qt.	1.25
Pints Pt.	.70
½-pints ½-Pt.	.40
1st Grade, Colors—	
Gals. Gal.	4.25
½-gals. ½-Gal.	2.25
Quarts Qt.	1.20
Pints Pt.	.65
½-pints ½-Pt.	.35
2d Grade, White or Colors—	
Gals. Gal.	2.90
½-gals. ½-Gal.	1.60
Quarts Qt.	.95
Inside Floor—	
Gals. Gal.	2.90
½-gals. ½-Gal.	1.60
Quarts Qt.	.95
Porch—	
Gals. Gal.	4.25
½-gals. ½-Gal.	2.25
Quarts Qt.	1.20
Plaster Paris—	
Less sack, lb.	.03
Putty, Bladder—	
Less than 100 lbs.	.07½
Putty, Bulk—	Lb.
1-lb. cans	.15
2-lb. cans	.12½
3-lb. Cans	.09½
5-lb. cans	.09
10-lb. cans	.08½
25-lb. cans	.08
85 lb. cans	.06½
Rosin—	
Lb.	.14
Tints, Kalsomine—	
Barrels, 280 lbs.	.09
Kegs, 100 lbs.	.09½
100-lb. bulk	.10
25-lb. bulk	.10
Less 25 lbs.	.10½
100 lbs., 5-lb. pkgs.	.09½
Less 100 lbs., 5-lb. pkgs.	.10
Turpentine—	
5's Gal.	1.10
1's Gal.	1.25
½'s ½-Gal.	.75
¼'s Qt.	.45
⅛'s Pt.	.25

Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.

PANS—Acme Frying—

No. 00, each	.30
No. 0, each	.35
No. 1, each	.40
No. 2, each	.45
No. 3, each	.50
No. 4, each	.55
No. 5, each	.60
No. 6, each	.80
No. 7, each	.90

PAPER, BUILDING—

Roofing—	Light.	Medium.	Heavy.
Plymouth, Smooth	3.00	3.50	4.00
Pioneer, Sanded	2.50	3.00	3.50
Asbestos	4.25	4.75	5.25
H & H	....	2.50	....
Pioneer, Flaxine	3.00	3.50	4.00
Pioneer, Sanded	2.50	3.00	3.50
Pioneer, Slate	....	3.75	....
Certain-teed	2.25	3.00	3.50
Major	2.00	2.50	3.00
Guard	1.75	2.25	2.75

Pioneer Sheathing, Gray—Per roll, 20-lb., $1.25; 25-lb., $1.50; 30-lb., $1.75.

Shingles, Slate, Red or Green—Individual (424 per square), $10.25 square. Strip or Slab (104 per square), $9.25.

Tin Caps—1¼-inch, 30c per lb.

Felt—Asphalt Saturated, $2.75 per roll. Deadening, 6½c per lb. Insulating, Saturated, $1.75 per roll; Saturated and Coated, $2.75.

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RETAIL SELLING PRICES—Continued.

SAND AND EMERY—Per quire of sheets—

	0	½	1	1½	2	2½	3
Carborundum	.80	.95	1.10	1.30	1.50	1.75	....
B. & A.	.45	.50	.55	.60	.75	.85	.95
Aztec	.40	.45	.50	.60	.70	.75	.90
Aloxite	.80	.85	.90	1.00	1.10	1.20	1.45

PRAYIES—

	Socket. Maple.	Hickory.		Socket. Maple.	Hickory.
2¼x4	4.35	5.25	2¾x4½	5.25	5.75
2¼x4½	4.50	5.50	5	5.35	6.00
2½x4½	4.65	5.75	3x5	6.00	6.75
2½x5	4.85	5.85			

PERCOLATORS, COFFEE—Universal—

46	4.50	74	5.50
48	5.00	76	6.00
52	4.25	79	6.75
54	4.50	714	7.50
56	5.00	464	5.75
58	5.75	466	6.25
64	5.00	469	7.00
66	5.50	474	6.25
69	6.25	476	6.75
614	7.00	479	7.50

Percolator Tops, 10c each.

PICKS—Railroad, 5-lb., $1.10 each; 6-lb., $1.15; 7-lb., $1.25; 8-lb., $1.50; 9-lb., $1.65.
Drifting—No. 1, 95c each; 2, $1.10; 3, $1.15; 4, $1.25;

PINS—Clothes—C—Common, 10c doz.; US—Spring, 20c; H—Hoyt's Spring, 15c.

PINCERS—Carpenters'—6-in., 75c; 8-in., $1.00; 10-in., $1.25.

PIPE—(See Plumbing Prices, Page 169).

PIPE, STOVE—Nested, Full Joints—3-inch, 25c joint; 4-inch, 25c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c.
4-inch, Japan, 40c; 4-inch, Galvanized, 35c; 4-inch, Galvanized, 40c; 5-inch, Galvanized, 50c; 6-inch, Galvanized, 60c.
Half Joints—5-inch, 20c joint; 6-inch, 20c.
Taper Joints—6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c.

PIPE FITTINGS (STOVE)—Caps, No. C 15, 60c each; C-16, 60c each.
Dampers—No. 3, 4, 30c each; 5, 6, 25c; 7, 40c.
Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c; 7, 45c. No. 3 Adj. 4 Pc., 35c; 4, 40c, 5, 40c; 6, 45c. 3-inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. No. 3 Corg. Jap., 40c; 4, 45c.
In lots of 12 dozen, 5 per cent discount from above.
Flue Stops, Nos. 1 and 36, 20c each; 3, 20c each; 30, 20c 3, 3½ (in kegs), 35c lb.; 4, 5, 35c; 6, 7, 8, 35c; 10, 35c.
Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50. 60 (Ridge), 75c each.

PISTOLS—Automatic—Colts' .25 Cal., $20.50 each; 25 Cal. nickel, $25.00; .32 Cal., $25.00; .38 Cal., pocket, $45.00; .45 Cal., military, $42.00.
Smith & Wesson—.35 Cal., $31.50; Savage, .32 Cal., $24.00; .380, $25.00

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., $1.25; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $13.50.

PLANES—Stanley—No. 1, $3.25 each, 2, $4.25; 3, $4.45; 3C, $4.50; 4, $4.75; 4C, $5.00; 4½, $5.60; 4½C, $5.95; 5, $5.50; 5C, $5.80; 5½, $6.00; 5½C, $6.60; 6, $7.25; 6C, $7.50; 7, $8.10; 7C, $8.60; 8, $10.00; 8C, $10.20; 9, $9.15; 9½, $2.45; 9¾, $3.00; 10, $7.25; 10½, $6.00; 12, $5.50; 12½, $7.25; 15, $2.60; 15½, ...; 16, $2.75; 17, $3.25; 18, $3.00; 19, $3.10; 20, $9.25; 24, $3.50; 25, $3.35; 26, $3.50; 27½, $4.05; 28, $4.70; 29, $....; 31, $5.10; 32, $5.55; 35, $4.25; 36, $4.70; 37, $5.15; 40, 2.50; 40½, $3.35; 45, $15.35; 46, $10.75; 47, $8.50; 48, $6.00; 49, $6.00; 50, $8.40; 55, $30.75; 60, $2.90; 60½, $2.60; 61, $2.50; 62, $6.15; 65, $3.35; 65½, $2.85; 71, $4.50; 71½, $3.50; 72, $5.00; 74, $....; 75, 75c; 78, $3.70; 85, $5.10; 90, $4.45; 92, $4.45; 93, $5.30; 94, $6.20; 95, $2.10; 97, $4.50; 98, $2.10; 99, $2.10; 100, 60c; 101, 50c; 102, 95c; 103, 1.30; 110, $1.30; 112, $4.95; 113, $8.05; 120, $1.85; 130, $1.90; 131, $3.00; 140, $3.35; 146, $4.45; 147, $4.75; 148, $5.05 171, $6.50; 190, $3.30; 191, $3.05; 192, $2.90; 203, $1.65; 212, $3.35; 220, 1.85; 278, $3.50; 289, $4.20; 444, $11.95; 602, $4.30; 603, $4.90; 604, $5.30; 604C, $5.55; 604½, $6.15; 605, $6.15; 605C, $6.45; 605½, $6.75; 606, $7.85; 606C, $8.25, 607, $8.90; 607C, $9.45; 608, $10.70; 608C, $11.20.
No. 39—¼, $3.25; ⅜, $3.50; ½, $3.65; ⅝, $3.90; ¾ $4.00; 13-16, $4.25; ⅞, $4.25; 1, $4.45.
Stanley Block Plane Irons—Nos. 100 and 101, 20c each; 102 and 103, 30c; 110 and 130, 45c; 120 and 220, 60c; 140, 70c; 10 and 10½ Sngl., $1.00; 10 and 10½ Dbl., $1.55; 12 and 112, 65c; 12½, 65c; 9½ and 9¾, 60c; 15, 16, 17, 18 and 19, 60c; 60 and 65, 60c.

PLATES, GAS, HOT—No. 501, $3.50 each; 502, $5.75; 503, $9.00; 702, $8.25; 703, $12.00; 722, $9.00; 723, $12.75; 1001, $2.50; 1002, $4.15.

PLIERS—Klein's No. 201—6-inch, $3.50 each; 7-inch, $4.00; 8-inch, $4.25; 9-inch, $5.25. Bernard's No. 102—4½-inch, $1.50; 5½-inch, $1.85; 6½-inch, $2.25; 8-inch, $3.25.

PLUGS—Spark—$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, $2.25 each; 9-inch, $2.75; 12-inch, $3.00; 18-inch, $3.75; 24-inch, $4.50. No. 37, 12-inch, $4.25; 18-inch, $5.00; 24-inch, $6.00. 37G, 12-inch, $4.25; 18-inch, $5.00, 34V, 4-inch, $1.65; 6-inch, $2.00; 8-inch, $2.75; 10-inch, $3.25.
Wood, Stanley or Disston—No. 00, $1.50 each; 0, $1.75; 2, $2.50; 3, $3.00; 8, $3.85; 13, 26-in., $3.50; 28-in., $3.75; 30-in., $3.75. No. 15, 26-in., $4.25; 28-in., $4.50; 30-in., $4.50. No. 30, $3.75; 35, $3.25; 45½, $5.25. No. 93, 26-in., $5.00; 28-in., $5.25; 30-in., $5.50. No. 95, $8.25; 96, $10.00; 102, 80c; 104, $1.15.
Pocket, Stanley—No. 31, 2½-inch, 55c each; 3-inch, 65c; 3½-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, $2.25.
Extra Level Glasses—No. 1, 1¼ to 2-inch, 15c each; 2½-inch, 15c; 3½-inch, 20c. No. 361, 40c. No. 362, 75c. No. 371, $1.65.

POKERS, STOVE—
No. 120, Straight, 20-inch, 15c each; 126, Straight, 26-inch, 20c; 200, Bent, 20-inch, 15c; 250, Bent, 26-inch, 20c.

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., $1.00.

POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., $1.00.
Calol, ½ pt., 30c each; 1 pint, 45c; 1 quart, 65c; ½ gallon, $1.15; 1 gallon, $2.00; 5 gallons, $7.50.
Liquid Veneer, 4 ounce, 30c each; 12 ounce, 60c; 1 quart, $1.25.
O-Cedar—4 ounce, 25c each; 12 ounce, 50c; quart, $1.00; ½ gallon, $2.00; gallon, $3.00.
Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c; 2 pounds, $1.70; 5 pounds, $3.00.
METAL—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart, $1.25.
SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P. Satinola, 15c.
STOVE—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 25c; 10 E. Enameline, 15c.
Paste. No. 5, Black Silk, 15c each; 10, Black Silk, 25c; 20, Black Silk, $1.75; 01, Black Eagle, 45c; 95 Black Eagle, $2.00; 4 E, Enameline, 15c; 6 E, Enameline, 15c; 75 Black Jack, 25c; 1, Rising Sun, 10c.

POTS—Fire—

Gasoline, C & L.		Tin	
20	12.00	4 Quart	.70
21	15.25	6 Quart	.90
71	19.50	8 Quart	1.15
72	18.00	10 Quart	1.40
5	18.00	Glue—	
1	19.50	000, ¾-pt.	1.25
Watering Galvanized		00, 1-pt.	1.35
4 Quart	.95	0, 1¼-pt.	1.50
6 Quart	1.15	1, 1½-pt.	1.75
8 Quart	1.35	2, 2-pt.	2.00
10 Quart	1.55	Melting—	
12 Quart	1.75	5-in.	.85
16 Quart	2.25	6-in.	1.25

PULLERS—Nail—Rex, $1.65 each; Rex, Jr., $1.35; Red Devil, $2.50; Morrill's, $4.25; Little Giant, $2.25.

PULLEYS—Brass Screw, No. 350, ½-inch, 15c each; ⅝, 20c; ¾, 25c; 1, 30c; 1¼, 35c; 1½, 40c. No. 370, ⅝-inch, 35c each; 1, 40c.

PULLEYS—Brass Screw, No. 35, ½-inch, 15c each; ⅝, 20c; ¾, 25c; 1, 30c; 1¼, 35c; 1½, 40c. No. 37, ⅝-inch, 35c
Clothes Line—No. 30, 3½-inch, 45c; No. 60, 6-inch, 70c; No. 64, 20c; No. 65, 2½-inch, 20c; No. 67, 25c; No. 160, 2-inch, 25c; No. 6500, 5½-inch, 55c; No. 6500G, 5½-inch, 65c.
Hay Fork—No. 566, for rope, $1.00; No. 1651, for wire rope, $3.50.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, $1.00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, $4.00; 2, $4.50; 3, $5.20; 4, $5.00.

PUTTY—Per lb., 15c.

RAKES, GARDEN—Malleable, 12-tooth, 70c each; 14-tooth, 80c. Steel Straight, 12-tooth, $1.10; 14-tooth, $1.25. Steel Row, 11 and 12-tooth, $1.35; 13 and 14-tooth, $1.45; 15 and 16-tooth, $1.60. Lawn, 85c.

RASPS—Plain Horse Rasps—14-in., each $1.00; 16-in., $1.25; 18-in., $1.60.
Flanged Horse Rasps—14-in., each $1.25; 16-in., $1.50; 18-in., $2.00.
Half Round Cabinet—10-in., each $1.25; 12-in., $1.50; 14-in., $2.00; 16-in., $2.50; 18-in., $3.00.
Half Round Wood—10-in., each $1.00; 12-in., $1.25; 14-in., $1.65; 16-in., $2.25; 18-in., $2.90.
Flat Wood—10-in., each 95c; 12-in., $1.25; 14-in., $1.50; 16-in., $2.00; 18-in., $2.60.

RAZORS (SAFETY)—Eveready—

No.		No.	
700, each	1.00	706 B, 6 Blades, Pkg.	.40
2, each	3.00	706 B, 12 Blades, Pkg.	.65
Gem			
800, each	1.00	800 B, 7 Blades, Pkg.	.50
Enders			
900, each	1.00	900 B, 5 Blades, Pkg.	.35

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RETAIL SELLING PRICES—Continued.

RAZORS, SAFETY—Continued—

	Durham	Domino
1, each	1.00	3 Blades, Pkg. .35
2, each	2.00	5 Blades, Pkg. .50

Gillette

Old Type—		New Type —	
Brownie	1.00	New Standard, Bostonian,	
Pioneer	2.50	Richwood, Big Fellow—	
Pocket	3.00	Each	5.00
Blades—		Gold Plated	6.00
6 Blades. ½ pkg.	.50	Traveler	7.50
12 Blades, Pkg.	1.00		

AutoStrop

1, 7, 8, set	5.00	254S, set	5.00
15, set	6.50	600 B, Blades, pkg.	1.00
25, set	8.50	600½ B Blades, pkg.	.50
251, set	5.00		

REELS—Hose—No. 1 Wire, $1.65 each; No. 1, Wood, $3.25.

REVOLVERS—

Colts, Model	Each
Pocket Positive	30.00
Police Positive Spec.	32.50
Police Positive Tgt.	35 25
Army Special	34.00
New Service	38.00
Single Action	36.75
Harrington & Richardson	
203, 223	11.50
203 B, 223 B	12.00
204, 224	12.00
204 B, 224 B	12.50
263, 273	12.50
263 B, 273 B	12.75
264, 274	12.75
264 B, 274 B	13.00
Iver Johnson—	
300, 303, 323	14.50
300 B, 303 B	14.50
304	15.00

RIFLES—No. and Model—

Daisy Air—	Each
25	5.25
40	5.25
3	3.15
30	2.95
11	2.35
12	2.00
King Air—	
4	2.95
5	3.15
21	2.00
22	2.35
304 B	17.25
323 B	17.00
324	17.00
324 B	17.25
343, 353	17.75
343 B, 353 B	18.00
344, 354	18.00
344 B, 354 B	18.50
364 B	19.25
365 B	19.50
Smith & Wesson—	
1905 Military Police	34.50
Regulation Police	32.50
1903 Hand Ejector	30.50
38 S. & W. Perfected	30.50
1908 Military	35.00
1911 Target	35.00
New Departure 38	30.50
Marlin—	Each
20 TD—Octagon Brl.	18.50
27 TD—Round Brl.	21.80
TD—Octagon Barrel.	24.55
29 TD—Round Brl.	15.60
1897 TD—Round Brl.	22.75
TD—Octagon Barrel.	24.80
Remington—	
4 TD—Octagon Brl.	15.54
6 TD—Round Brl.	10.46
8 A TD—Round Brl.	73.27
12 TD—Round Brl.	28.48
TD—Octagon Brl.	31.95
14 A TD—Standard	58.36
TD—Carbine	57.25
16 A TD—Standard	44.61
Savage—	
1899 250-3000	60.00
1899 TD, Feath'wt	55.00
1899 SF	48.00
1904 TD, Single shot	9.75
1914 TD, Hammerless	28.50
Stevens—	
Little Scout	7.50
Crack Shot	9.50
Marksman	11.00
Favorite	13.00
70 TD, 22	19.00
1919, .22	26.75
Winchester—	
1886 SF—Round Brl.	49.00
TD—Round Brl.	64.30
1890 TD—Oct. Fancy	57.50
TD—Oct. Plain	31.50
1892 SF—Round Brl.	37.50
SF—Oct. Brl.	39.40
TD—Oct. Brl.	45.75
SW—Carbine	33.55
1894 SF—Round Brl.	40.85
SF—Oct. Brl.	42.60
SF—Carbine	36.85
TD—Oct. Brl.	54.50
1895 SF	53.15
1895—Govt. Model	53.15
1895 TD	67.10
1902 TD—.22	10.50
1903 TD—Plain	44.30
1903 TD—Fancy	69 00
1904 TD—.22	12.60
1906 TD	28.55
1907 TD	61.50

RIVETS—Slotted Clinch, Coppered Steel—No. 50's, 15c box.; 100's, 10c box.

Copper—With Burrs—						
Size.		½ Lbs.	Lbs.	Size.	½ Lbs.	Lbs.
7	St'r Lgths.	.30	.55	7—Asst.	.30	.55
8	"	.30	.55	8 "	.30	.55
9	"	.30	.55	9 "	.30	.55
10	"	.30	.55	10 "	.30	.55
12	"	.30	.55	12 "	.30	.55

Copper Iron, with Burrs—08 Asst., 20c, ½-lb. box; 010, 25c.

RIVETS—Tinners—Black, in bulk, all sizes, 20c per lb.; Tinned, in bulk, 30c; Tinned, in papers, 8 oz., 30c; 12 oz., 40c; 14 oz., 45c; 1 lb., 45c; 1½ lb., 60c; 2 lb., 75c; 2½ lb. 90c; 3½ lb., $1.15; 4 lb., $1.30; 5 lb., $1.50; 6 lb., $1.75; 7 lb., $2.00; 8 lb., $2.25; 10 lb., $2.75; 12 lb., $3.25; 14 lb., $3.75.

Tubular Harness—50S, per box, 20c; 100S, 35c.

RODS, CURTAIN—No. 3, ¼-in. Steel, Brass Covered, 6c per foot; ¾-in., Steel, Brass Plated, 8c; No. 8881, 20c each; No. 8931, 20c; No. 8962, 10c; No. 8968, 20c; No. 9044 25c; No. 9080, 20c; No. 9088, 54-inch, 25c; 78-inch, 35c; No. 9152, 25c; No. 9163, 54-inch, 30c; 72-inch, 50c.

ROOFING—(See Paper).

ROPE—

Cotton—	3-16	¼	⅜	½	⅝	¾	⅞	1
Ft. per lb.	66	45	20	12	8	6	4½	3
Cents per ft.	¾	1	2	3¼	5	7	10	15

Manila—								
Ft. per lb.	70	40	24	14	8	6.8	4.9	3.6
Cents per ft.	½	¾	1	1½	3	3½	5	6½
Sisal—								
Ft per lb.	70	40	24	14	8	6.8	4.9	3.6
Cents per ft.	⅜	½	1	1½	3	3½	4.9	3.6
Galv. Wire—								
Cents per ft.	1¾	2½	4¾	7⅛	...	...	...	...
Thimbles	..	5	7½	10	15	20	25	30
Clips, Galv.	..	7½	10	15	20	30	40	45
Clips, Jap'd	..	6	7½	10	15	20	25	30

RULES—Boxwood—Lufkin, Stanley—No. 171 (36), 65c each; 372 (36½), 90c; 386 (32), 95c; 388 (32½), $1.35; 465 (69), 25c; 651 (68), 35c; 702 (18), 50c; 751 (61), 40c; 761 (63), 50c; 762B (7), $1.35; 771 (84), 85c; 780 (62½), $1.00; 781 (62), $1.00; 861A (53½), $1.00; 862C (83½), $1.50; 871 (52), 90c; 881 (54), $1.10; 3851 (66½), 75c; 3861 (66¼), 85c; 3881 (66¾), $1.85.

Rules, Steel—No. 17, Blacksmiths, 90c each; 041, Pocket, 25c; 1131, 1141, Zig-Zag, 25c; 1132, 1142, Zig-Zag, $1.35; 1143, Zig-Zag, $2.00.

RULES, ZIG-ZAG—Lufkin, Stanley—No. 804F, 40c each; No. 806F, 60c; 8513 (03), 30c; 8514 (04), 40c; 8515 (05), 50c; 8516 (06), 65c; 8518 (08), 80c; 8523 (403F), 30c; 8524 (404F), 40c; 8525 (405F), 50c; 8526 (406F), 65c; 8613 (103), 35c; 8614 (104), 45c; 8615 (105), 55c; 8616 (106), 65c; 8624 (854F), 45c; 8626 (856F), 65c.

SAWS—One Man—Cross-cut—

	Disston	Chinook	Royal Chinook
3½ ft.	4.75	5 ft. 8.25	.....
4 ft.	5.25	5½ ft. 8.50	.....
4½ ft.	6.00	6 ft. 9.25	11.50
5 ft.	6.75	6½ ft. 10.50	13.00
5½ ft.	7.00	7 ft. 11.50	14.00
		7½ ft. 12.50	15.25

Atkins Crosscut Nos. 51, 52, 545, and Simonds Falling, same price as Royal Chinook.

SAWS—Hand—

4, 5, Simonds 12 Disston or 69 Atkins		No. 10 Simonds or 7 Disston	
18 inch	2.95	18 inch	2.10
20 inch	3.20	20 inch	2.25
22 inch	3.50	22 inch	2.50
24 inch	3.80	24 inch	2.60
26 inch	4.10	26 inch	2.75
28 inch	4.45	28 inch	3.25
No 7, 7½, 8, 9 Simonds. D8 Disston or 51 Atkins		No. 120 Disston or 4 Simonds	
18 inch	2.85	26 inch	6.20
20 inch	2.60	28 inch	6.60
22 inch	2.80	No. 112 Disston	
24 inch	3.00	26 inch	5.25
26 inch	3.15	28 inch	5.60
28 inch	3.60	No. D 100 or No. D 20 Disston	
		26 inch	4.35
		28 inch	4.85

SAWS—

	10-in.	12-in.	14-in.	16-in.
Back, No. 4	2.25	2.50	3.00	3.25
Compass, No. 2	.75	.75	.80	.85
Compass, No. 80	.45	.45	.45	.45
Kitchen, No. 0	...	.70	.75	.80
Butcher—	18-in.	20-in.	22-in.	24-in.
No. 5	3.50	3.50	3.75	3.75
No. 7	2.50	2.75	2.75	3.00
No. 70	1.75	1.85	2.00	2.10
Panel—				
No. 7	2.00	2.25	2.50	2.75
No. 8	....	2.50	2.75	3.00
No. 12	3.00	3.25	3.50	3.75
No. 091	.95	1.00	1.10	1.25
Plymouth	2.26	2.35	2.50	....

BUCK—No. 40, $2.00; No. 302, $1.75; No. 617, $1.85; No. 618, $1.85; No. 623, $2.00; No. 677, $2.65.

Blades—No. 4, 4B, 66, 75c; No. 77, $1.25. Rods, 20c.

Coping—No. 100, 30c; No. 110, 45c.

Keyhole—No. 5, 45c; No. 95, 75c.

Pruning—Disston No. 4, 16-in., $1.75; 18-in., $1.85; No. 50, 12-in., $1.15; 14-in., $1.25; No. 111, $2.35.

SAW CLAMPS—No. 3, $2.50; 0, $1.35. Perfection, No. 1W, $2.50; No. 3W, $3.25; No. 2W, $3.50; No. 11, with Guide, $3.25; Bishop's No. 750, 85c; Stearns' No. 105, $2.75; No. 200, $1.75; N33, $2.25; No. 3, Disston, $4.50.

SAW SETS—

		X CUT—	
201 G & P	1.50	Morrill No. 3	1.30
Spec. Morrill	2.00	Baker No. 3	2.35
105 Morrill	.60	Colonial	1.40
1 Morrill	2.00	7 Taintor	2.00
10	1.20	28 Triumph	1.65
77	1.00	Hammer	.85
		Lever	.25
SAW TOOLS—		Morin No. 2	4.75
Clipper Outfit	.75	Morin No. 2½	6.00
Morrill's Raker Gauge—		Morin No. 3	2.00
No. 1	1.50	Setting Tool Disston—	
No. 6	2.25	No. 100	.80
No. 9	2.50	No. 4 Setting Blocks—	
Atkins Raker Swage	.45	No. 4 Blocks, Morin	1.85
5-M Tooth Gauge	.25	Swages No. 0 Disst	4.75
Jointers Pikes Perf	.75	Swages, Whitings	1.00
Jointers No. 7 Sterns	.70	Atkins, Rex	1.00
		Atkins, Excelsior	.85

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RETAIL SELLING PRICES—Continued.

SCALES—Family, testing without scoop, $3.00; with scoop, $3.75; Peddlers' glass sash, $5.25; glass sash with chains, $5.75; brass dial, $6.75; brass dial with chains, $7.00.
Spring Balance, No. 50, 20c each; 51, 40c; 84, $1.25; 86, $3.75; 87, $7.00.

SCISSORS—Cast—No. 10, 60c each; No. 44 7½ inch, 60c; 8½ inch, 65c; 240, 4 inch, 25c; 4½ inch, 30c; 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; 320, 85c; 350, 75c.
Wiss—No. 14 B H, $1.45 each; 54½, 95c; 55, $1.00; 55½, $1.05· 56, $1.10; 56½, $1.15; 57, $1.20; 154½, $1.15; 155, $1.20; 155½, $1.25; 156, $1.30; 156½, $1.35; 157, $1.45; 364, $1.20; 364½, $1.25; 365, $1.30; 366, $1.45; 463, $1.05; 463½, $1.10; 464, $1.15; 573, $1.45; 573¾, $1.60; 574¼, $1.70; 663, $1.45; 663½, $1.60; 664, $1.70; 763, $1.05; 763½, $1.10; 764, $1.15; 764½, $1.20; 765, $1.25; 765½, $1.30; 766, $1.35; 773, $1.15; 773½, $1.20; 774, $1.25; 814, $1.25; 814½, $1.30; 815, $1.35; 815½, $1.40; 816, $1.50.

SCOOPS—Common Hollow Back—Black—No. 2, $2.15 each; 3, $2.25; 4, $2.35; 5, $2.45; 6, $2.55; 7, $2.65; 8, $2.75; 9, $2.85; 10, $3.00.

SCREENS—Adjustable—Window—Wabash, Wood Frame, 15x33, 80c; 18x33, 90c; 24x33, $1.15· 30x33, $1.45; 24x37, $1.25; 28x37, $1.50.
Sherwood Steel Frame—18x33, $1.20; 24x33, $1.35; 24x37, $1.50; 30x37, $1.75.

SCREWS—Cap and Set—
Machine, Brass, Flat or Round Head—
Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Size—	3/8-in.	1/2-in.	5/8-in.	3/4-in.	1-in.
3	.20	.25	.30	.35	...
4	.25	.30	.35	.40	.45
6	.30	.35	.40	.45	.55
8	.50	.55	.60	.70	.80
10	.70	.75	.90	1.00	1.25
12	.90	1.00	1.15	1.25	1.50
14	1.15	1.30	1.50	1.70	2.00
16	1.75	1.95	2.10	2.30	2.65
18	2.20	2.50	2.75	2.95	3.45
20	2.75	3.00	3.30	3.60	4.20

Size.	1 1/4-in.	1 1/2-in.	1 3/4-in.	2-in.
4	.50	.70	....	....
6	.75	.90	1.15	1.40
8	.95	1.15	1.40	1.65
10	1.40	1.60	1.85	2.10
12	1.75	1.95	2.25	2.55
14	2.25	2.50	2.80	3.10
16	3.00	3.30	3.75	4.20
18	3.80	4.15	4.65	5.15
20	4.80	5.40	6.00	6.60

Iron, Flat or Round Head—

Size.	3/8-in	1/2-in.	5/8-in.	3/4-in.	1-in.
2	.20	.20	.20	.20	...
4	.20	.20	.20	.20	.25
6	.20	.20	.25	.25	.30
8	.25	.25	.30	.30	.35
10	.35	.35	.40	.45	.50
12	.40	.45	.45	.50	.55
14	.50	.50	.55	.55	.65
16	...	.65	.65	.70	.80
18	...	...	.90	.95	1.05
20	...	...	...	1.15	1.25

Size.	1 1/4-in.	1 1/2-in.	1 3/4-in.	2-in.
4	.30	.35	...	...
6	.35	.40	.50	.60
8	.40	.45	.55	.65
10	.60	.70	.80	.90
12	.65	.75	.85	.95
14	.75	.85	.95	1.15
16	.90	1.10	1.30	1.55
18	1.25	1.50	1.70	1.90
20	1.50	1.70	1.90	2.10

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.
U. S. S. Thread, Iron—

Length	1/4-in.	5-16-in.	3/8-in.	7-16-in.	1/2-in.
3/4	.25	.25	.30	.35	.45
7/8	.25	.25	.30	.35	.45
1	.25	.25	.30	.40	.45
1 1/4	.25	.30	.30	.45	.50
1 1/2	.30	.30	.35	.45	.55
1 3/4	.30	.30	.35	.50	.60
2	.30	.35	.40	.50	.60
2 1/4	.35	.40	.40	.55	.65
2 1/2	.40	.45	.45	.55	.70
3	.45	.50	.55	.60	.80
3 1/2	...	...	...	.70	.90
4	...	...	...	.80	1.00

Length	5/8-in.	3/4-in.	7/8-in.	1
1	.70	.90	1.30	....
1 1/4	.70	.90	1.30	....
1 1/2	.75	.95	1.30	...
1 3/4	.80	1.00	1.45	1.65
2	.85	1.10	1.55	1.80
2 1/4	.90	1.20	1.65	1.95
2 1/2	.95	1.25	1.70	2.10
3	1.10	1.45	1.90	2.45
3 1/2	1.25	1.70	2.15	2.75
4	1.45	1.95	2.40	3.10

S. A. E. Thread, Steel—

Length	1/4-in.	5-16-in.	3/8-in.	7-16-in.	1/2-in.
3/4	.25	.30	.35	...	...
7/8	.30	.30	.35	.50	.55
1	.30	.35	.40	.50	.55
1 1/4	.30	.35	.40	.55	.60
1 1/2	.35	.40	.40	.60	.65
1 3/4	.35	.40	.45	.65	.70
2	.40	.45	.50	.70	.75
2 1/4	.45	.50	.50	.75	.80
2 1/2	.50	.55	.55	.80	.85
2 3/4	.55	.60	.60	.85	.90
3	.60	.65	.65	.90	.95
3 1/2	.65	.70	.80	1.00	1.10
4	.70	.80	.90	1.10	1.25

Length	9-16-in.	5/8-in.	3/4-in.
1	.85	....	....
1 1/4	.90	....	....
1 1/2	.95	1.10	1 25
1 3/4	.95	1.15	1.30
2	1.00	1.25	1.40
2 1/4	1.15	1 30	1.50
2 1/2	1.25	1.40	1.60
2 3/4	1.30	1.50	1.75
3	1.40	1.60	1.85
3 1/2	1.60	1.90	2.15
4	1.80	2.10	2.45

Square Head, V or U. S. S. Thread—
Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.

Length	1/4-in.	5-16-in.	3/8-in.	7-16-in.	1/2-in.
1/2	.15	.15	.20	.25	.25
3/4	.15	.15	.20	.25	.25
7/8	.15	.20	.20	.25	.25
1	.15	.20	.20	.25	.30
1 1/4	.20	.20	.20	.25	.30
1 1/2	.20	.20	.25	.30	.35
1 3/4	.20	.25	.25	.35	.40
2	.20	.25	.30	.40	.45
2 1/4	.25	.30	.35	.45	.50
2 1/2	.30	.35	.40	.50	.55
3	.35	.40	.45	.60	.65
3 1/2	...	...	...	.65	.80
4	...	...	...	.70	.90

Length	5/8-in.	3/4-in.	7/8-in.	1-in.
3/4	.35	...	....	....
7/8	.40	...	....	....
1	.45	.70	....	....
1 1/4	.50	.80	1.15	...
1 1/2	.55	.85	1 20	1.60
1 3/4	.60	.95	1.30	1.75
2	.65	1.00	1.40	1.90
2 1/4	.70	1.05	1.50	2.00
2 1/2	.75	1.10	1.60	2 20
3	.90	1.25	1.80	2.45
3 1/2	.95	1.40	2 00	2.75
4	1.10	1.60	2.25	3.00

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full packages price shown.
Wood—Brass, Flat or Round Head—

	1/4-in.	3/8-in.	1/2-in.	5/8-in.	3/4-in.	7/8-in.	1-in.
0	.45	.45	.45	...	...	...	..
1	.45	.45	.50	.50	...	...	...
2	.45	.45	.50	.55	.55	.70	...
3	.45	.50	.55	.55	.60	.75	.85
4	.50	.55	.55	.60	.65	.80	.85
5	.55	.55	.60	.65	.70	.80	.90
6	...	.60	.65	.70	.75	.85	.90
7	...	.65	.70	.80	.85	.85	1.05
8	...	.75	.80	.90	1.00	1.10	1 25
9	...	...	.90	1.05	1.15	1.25	1.40
10	...	...	1.05	1.20	1.35	1.45	1.60
11	...	...	...	1.30	1.50	1.65	1 85
12	...	...	...	1.50	1.65	1 85	2 05
13	...	...	...	1.70	1.85	2 05	2.30
14	...	...	...	1.85	2.05	2.30	2.55
15	...	...	...	2.05	2.30	2 55	2.80
16	...	...	...	2.30	2.55	2.80	3.35

Size	1 1/4-in.	1 1/2-in.	1 3/4-in.	2-in.	2 1/4-in.	2 1/2-in.	3-in.
3	1.05	....	....	....	....	....	....
4	1.10	1.50	....	....	....	....	....
5	1.15	1.50	....	....	....	....	....
6	1.20	1.60	....	....	....	....	....
7	1.25	1.60	2.00	2.60	....	....	....
8	1.45	1.65	2.05	2.65	....	....	....
9	1.60	1.85	2.10	2.65	....	4.70	....
10	1.75	2.15	2.35	2.70	3.55	4 75	....
11	2.05	2.35	2.70	3.10	3.65	4.80	6.95
12	2.35	2.70	3.05	3.45	3.45	4 85	7.00
13	2.65	3.00	3.35	3.80	4.40	4.95	7.05
14	2.95	3.35	3.70	4.25	4.90	5.40	7.15
15	3.30	3.80	4.40	4.90	5.40	5.95	7.30
16	3.60	4 20	4.75	5.35	5.95	....	..
17	....	4.55	5.25	5.85	6.50	....	....
18	....	5.45	6.20	6.85	7.70	....	....

Size.	1/4-in.	3/8-in.	1/2-in.	5/8-in.	3/4-in.	7/8-in.	1-in.
0 to 2	.25	.25	...	...	...	...	...
3	.25	.25	.25	.25	.25	.30	.30
4	.25	.25	.25	.25	.30	.30	.30
5	...	.25	.30	.30	.30	.30	.30
6	...	.30	.30	.30	.30	.35	.35
7	...	.30	.30	.30	.35	.35	.35

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RETAIL SELLING PRICES—Continued.

WOOD SCREWS—Continued—

8	...	.30	.35	.35	.35	.35	.40
9	...	.35	.35	.35	.35	.40	.40
10	...	...	.40	.40	.40	.40	.40
11	...	...	.40	.40	.40	.45	.45
12	...	...	.45	.45	.45	.45	.50
13	...	...	...	.45	.50	.50	.55
14	...	...	...	.45	.55	.55	.60
15	...	...	...	...	.60	.60	.70
16	...	...	...	...	.65	.70	.90
17	...	...	...	...	...	...	.95
18	...	...	...	...	...	...	1.00
20	...	...	...	...	...	...	1.25

Size	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3	.30	.35	...	...	...	...	...
4	.35	.40	...	...	...	...	...
5	.35	.40	.45	.50	.55	.70	...
6	.40	.40	.50	.55	.60	.70	1.05
7	.40	.45	.50	.55	.60	.75	1.05
8	.40	.45	.55	.60	.65	.80	1.10
9	.45	.50	.55	.60	.65	.80	1.15
10	.50	.50	.60	.65	.70	.85	1.15
11	.50	.55	.60	.65	.75	.90	1.15
12	.55	.60	.65	.70	.80	.95	1.15
13	.60	.65	.70	.80	.85	.95	1.20
14	.65	.70	.80	.85	.95	1.00	1.25
15	.75	.80	.95	.95	1.10	1.15	1.35
16	.90	1.00	1.05	1.10	1.25	1.30	1.50
17	.90	1.15	1.25	1.20	1.35	1.50	1.70
18	1.15	1.35	1.40	1.50	1.60	1.65	1.95
20	1.40	1.50	1.60	1.70	1.85	2.05	2.25

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head Bright.

SAFETY SET—(Bristo)—
¼-inch, 10c each; 5-16, 10c; ⅜, 10c; 7-16, 10c; ½, 12½c; ⅝, 15c; ¾, 20c; ⅞, 25c; 1-inch, 35c.

SCREWS—Lag—Gimlet Point, Square Head—80% below.

	¼, 5-16-in.		⅜-in.		½-in.		⅝-in.		¾-in.	
	10	100	10	100	10	100	10	100	10	100
1	.25	1.90	....	....	....	....	....	....	....	....
1¼	.25	1.90	....	....	....	....	....	....	....	....
1½	.25	1.90	.30	2.30	....	....	....	....	....	....
1¾	.25	2.10	.30	2.50	....	....	....	....	....	....
2	.25	2.10	.30	2.55	.45	3.50	.60	5.00	....	....
2½	.25	2.25	.35	2.75	.45	3.80	.65	5.50	....	....
3	.30	2.40	.35	3.00	.50	4.10	.70	5.95	1.00	8.40
3½	.30	2.60	.40	3.20	.55	4.45	.75	6.40	1.10	9.00
4	.35	2.75	.40	3.40	.55	4.75	.80	6.80	1.15	9.60
4½	.35	2.95	.45	3.65	.60	5.00	.85	7.25	1.25	10.20
5	.40	3.10	.45	3.85	.65	5.35	.90	7.65	1.30	10.80
5½	.40	3.25	.50	4.05	.70	5.65	1.00	8.10	1.40	11.40
6	.40	3.45	.50	4.30	.75	5.95	1.05	8.50	1.45	12.00
6½	...	....	.55	4.50	.75	6.25	1.10	8.95	1.55	12.60
7	...	....	.55	4.70	.80	6.55	1.15	9.35	1.60	13.20
7½	...	....	.60	4.95	.80	1.65	1.20	9.80	1.65	13.80
8	...	....	.65	5.20	.85	7.20	1.25	10.20	1.70	14.85
9	...	....	...	....	.95	7.80	1.35	11.05	1.85	15.55
10	...	....	...	....	1.00	8.40	1.45	11.90	2.00	16.75
12	...	....	...	....	1.15	9.60	1.65	13.60	2.30	19.15

SCREW DRIVERS—Machinists', No. 51, 50c each; 51½, 85c; 52, 85c; 52½, $1.25; 53, $1.15; 53½, $1.65; 54, $2.65; gauge, 15c; 10c full sheet.
Yankee Ratchet—No. 11, 2-inch, 75c each; 3, 95c; 4, $1.00; 5, $1.15; 6, $1.25; 8, $1.50; 10, $1.75; 12, $1.15; 15, 2-inch, 85c; 3, 90c; 4, 95c; 5, $1.00. No. 30, $3.50; 31, $4.75; 35, $2.65; 60, $1.15; 130, $4.00.

SCREW DRIVERS—G. & P. — 1¾, 40c; 3, 40c; 4, 50c.

SCYTHES—Bush—

No.	Each.
400	2.50
450	2.85
Weed—	
800	2.50
850	2.85

Grass—

No.	Each.
200	2.50
250	2.85
100	2.50
150	2.85

SHEARS—Bench—P. S. & W.—No. 4, $18.00; No. 5, $16.50; No. 6, $14.00.

SHEETS, IRON—Galvanized—10 to 16, 11½c; 18 to 24, 12c; 26 to 27, 12½c; 28, 13c; 30, 14c. Bla k, 12 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., $8.25; Galv., 26, $12.00; 28, $10.50, Rockface Siding, $11.50.

SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 12c; 9c full sheet.
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 14c; 11c full sheet.

SHIELDS—Lag Screw — Expansion — SEBCO—Per hundred list.

3-16 inch	13.00	½	38.00
¼	15.00	⅝	45.00
5-16	18.00	¾	65.00
⅜	25.00	⅞	95.00
7-16	32.00	1	110.00

SHINGLES—Tin, 5x7, $8.00; 7x10, $6.00.

SHOT—Air Rifle, bulk, 20c lb.; 4 and 5-oz. tubes, 10c tube. Balls, Nos. 0, 00, 000, 20c lb. Buck Nos. 1, 2, 3, 20c lb. Drop, Nos. 1 to 12, B, BB, BBB, 20c lb. Chilled, 3 to 9, 20c.

SHOVELS—D or Long Handle, Round or Square Point—Plain Back Black—4th Grade, $1.65 each; Carter's, $2.00; Ames, $2.35.
Plain Black Polished—4th Grade, $1.65 each; Carter's, $2.15; Ames, $2.50.
Riveted Strap Back Black—Ames, $2.25 each.
Riveted Strap Back Polished—4th Grade, $1.65 each; Ames, $2.35.
Solid Socket—Maynard—Black, $2.50 each; Polished $2.65.
Fire, Sheet Steel—Jumbo, 35c each; 54, Japanned, 20c; 56, Japanned, 25c; 280, Galvanized, 20c.
Special—Northwest—Pacific, $2.00 each; Occident, $2.35; Maynard Patr., $2.60; Genuine Mayn, $2.75; Chester, $2.00.

SLEDS—Hand and Coaster—

Flexible Flyer—	
No. 1	4.25
No. 2	5.00
No. 3	6.50
No. 4	7.00
No. 5	9.50
Jr. Racer	5.50
Racer	6.75

Fire Fly—	
No. 9	2.75
No. 10	3.25
No. 11	4.00
No. 12	4.50
Racer	4.75

SMOOTH-ON—75c lb.

SOLDER—½ and ½, 45c lb.; No. 1, 90-100, 45c; Wiping 40-60, 50c; Wire, 50-50, 50c; Electrical Wire, 40-60, 55c.

SPARKERS—Red Seal—No. A141, $3.00; A152, $3.65; A162 $4.35.

SPORTING AND ATHLETIC GOODS

(Prices supplied by courtesy Wright & Ditson Victor Co.)

BASEBALL GOODS—
Major League Baseballs, $2.00; Junior League Baseballs $1.50; Special League Baseballs, $1.75; Lowest Quality, 15c.
Major League Catchers' Mitts, highest quality, $16.50; lowest quality, $1.00.
Major League Basemen's Mitts, highest quality, $10.00; lowest quality, $1.00.
Major League Fielders' Gloves, highest quality, $10.00; lowest quality, 75c.
Player's Model Bats, $2.50; lowest quality, 25c.
Chest Protectors, $10.00.
Jack Strops, 50c.

TENNIS GOODS—
Tennis Racket, highest quality, $15.00; lowest quality, $3.00.
Championship Tennis Balls, 60c; Practice Tennis Balls, 25c.
Tennis Net, highest quality, $25.00; lowest quality, $4.00.
Tennis Reels, $1.50.
Racket Cases, Canvas, $1.50; Felt, $1.00. Racket Press, $1.25.
Racket Restringing, English Gut, $5.00; American Gut, $4.00; Japanese Gut, $2.25.

GOLF GOODS—
Golf Balls, highest quality, High Power, $1.00: Medium Power, 75c; lowest quality, 65c.
Golf Clubs, Standard Woods, $6.00; Standard Irons, $5.00.

TRACK AND FOOTBALL—
Javelins, Official, $9.00.
Discus, Official, $14.00.
Vaulting Poles, 16-foot, $15.00; 14-foot, 15.00; 12-foot, $12.00.
American Football, Official, $10.00; lowest quality, $2.00.
Soccer Football, Official, $12.00; lowest quality, $3.50.
Athletic Jerseys, $4.00.
Running Shirts, 50c.
Running Pants, 75c.

GYMNASIUM AND PLAYGROUND—
Basket Balls, Official Indoor, $15.00; lowest quality, $4.50 Official Outdoor, $13.50.
Play Ground Balls, 12-inch Outseam, $2.00; 14-inch Outseam, $2.25; 12-inch Regular Seam, $1.75; 14-inch Regular Seam, $2.00; Children's, 25c.
Play Ground Ball Bats, $1.00.
Hand Balls, 1¾-inch, 40c; 2¼-inch, 50c.
Volley Balls, Official, $7.50; lowest quality, $4.00.
Boxing Gloves, 10-oz. best, $17.00; 8-oz. best, $14.00; 6-oz. best, $10.00.
Striking Bags, best, $10.00; lowest quality, $3.50.

SPRAYERS—Myers' Bucket Pump, 8 lbs., $8.75 each; 6 lbs., $5.75. Hand—Faultless, 60c each; Misty, 70c; Knapsack—Kant Klog, $7.50; Perfection, $9.00; Utility, $7.25.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254 $8.00; Barnes, 276, $12.30; Little Giant, 327½, $7.25; Acme Pressure 345, $9.00; Defiance, No. 324, $10.00.

SPRINGS, DOOR—Perfect, No. 1, 10c each; 2, 10c; 3, 10c; 4, 10c; 6, 15c. Faultless, No. 168, 45c each. Victor, No. 160, 20c each; 161, 25c; 162, 35c; 164, 50c. Reliance, No. 270, 60c each. Warner's, No. 2, 25c each. Torrey, No. 2, 40c each.

SPRINKLERS, LAWN—
Perforated Tube, Dew Drop, 7 feet long, brass, $3.25 each; 8 feet, $3.65; 8 feet, galvanized, $2.85.
Pluvius—Revolving Brass Spoon, $1.15 each; Revolving Arms, 6-inch, $1.35; Revolving Arms, 11-inch, $2.50.
Ring—5¼-inch diameter, 75c each; 8¼-inch, $1.25.
Rose—3-inch perforated oblong plate spray, $1.00 each.

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RETAIL SELLING PRICES—Continued.

SPRINKLERS, LAWN—Continued—
Ross—Perforated oblong plate spray, 90c each.
Thompson's—Twin, 40c each; Fountain, 50c; Fan, 25c; Simplex Circle, 40c; Shower, 50c; Peerless, 55c.
Will's Galvanized Pipe—4 feet, $1.50 each; 6 feet, $2.25; 7 feet, $2.75; 8 feet, $3.00.

STAPLES—Fence Wire—Polished, 10c lb.; galvanized, 10c. Poultry Wire, ¾-inch, 15c lb.

STEEL—Mild—See Iron. Tool, 22c; Drill, Co., 20c.

STONES—Corborundum—No. 76, 50c; 107, $2.00; 108, $2.25; 109, $1.75; 110, $2.00; 111 $1.35; 112, $1.00; 113, $1.00; 115, $1.75; 116, $1.75; 117, $1.75; 118, $1.50; 119, $1.50; 120, $1.50; 21, $1.25; 122, $1.25; 123, $1.25; 124, $1.00; 130, 75c; 131, 75c; 142, 75c; 143, 75c; 144, 75c; 45, 50c; 146, 50c; 147, 50c.
Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, $1.00; 25, 15c; 37, 25c; 40, 25c; 42, 35c; 48, 50c; 51, $1.00; 52, $1.25; 53, $1.50; 54, $1.00; 55, $1.25; 56, $1.50; 59, 15c; 60, $1.75; 62, $2.25; 66, $2.75; 68, 3.75; 78, 50c; 80, 60c; 86, 75c; 88, $1.00; 92, 50c; 94 60c.
Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

STOVES—Oil Heating, Perfection—No. 520, $8.50 each; 560, $11.00; 660B, Blue, $13.50; 660W, White, $15.00.
Boyle (Airtight)—No. 16, $3.00 each; 20, $4.00; 22, $7.25; 122, $8.65; 418, $9.50; 518, $12.75; 818, $16.00; 918, $18.50; 1018, $5.25; 1318, $7.50; 1518, $14.25; 1618, $20.25; 1718, $22.50; 1818, $26.25.

STRIP—Weather—Rubber, ½-inch, 5c ft.; ¾-inch, 7c ft. Felt, ½-inch, 5c ft.; ¾-inch, 10c.

SWEEPERS, CARPET—Bissell's American Queen, $6.75; Club, $12.00; Elite, $7.50; Gold Medal, $6.25; Grand Rapids (Nic.), $6.00; Grand Rapids (Jap.). $5.50; Grand (Jap.), $7.50; Parlor Queen, $7.00; Princess, $6.25; Prize, $6.25; Universal (Nic.), $5.75; Universal (Jap.), $5.25.
Vacuum—Superba, $13.00; Grand Rapids, $11.00; Household, $9.00.
On account of the freight, retail prices 50 cents higher will prevail in the following Western and Southern States: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Tex., Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.

SWEEPERS, TOY—Little Daisy, 25c (30c in west and south); Little Queen, 50c.

TACKS—Bill Posters'—No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c.
Carpet—Cut, ¼-lb. papers—No. 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire, ½-lb. papers—No. 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire in bulk—No. 3, 30c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c.
Gimp—⅛ lb. box, 2½, 10c; 3, 10c; 4, 10c. ¼ lb., 6, 10c; 8, 10c.
Upholsterers—Cut, ⅛ lb. papers—No. 1½, 10c box; 2, 10c; 3, 10c; 4, 10c. ¼-lb., 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. Cut, in bulk, No. 3, 35c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c; 12, 30c.
Double Pointed—Blued, ⅛ lb. papers, No. 9, 5c box; 10, 5c; 11, 5c; 12, 5c. Blued in bulk, No. 9, 35c lb.; 10, 30c; 12, 30c.

TAPES—MEASURING—(Lufkin)—(Starrett)—

Asses' Skin No.	Each
710	.60
713	.75
715	1.10
716	1.35
730	.75
733	1.25
735	1.50
736	1.85
Metallic	
500	3.25
503	4.50
505	5.65
506	7.25
Pocket	
143	.80
145	1.00
165	.25
3143	.55

Steel	
100	5.65
103	8.50
200	6.25
203	10.00
205	14.50
206	17.50
240	4.75
243	5.75
245	7.75
246	10.00
260	5.25
263	6.35
265	8.50
266	11.00
550	5.00
553	6.00
555	8.00
556	10.00
1240	4.75
1243C	5.65
1260	5.00
1263	6.25

Asses' Skin Case—25, 65c; 50, 85c; 75, $1.15; 100, $1.35.

TAPE—Friction—½ lb., 50c; 2 oz., 15c; 1 oz., 10c.

TENTS—Single Filling—

Size	8-oz.	10-oz.
7x7	14.80	17.30
7x9	17.55	20.45
9x9	20.25	23.70
9½x12	23.85	27.85
12x14	32.00	37.35
12x18	39.50	46.15
14x16	42.00	49.30
14x20	52.15	60.60
16x18	57.25	67.35
16x20	63.10	73.65
16x24	71.85	83.60
16x30	86.95	101.30
A or Wedge—		
5x7	9.25	10.75
7x7	11.65	13.60
7x9	13.95	16.35

Flys Half Price of Tents.

Wagon Covers—Single Filling —

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
10x14	8.85	11.10	12x16	12.90	15.90
10x16	10.15	12.70	12x18	14.35	17.90

Stockmen's Bed Sheets—Single Filling —

Size	8-oz.	10-oz.	12-oz.
6x12	5.00	6.50	7.50
6x14	5.85	7.50	8.75
7x14	8.35	10.85	12.25
7x16	9.85	12.50	14.10

THERMOS—See Bottles.

THIMBLES—Steel—5x4-in., 25c; Red Clay, 20c; Terra Cotta, 45c.

TIN—
Bar and Pig, $1.20 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 17c; 20, 25c.
Painted 1 side, 1c foot extra; two sides, 2c.
Flashing IC, 1x1, $3.00 per 100 feet; ¾x1, $3.00.
Shingles—5x7, 35c dozen.
Valley—14-inch, 13c per foot, $11.50 per roll; 20-inch, 20c per foot, $18.00 per roll.

TOGGLE BOLTS—Sebco No. 1—Per hundred list.

Length—	—Diameter— ⅛-in.	3-16-in.	¼-in.
3-inch	6.00	8.00	12.50
3½-inch	6.25	8.00	9.00
4	6.75	8.50	13.80
5	7.50	9.25	14.30
6-inch	8.00	10.00	15.00

Sebco No. 5—With either round or flat head machine screws—

Length—	—Diameter— ⅛-in.	3-16-in.	¼-in.
3-inch	2.65	3.15	3.50
4-inch	2.97	3.50	3.85
5-inch	3.35	3.85	4.20
6-inch	3.67	4.20	4.55

TORCHES—Clayton & Lambert—Alcohol—No. 14, $3.75 each; No. 28, $5.75. Gasoline—No. 31, $11.00 each; 37, $9.75; 38, $10.25; 47, $12.75; 48, $13.25; 108, $11.00; 112, $10.50.

TRAPS—Fly—Harper, 45c each; Balloon, 35c; Avis 1, $2.75; Avis 2, $2.50; Avis 3, $2.25.
Game—No. 0 Newhouse, 60c each; 1 Newhouse, 70c; 1½ Newhouse $1.10; 2 Newhouse, $1.40; 3 Newhouse, 2.15; 4 Newhouse, $2.50; 5 Newhouse, $19.50. No 1 Oneida Jump, 35c; 1¼ Oneida Jump, 55c; 2 Oneida Jump, 85c; 3 Oneida Jump, $1.20. No 0 Victor, 25c; 1 Victor, 30c; 1½ Victor, 40c; 2 Victor, 55c; 3 Victor, 95c; 4 Victor, $1.15.
Gopher—Best, 25c each; O. K., 30c; Maccabbee, 25c; Easy Set, 25c; Newhouse, 35c; California Pocket, 35c.
Mole—Reddick, $1.25 each; Out-O-Sight, $1.65.
Mouse—Hold Fast, 5c each; Out-O-Sight, 10c; Choker, Wood, 20c; Choker-Tin, 15c; Delusion, 30c; Holdem, 90c; Marty, 30c.
Rat—Holdfast, 20c each; Out-O-Sight, 25c; Holdem, $1.65; Marty, small, 60c; large, $1.50.

TROWELS—Rose Brick, Wood Handle, $2.25; Rose Brick, Leather Handle, $2.50; Marshalltown Plasterer's, $3.00; Finishing $2.75.

TWINE—Cotton—Wrapping, 60c lb. Budding, 60c.
Flax—18 BB, 45c lb.; 24 BB, 45c; 18 BC, 60c; 24 BC, 60c; 36 BC, 55c; Buffalo Asst., per ball, 10c; BC Sacking, 75c lb.; AA Sacking, 90c; Many Ends Sacking, 90c.
Hemp—4½ and 6, 35c lb.
Jute Wrapping—2-ply cones, 35c lb.
Mattress—252, ¼-lb. balls, $1.50 lb.
Siene—Medium Laid, in hanks, all weights, 75c lb; half pound balls, add 1c per lb.

VALVES—

	¼	⅜	½	¾	1	1½	2
St'd Angle	.55	.60	.75	.95	1.35	2.65	4.00
Garden	...	...	.75	.80	1.35	4.25	6.25
St'd Gate	.95	1.00	1.10	1.40	1.90	3.40	5.00
St'd Globe	.55	.60	.75	.95	1.35	2.65	4.00

WAGONS—Boys'—

American No. and Size.	Each.
118— 8x18	2.00
122—10x22	2.50
126—12x26	3.50
130—14x30	4.50
132—15x32	5.00
Samson	
826—12x26	4.00
828—13x28	4.25
832—15x32	5.50
836—16x36	7.25

Wagners—	
No. 18	10.00
No. 20	11.50
No. 24	13.00
Coaster—Star—	
No. 10	9.50
No. 20	10.50
No. 30	11.50
No. 40	13.50
Mars-Wells—	
No. 10	7.50
No. 11	8.00
No. 12	9.50

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RETAIL SELLING PRICES—Continued.

TINWARE

Boilers, Coffee

27	1.10
29	1.50
352	.80
354	1.10

Boilers, Wash Copper Bottom

IC, 8	3.00
IC, 9	3.25
IX, 8	3.25
IX, 9	3.50
IXX, 8	4.75
IXX, 9	5.25

Copper Rim

IX, 8	4.00
IX, 9	4.25

Bowls, Wash

06½	.15
08	.25
6½	.30
8	.40

Buckets, Covered

11	.15
12	.25
14	.35

Buckets, Dinner

1	.75
2	.85
3	.90
30	.75
40	.85

Cans, Milk

1	.35
3	.55
4	.70
01	.30
03	.55
04	.75
102	4.85
103	5.25
1020	6.00
1040	7.85

Cans, Oil

30	.35
31	.45

Colanders

10	.25
11	.25
104	.40
306	.55

Cookers, Steam

42	3.25
45	4.00

Covers, Pot

6-9	.10
10-11	.15
13	.25
15	.35

Cups

211, 212	.10
09, 010	.15
9, 10, 214	.20

Dippers

2	.15
1, 01	.20
02, 31, 32	.25
33, 34	.30
48	.50

Fillers, Fruit Jar

25	.15

Forks

203	.60
206	.75
419	.10
423	.15
1197	.20
1198	.25

Funnels

10, 15	.10
20, 25	.15
30	.20
35	.25
235	1.35
335	1.75

Graters

02	.10
020, 100	.20
030, 150	.25

Kettles, Lipped Preserving

160	.35
200	.45
240	.60
280	.75

Ladles

010	.20
11	.25

Measures

63	.20
83	.25
85	.45
86	.65
122	.20
124	.25
126	.50

Moulds, All Kinds

3, Melon	1.75
2, Melon	1.35
4, Melon	2.00

Pails, Dairy

IC, 6 qt.	.30
IC, 10-qt.	.40
IX, 10-qt.	.70
IX, 14-qt.	.80
IXX, 10-qt.	.85
IXX, 14-qt.	1.00
IXXX, 12-qt.	1.25
IXXX, 16-qt.	2.00
IXXXX, 18-qt.	2.25
IXXXX, 20-qt.	2.50

Pails, Fruit Picking

14-qt.	.65

Pails, Peddlers

Small	.45
Large	.55

Pails, Strainer

IX, 10 qt.	1.10
IX, 12 qt.	1.15
IXX, 12 qt.	1.25
IXX, 14 qt.	1.35
Gem, 12 qt.	1.50
Gem, 14 qt.	1.65

Pans, Bread

01, 110, 80	.20
140, 200	.30
300	.35

Pans, Corn Cake

06	.25
08	.35
012	.50

Pans, Cake Perfection

Round, 9¼-in.	.15
Round, 10¼-in.	.20
Square, 8½-in.	.20
Square, 9-in.	.30
Mt., 9¼-in.	.20
Tube, Rd., 9½.	.25
Tube, Sq., 9-in.	.45

Pans, Dish

10	.70
14	.85
21	1.25

Pans, Milk IC, Plain

200	.10
200½	.10

IC, Ret.

301, 302	.20
304	.35
306	.40
308	.45
3100	.55

Pans, Muffin

6	.25
8	.30
12	.40

Pans, Patty

All Nos.	.10

Pans, Pie

6, Shallow	.10
9	.15
Deep	.15

Pans, Pudding IC, Plain

015 to 018	.15
019, 020	.20
021, 022	.25

IC, Ret.

16	.25
18	.35
20	.40
22	.50

Pans, Rinsing IC, Plain

8	.50
14	.70
17	.60

IC, Ret.

8	.55
14	.75
17	.90

Pans, Lipped Sauce

016	.35
020	.45
022	.50
028	.75
030	.85

Pots, Coffee

1	.25
2	.35
4	.55

Pots, Tea

241	.25
241½	.30
242	.35

Raisers, Bread

114	2.00
117	2.50

Scoops

2	.35
4	.50
12	.15
14	.20
20	.50
40	.75

Sieves, Flour

2, 316	.25
318	.30

Sifters, Flour

0	.25
1	.45
10	.70
Acme	.35
Nesco	.35
Shaker	.50

Skimmers

10	.20
45	.10

Spoons, Basting

110	.10
114	.15
312	.20
316	.30

Spoons, Mixing

15	.20
25	.15

Steamers

70	.65
90	.85

Steepers, Tea

12	.25

Strainers Gravy

2, 3	.15
020	.20

Jelly

120	.25
160	.30

Milk

10	.30
121	.40
122	.45

Milk Can

011	.85
33	.50
55	.75
60	1.85

Soup

20	.40

Turners, Cake

1, 2, 71	.10
6, 13	.15

WASHERS—Cast Iron—Size ⅛ to 2, 10c lb.; Angle, 10c.
Malleable—Standard, 20c lb.; Nail Hole, 20c lb.; Angle, 30c lb.
Cut—Sizes 3-16, 20c lb.; ¼, 25c; 5-16, 22c; ⅜, 20c; 7-16, 19c; ½, 18c; ⅝ to 1, 17c.

WASTE—Cotton—No. 6X White, 25c lb.; 1 White, 20c; 2 White, 20c; 01 Colored, 21c; 02 Colored 20c; 10 Wool, 32c.

WAX—Floor—Johnson's or Old English, lb., 75c; 2 lb., $1.50; 4 lb., $2.60.

WEANERS—Calf—Shaw's, No. 1, 75c; No. 2, 85c; Hoosier, No. 11, 85c; No. 12, 90c; Kantsneck, Calf, 55c; Cow, 65c.

WEDGES—Truckee-Alki, lb., 18c; Oregon-Atha, 28c; Cedar-Atha, 20c; Cedar-Alki, 20c; Falling, 27c; Saw, 27c.

WHEELBARROWS—Garden—No. 0, 1¾ cu. ft. capacity, $8.50 each; No. 1, 3¼ cu. ft., $9.75; No. 2, 4½ cu. ft., $12.75.
Railroad—Bolted, $8.50 each; Stave, $7.25.
Steel Tray, Wood Frame—Star, $9.00 each.
Steel Tray and Frame—AX, $11.25 each; 4, $13.50; 5, $15.75; 10, $21.75; 25, Concrete, $15.75.

WICKS—Lamp and Lantern—0, E Flat, 2½c; 1, A Flat, 2½c; 2, B Flat, 2½c. 3, D Flat, 2½c; 2 Rochester, 10c; 3 Rochester, 20c; 2110 W Ray, 15c.
Stove—4 in. Flat, 10c; 3 Perfection, 25c; 500 Perfection, 50c; 018 Dangler, 40c.

WIRE—Advances on Plain Wire Fence—

	Annealed	Galvanized	Annealed Baling Wire
9 and Coarser	Base	.50	...
10	.05	.55	...
11	.10	.60	...
12	.15	.65	.30
13	.25	.75	.40
14	.35	.85	.50
15	.45	1.30	.60
16	.55	1.40	.70
17	.90	2.15	1.05
18	1.50	2.75	1.65

Soft Copper—½-lb. coils—16-20, 40c each; 22, 45c; 24, 50c; 26, 50c. 5-lb. coils—11-12, 40c each; 13-14, 40c; 15-16, 45c; 17-18, 45c; 19, 45c; 20, 45c; 22, 45c; 24, 50c.

Stone Wire—Galvanized—No. 16, 17c; 17, 18c; 18, 18c; 19, 20c; 20, 20c; 21, 20c; 22, 20c; 24, 23c. Black Annealed—No. 16 15c; 17, 15c; 18, 17c; 19, 17c; 20, 18c; 21 18c; 22, 18c; 24, 20c.
Barbed Wire—80-rod spool—American Special, Cattle, $3.40; Hog, $3.70. Galv. Am. Glidden, Cattle, $4.75; Hog, $5.10.
Catch Weight pools—Cwt.—Galv. Waukeganito, $6.95; Galv. Baker, $6.45; Galv. Glidden, $6.20.
Stove Pipe Wire—Black per Stone—No. 18, $1.90; 19, $2.00; 20, $2.15; 21, $2.20; 22, $2.30. 50-foot coils, 10c.

WIRE CLOTH—See Cloth.

WOODENWARE—Boards, Pastry—16-inch, 90c each.
Bowls, Chopping—11-inch, 35c each; 15-inch, $1.85; 17-inch, $3.00.
Pins, Rolling, 55c each.
Spoons, 13-inch, 15c each; 15-inch, 20c.

WOOL—Steel—1-lb. rolls—0, $1.25; 1, $1.05; 2 and 3, 90c. 2-oz. packages, 15c each.

WRINGERS—Clothes—Iron Frame—Bicycle, $8.75 each; Domestic, $7.75; Guarantee, $9.00; Pioneer, $7.00; Superb, $4.75. Wood Frame—Bicycle, 770, $8.75 each; 770B, $14.50; 771, $9.25, Brighton, 110, $7.50. Domestic, 670, $8.00. Guarantee, 790D, $9.00. Universal, 360E, $10.75.

WRINGERS—Mop—Eagle, No. 14, $4.25 each; 22, $5.00 White, No. 3, $4.25; 1, $5.00; 0, $7.00; 8 Steel, $5.00. Vanco, 88, $4.75; 89, $6.25.

WRENCHES—

	Agr.	Coes.	Bergman Barcalo Crescent.	Stillson Trimo.	P. S. W. Stronghold
6-inch	.60	1.25	.100	1.40	1.15
8-inch	.75	1.50	1.25	1.60	1.25
10-inch	.80	1.75	1.50	1.75	1.65
12-inch	1.10	2.25	2.25	....	2.00
15-inch	1.35	3.25	3.40	2.40	2.75
18-inch	....	4.00	....	3.50	3.50
21-inch	....	4.85	....	5.00	4.50

ZINC—Full sheets, 25c lb.; less than sheets, 30c lb.

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Aluminum Goods Manufacturing Company
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No 9 '21 S

Hardware World

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NOVEMBER 1921

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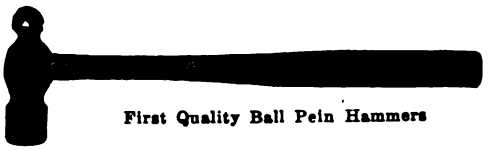
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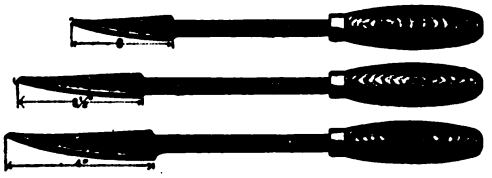
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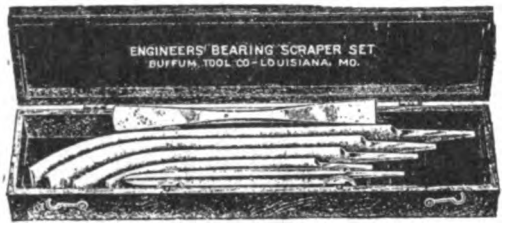
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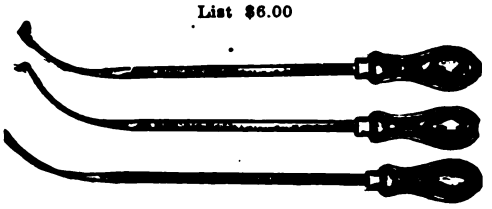
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Chicago, Boston, Kansas City *and* Houston



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DISSTON PROFIT PLANS

Published Monthly in the Interest of Merchants Selling Disston Tools

What Is It Worth to Know That Every File in the Box Is a Good File?



FOR a manufacturer to make a good file is one thing. For a manufacturer to make every file a good file is another, and much more important thing.

Disston Files are known everywhere for their uniform good quality. One reason they are preferred is because buyers know that every Disston File is a good file.

This uniform good quality is maintained in Disston Files because:

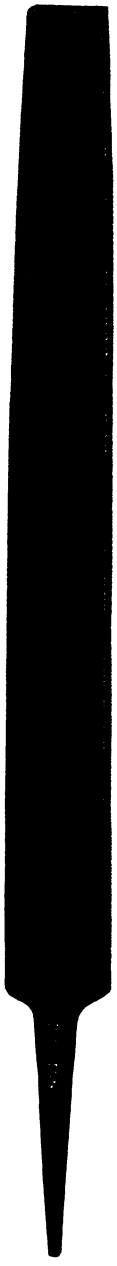
1. Disston Files are made from the famous Disston Steel. Having our own steel works, we can have always just the grade of steel best suited for the purpose.

2. We are one of the pioneer file makers of the country and many of our file makers have spent their lives in the Disston File Shops—real expert workmen who are on the job year in and year out.

3. Much of our file-making machinery was invented or developed in our own plant Workmen who have made a life study of file-making, naturally have developed machines that make better files—and make every file a better file.

4. We use over 35,000 dozen Disston Files in our own factory every year for filing Disston Saws. This constant use of our own product, day after day, gives us an absolute and definite check on quality and on uniformity.

It is the combination of these things—absolute control of the quality and uniformity of our own steel, expert workmanship, machinery developed in our own plant, and a constant check on the quality and uniformity of our files—that guarantees that every Disston File in the box is a good file.



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November, 1921

DISSTON
PROFIT PLANS

What Type of Saw to Recommend

An Article to Help You Give Advice to Your Customers



Tooth edge of saw for cross-cutting

BECAUSE of numerous requests from saw users as to what type of saw to use for particular jobs—questions about the number of points to the inch, length of saw, etc.—it has been suggested that we publish in "Profit Plans" an article which has been arranged to explain the value of the different styles of saws. This may be of some assistance to you in that it may help you to give a clearer explanation to some of your customers.

Cross-cut or Rip Saws

HAND saws are divided into two main classes—the cross-cut saw for cutting across the grain of the wood and the rip saw for ripping or cutting with the grain. The difference between these two classes of hand saws is in the shape of the teeth; one style being designed to cut across the grain with an action similar to a number of small knife blades, and the other style for ripping apart when cutting parallel to the grain with an action like that of so many chisels. Whether the saw is for cross-cutting or ripping is the first choice to be made. The decision rests entirely on the kind of cutting to be done.

Skew-back or Straight Back

THE terms skew-back and straight-back refer entirely to the shape of the back of the blade. The skew-back blade is cut on a curved line at the back as for instance in the Disston D-8 Hand Saw, while the straight-back blade, as the name implies, is cut on a straight line from butt to point. The advantage of one over the other is almost entirely a matter of personal preference. The skew-back blade is slightly lighter in weight. A straight-back gives the blade more "body" or stiffness. Therefore many men who use a strong thrust pressure prefer the straight-back saw.



Tooth edge of saw for ripping

(To be continued in the next issue of "Profit Plans" which will appear on these same pages in the December issue of Hardware World.)

HENRY DISSTON & SONS, Inc.
Philadelphia, U. S. A.

A List of What Disston Makes
And in these Saws, Tools and Files is that quality found in
"The Saw Most Carpenters Use"

Back Saws
Band Saws for Wood and Metal
Bevels



Buck Saws
Butcher Saws and Blades
Circular Saws for Wood, Metal, and Slate
Compass Saws
Cross-cut Saws and Tools
Cylinder Saws



Drag Saw Blades
Files and Rasps
Grooving Saws
Gauges—Carpenters' Marking, etc.
Hack Saw Blades
Hack Saw Frames
Hand, Panel, and Rip Saws
Hedge Shears



Ice Saws
Inserted Tooth Circular Saws
Keyhole Saws
Kitchen Saws
Knives—Cane, Corn, Hedge
Knives—Circular for Cork, Cloth, Leather, Paper, etc
Knives—Machine
Levels—Carpenters' and Masons'
Machetes
Mandrels



Milling Saws for Metal
Mitre-box Saws
Mitre Rods
One-man Cross-cut Saws
Plumbs and Levels
Plumbers' Saws
Pruning Saws
Re-saws
Saw Clamps and Filing Guides



Saw Gummers
Saw-sets
Saw Screws
Screw Drivers
Screw-slotting Saws
Segment Saws
Shingle Saws
Slate Saws—Circular
Squares—Try and Mitre
Stave Saws



Sugar Beet Knives
Swages
Tools for Repairing Saws
Tool Steel
Trowels—Brick, Plastering, Pointing, etc.
Veneering Saws
Webs—Turning and Felloe

This is a partial list. There are thousands of items in the complete Disston line.

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Hardware World

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Volume XVI NOVEMBER :: 1921 Number 11

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T. M. Shearman, Editor and Manager.

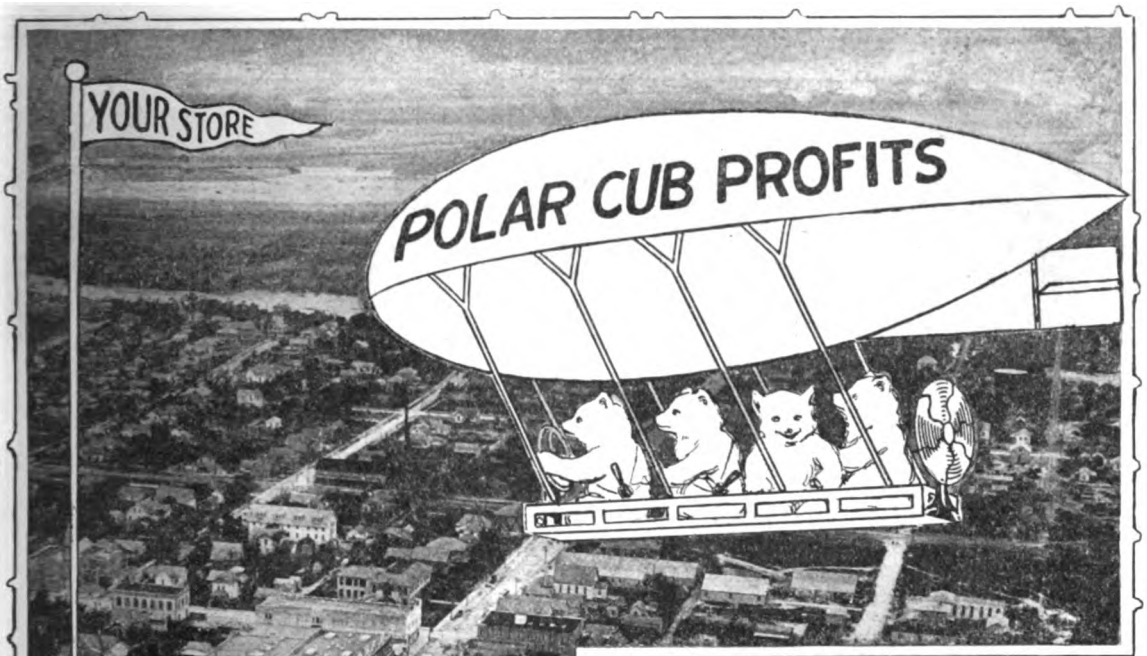
*Raymond L. Shearman, Associate Editor.

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Boatmen's Bank Building Broadway and Olive, St. Louis, Mo. | 424 Higgins Bldg. Los Angeles | 105 S. Houston St. Dallas, Texas | 220 Pacific Bldg. Vancouver, B. C., Can.

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Looking for a Mooring

Polar Cub Vibrator profits are looking "for a place to land" in your town; let it be your store.

Think of the women in your city who have always wanted a vibrator but couldn't afford one. Imagine how they will snap up a real motor vibrator that you can sell for a $5 bill. A universal motor vibrator that can be operated on either direct or alternating current—three applicators, brush, button and cup. All packed in a strong, attractive carton with four color label which immediately puts Polar Cub in a class by itself—and all for $5.

Send for our proposition today or ask our representative to call.

THE A. C. GILBERT COMPANY
441 Blatchley Ave.
New Haven, Conn.

General Sales Office
300 Fifth Ave.,
New York



$5

Polar Cub

REG. U.S. PAT. OFF.

Electric Vibrator

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Feature Mirro for Christmas Gifts

The December national advertisement of Mirro Aluminum will appear in the Ladies' Home Journal, going into nearly two million homes throughout the country. It will feature Mirro cooking utensils for Christmas gifts.

Tie your store up with this national sales message. Feature Mirro in your window in December. These bright, shining, finely designed utensils make an attractive display. Set aside a special counter for a Mirro Christmas exhibit. Use the new eight-color Mirro display card sets wherever they will show to advantage.

Many Mirro Aluminum utensils, intended for Christmas gifts, will be packed in attractively decorated boxes. They are ideal Christmas gifts which every woman will appreciate.

Mirro is easy to sell because of its famous reputation for quality. Every Mirro utensil is made from pure, thick sheet aluminum rolled again and again, in Mirro mills, to give it the hard, dense grain which insures a lifetime of service.

And back of every Mirro Aluminum utensil is the guarantee of the world's foremost manufacturer of aluminum ware, with a successful experience extending over nearly thirty years.

If you are not yet handling the Mirro line write for the Mirro general catalog.

Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum

Every Mirro Utensil Bears This Imprint

MIRRO ALUMINUM
MIRRO *Reflects Good Housekeeping*

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Holiday Assortments of Remington Pocket Knives

In Special Display Boxes



R6654

Pearl handle. Spear blade crocus polished and etched, other blades blue glazed. Brass lined. Nickel silver tips. Length, closed, 3½ in. Included in assortment RP34.

NOTHING is better liked or more useful as a holiday gift for men and boys than a pocket knife. With the growth of the "useful gift" idea you have the opportunity to cash in on an almost unlimited market—"everybody" needs a good pocket knife.

Remington is now offering the trade, for immediate delivery, four most attractive and salable assortments of PEN KNIVES. Two of the assortments comprise twelve knives each and two include six knives each.

Each knife in each assortment is packed in an artistically designed *individual* box. The display boxes, containing twelve and six knives each, are furnished with an attractive all-over cover with handsomely embossed label on the inside of the top. This opened display box placed on or in your show case will help sell the contents.

Each display box is wrapped and sealed in damp-proof, dust-proof glassene paper packed in a strong cardboard container, and the number of each assortment is stencilled on the bottom of each display box.

While the selection of knives in these assortments is made with a view primarily for the Holiday Trade, they are knives which are in demand and *salable at all seasons of the year.* They are patterns which are regularly sold by all good dealers.

THE ASSORTMENTS

RP24 Comprises six only two-blade Pearl handle Pen Knives.

RP33 Comprises six only two-blade Stag handle Pen Knives and six only three-blade Stag handle Pen Knives.

RP34 Comprises six only three-blade Pearl handle Pen Knives.

RP55 Comprises six only two-blade assorted fancy Pyremite handle Pen Knives and six only three-blade assorted fancy Pyremite handle Pen Knives.

The selection of patterns in each of these assortments is from the full range, including the very best values and most desirable patterns in our entire Pen Knife line.

Owing to the limited time at our disposal to bring out these assortments in season for the Holiday Trade, we are obliged to curtail the quantities which we can offer. It is suggested, therefore, that you get in touch with your Jobber as early as possible in order to obtain your full share of the assortments.

Remington cutlery, firearms and ammunition are sold exclusively through the wholesale hardware trade

REMINGTON UMC

Remington

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The Neft Safety Nife

A Practical Hunting Knife

Safe to Carry---Easy to Open---Safe to Use

A slight pressure on the shield and open comes the Neft Safety Nife—next swing the blade out into cutting position—close the case and you have a rigid knife that's ready for business.

No torn thumb nails—no sore fingers—no projections to catch or tear clothing. And what a **blade**—made of the finest forged steel obtainable, perfectly hardened and tempered with a wonderfully keen edge. Handle of strong, non-rusting nickel-silver.

ADAPTABLE FOR EVERY OUTDOOR USE—There isn't a single sportsman's use that a Neft Safety Nife won't answer perfectly—for hunting, camping, fishing, etc.

EXTRA BLADES—Extra blades can be had in 8 different patterns. These blades are easily inserted and are locked with a small key which comes with every knife. A blade for every purpose.



RETAIL PRICE—$3.75 each. Extra blades $1.00 each.

GUARANTEE—We authorize every dealer in the United States to immediately exchange any Neft Safety Nife bearing our name and Trade-Mark that is defective for a New Neft Nife no matter in what city or store the Nife was purchased. We in turn will "make good" to the dealer who makes the exchange.

SIZES—The Neft Safety Nife is also made in smaller sizes for general pocket use. Look for our Trade-Mark on every Knife and Blade.

We protect the Jobber. If your Jobber cannot supply you—then write to us and we will refer you to the nearest Jobber who will.

Neft Safety Nife Co.

Newark, New Jersey, U. S. A.

Distributors Valley Forge Cutlery Co., Newark, N. J.

SAFETY NEFT NIFE





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That Advertisement

A Bissell Sweeper for Both

CHRISTMAS! And a handsome new Bissell Carpet Sweeper for mother, a welcome lightener of household burdens. But little Margie hasn't been forgotten. Mother wants Margie to learn early that Bissell is the housekeeper's best friend, so she has bought her a toy Bissell. Now Margie can help mother keep house.

BISSELL'S

("Cyco" Ball Bearing)

Carpet Sweeper

raises no dust. Picks up threads, dirt and litter. Cleans more thoroughly, more safely and more easily. Healthier and a work saver. Run it with one hand. Where there is an electric cleaner the every-day convenience of a Bissell is marked.

Costs only a few dollars. Saves more than original price every year for ten years or longer. Sold everywhere. Booklet, "Sweeping Facts and Fallacies," on request.

Bissell Carpet Sweeper Co.
234 Erie St.,
Grand Rapids,
Mich.

Oldest and Largest Sweeper Makers

Made in Canada, too



Bissell's Toy Sweeper
"Just like mother's"
Delights little girls and teaches tidiness. 25c and 50c in the Eastern and Middle States; a few cents more elsewhere.

will alternate with another in the December issues of the leading National periodicals going to over 5 million addresses — many more readers. It's that many suggestions of a Bissell for Xmas.

Always popular for Christmas giving, the price of the Bissell sweeper will make it particularly so this year while people are buying conservatively. It's a great little utility gift—saving work for mothers. Sell it to new users; sell it to old users on the basis that their old sweeper has paid for itself many times over and should be put into semi-retirement upstairs where the work is lighter—give mother a new "Cyco" Ball Bearing Bissell.

Toy sweepers are fine sellers, too, at Christmas time and add interest to a sweeper and cleaner department. Attractive models. Very popular prices.

BISSELL'S
FALL-XMAS OFFER

An Extra Sweeper Free

Ask us or your jobber about it and get your shipment on the way. BISSELL CARPET SWEEPER CO., Grand Rapids, Mich., New York Office and Export Dept. 46 West Broadway. Oldest and largest sweeper makers.

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Sales of Silverplate Mean Repeat Sales

To the dealer who handles silverplate the wedding and holiday seasons mean a great deal.

And silverplate sales mean repeat sales.

Even though it may not always be possible to sell a complete flatware service of 1847 Rogers Bros. Silverplate, the opportunity is opened for further sales later.



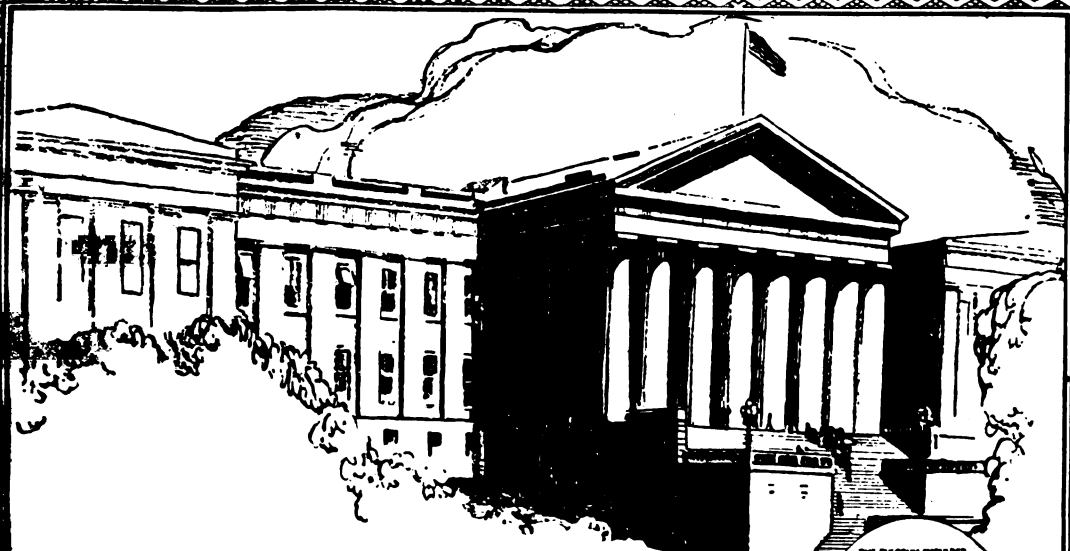
Cromwell Pattern

For advertising and display helps write Sales Promotion Department, International Silver Company, Meriden, Conn.

Pacific Coast Warerooms, 150 Post St., San Francisco, Cal.

INTERNATIONAL SILVER CO.

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The Patent Office Story of the New Improved Gillette

WHEN the patents on the original Gillette Safety Razor were granted by the U. S. Patent Office, there could not be found *one single example* of a safety razor using a *flexible blade.*

Once the Gillette principle was established—what happened?

Hundreds of other safety razors followed in a procession to the Patent Office.

One would naturally suppose that every useful form of razor had been discovered.

Yet, on January 13th, 1920, the Gillette Safety Razor Company was granted a patent broadly covering the *New Improved Gillette*, of which the patentable features are as important and as revolutionary as those of the original Gillette.

* * *

But a still greater award than that of the Patent Office has been granted by the men who have shaved with the New Improved Gillette and have given it their positive approval as the most perfect shaving instrument ever produced.

On May 16th last, the new Improved Gillette was put on sale.

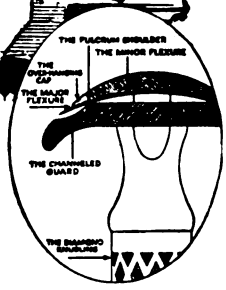
Already more than 600,000 men in America have bought New Improved Gillettes. While England, France, Holland, Belgium, Denmark and Italy took 335,000 in the month of August alone.

Important about the New Improved Gillette—A Word About the Blades

Most men prefer to screw the razor up *tight* to get the most satisfactory shave.

Gillette deems it proper to ask the public to use Gillette Blades *only* in *genuine* Gillette Razors.

The Gillette Blade and Razor are developed to work *together*. No Gillette Blade can deliver its full shaving quality unless used in a *genuine* Gillette Razor—built by Gillette, in the Gillette way and up to Gillette standards.



The New Improved
GILLETTE
SAFETY RAZOR

Uses the same fine Gillette Blades as you have known for years—but now your Blades can give you *all* the luxury of the finest shaving edge in the world.

A shaving edge guarded from the face, but *free to the beard.* Identify the New Improved Gillette by its

Fulcrum Shoulder
Overhanging Cap
Channeled Guard
Micrometric Precision Automatic Adjustment
Diamond Knurled Handle
Diamond Trademark on Guard

Finer Shave—
Longer Service
More Shaves
from your Blades

In SILVER *and* GOLD
Shaving Sets and Traveler Outfits

$5 to $75

GILLETTE SAFETY RAZOR COMPANY
BOSTON, U. S. A.

The New Improved
MADE IN U S A. KNOWN THE WORLD OVER
THAT'S Gillette MARK
Gillette SAFETY RAZOR
Patented January 13th 1920

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FACE THE FACTS

New business methods are required to meet new business conditions

Old methods invite failure

This merchant is trying to meet present-day conditions with an out-of-date store system.

① He can't get the records he needs.

② He guesses about the amount of outstanding accounts.

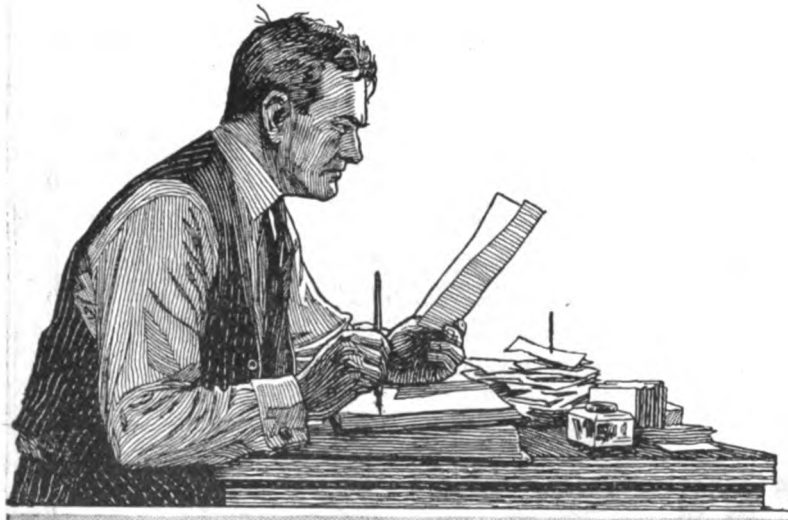
③ His customers get slow service.

④ He gives no receipt to his customers.

⑤ There is no incentive for his clerks to do better work.

⑥ He hasn't been able to reduce expenses.

He complains about conditions.
He is discouraged. He fears failure.



WE MAKE CASH REGISTERS FOR EVERY LINE OF BUSINESS. NOW PRICED AS LOW AS $75

NATIONAL

CASH REGISTER COMPANY - DAYTON - OHIO

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FACE THE FACTS

New model National Cash Registers help merchants meet new conditions

New methods insure success

This merchant has installed a new model National Cash Register especially designed to help merchants meet new conditions.

① It gives facts necessary for managing his business.

② It provides an easy way to keep tax records.

③ It gives quick, accurate service to customers.

④ It prints a receipt for each customer.

⑤ It helps clerks sell more goods.

⑥ It reduces overhead.

He has made conditions in his store right.
He is meeting present-day conditions successfully.

A National Cash Register is the only machine that issues a receipt, indicates, adds, prints, classifies, and distributes records *at the time of the sale,* all in one operation. No figure work. No delays. No mistakes. Just read the totals.

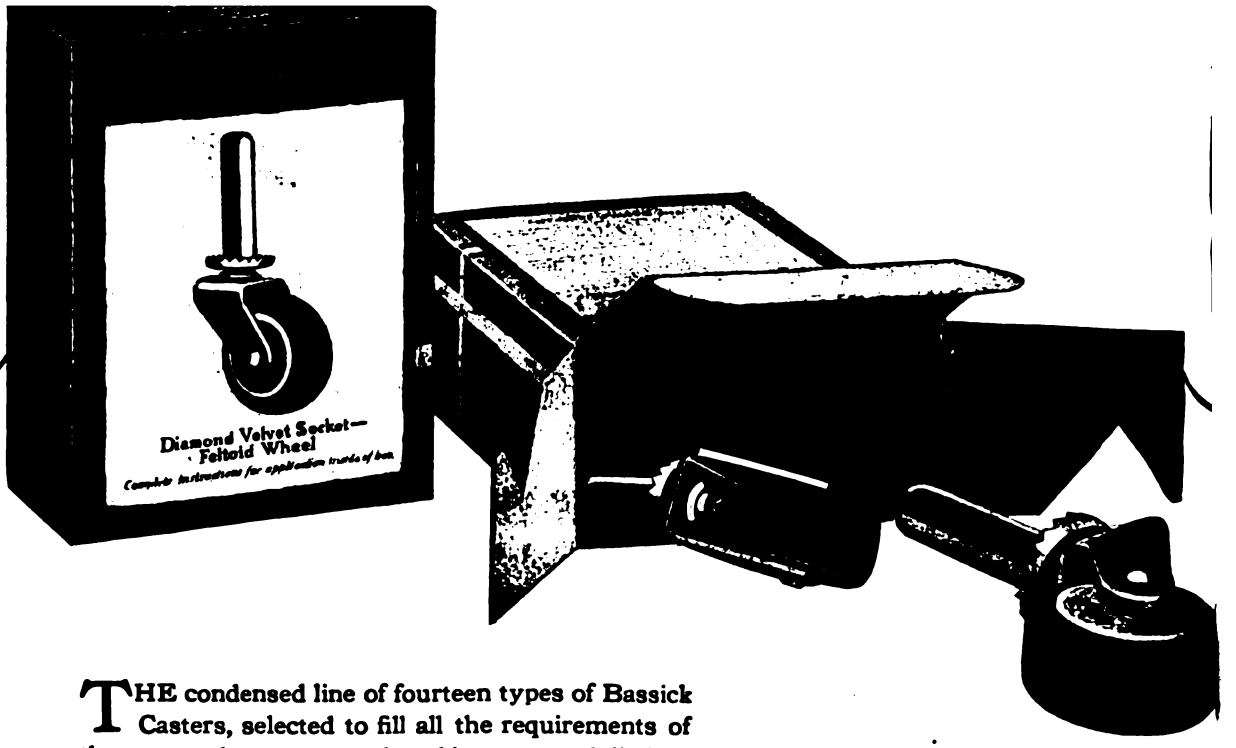


WE MAKE CASH REGISTERS FOR EVERY LINE OF BUSINESS. NOW PRICED AS LOW AS $75 IN U.S.A.

NATIONAL

CASH REGISTER COMPANY-DAYTON-OHIO

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THE condensed line of fourteen types of Bassick Casters, selected to fill all the requirements of the average home, are marketed in a new and distinctive *yellow and blue* package.

Each box contains one set of four casters, and is marked with the kind of furniture and the kind of floor or floor coverings for which the casters inside have been especially designed.

Instructions and a tool for removing old sockets are enclosed in every package. They make it easy to put the right Bassick Casters on the right furniture.

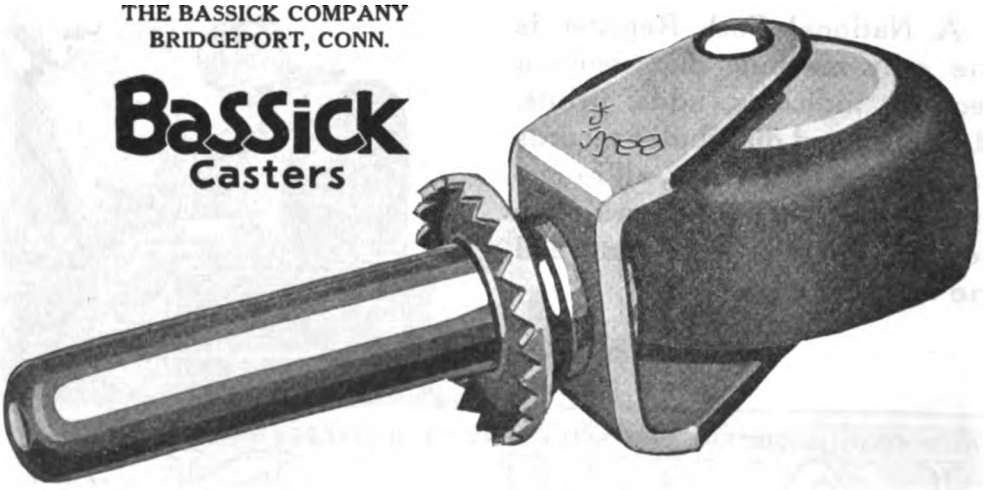
Properly packaged, properly priced, and easily applied, Bassick Casters make quick selling and profitable stock.

Bassick Casters are nationally advertised.



THE BASSICK COMPANY
BRIDGEPORT, CONN.

Bassick
Casters



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Three months' business in one

Will you do that this Christmas?

THREE times as many Valet AutoStrop Razors sold during the Christmas season as in any other month of the year! That's what hundreds of live dealers in different parts of the country report. And our own sales records confirm it.

What will your volume be this Christmas? In the month of holiday business it is possible to sell Valet AutoStrop Razors three times as fast as normal—if you are prepared for the opportunity.

Successful dealers are doing more than sell new customers. ***They are getting repeat sales on razors!*** They capitalize the present user's enthusiasm. Since he is already "sold" on the razor, they get him to buy one or more for friends on his Christmas list.

And don't forget that women will be shopping around—looking for something men will be enthusiastic about. For years they have been big Christmas buyers of Valet AutoStrop Razors.

Make your plans now to get your full share of this Christmas business. Get up a Valet AutoStrop Razor Display. It will tie you up to our Christmas advertising in the national magazines.

Write for the Christmas display card shown below, together with other Christmas display material. Put it in your window or on a counter, with a dozen or so open sets around it.

Prepare now to cash in on this important Christmas business. Send in your order today.

AUTOSTROP SAFETY RAZOR CO.
New York Toronto London Paris

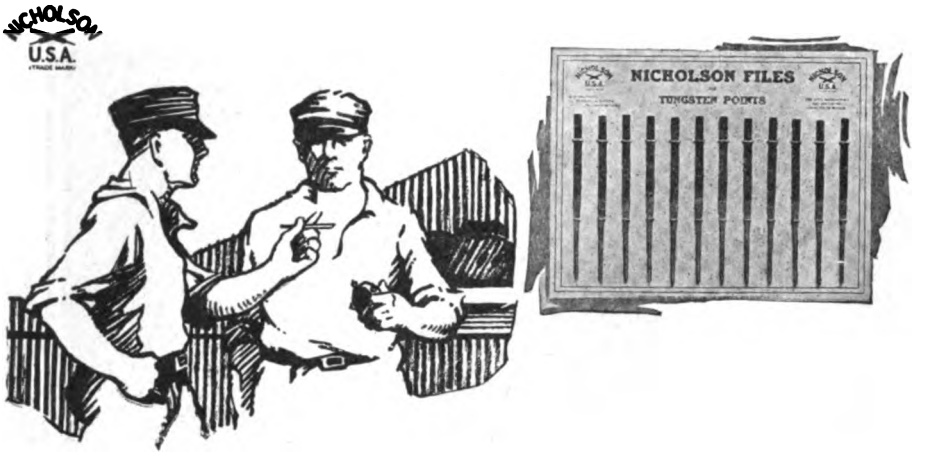
VALET
AutoStrop Razor

Saves constant blade expense



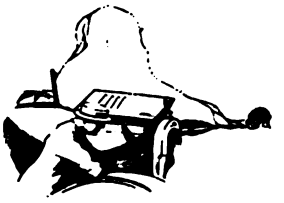
This attractive Valet AutoStrop Razor Christmas card will be sent you upon request. It suggests this unique razor as a gift for men that will stand out in any group of Christmas presents.

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NICHOLSON TUNGSTEN
Point Files

Your trade will like to know of them. The very name stamped on every file — NICHOLSON TUNGSTEN — is an announcement that the entire automotive industry has eagerly awaited. A file so hard, so keen that it will dress the tungsten points of automotive ignition systems.



When ignition falters or fails on the road

Wanted by every Garage and Battery Service Station.

Needed by Every Motorist.

The retailer, who keeps several cards of NICHOLSON TUNGSTEN Point Files displayed on his counters, will soon build up a nice business.

When you place your order, ask your jobber for a counter supply of our TUNGSTEN Point File Circulars

NICHOLSON FILE CO.
PROVIDENCE, R.I., U.S.A.

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"The World Loves a Winner"

Your Customers Included

REMINGTON Metallic Ammunition has proven its supreme accuracy and reliability. All World's Records for Long Runs of consecutive Bulls-Eyes from 300 to 1200 yards are now held by shooters who used Remington Ammunition.

REMINGTON UMC

1921

At Camp Perry, Ohio

1st Sgt. T. B. Crawley, U.S.M.C., shooting in the Winchester Match, made 176 Consecutive Bulls-Eyes at 800 yards. (World's Record)

1st Sgt. J. W. Adkins, U.S.M.C., shooting in the Western Match, made 80 Consecutive Bulls-Eyes at 900 yards. (World's Record)

1st Sgt. J. W. Adkins, U.S.M.C., shooting in the Wimbledon Match, made 75 Consecutive Bulls-Eyes at 1000 yards. (World's Record)

At Sea Girt, N. J.

Marine Gunner C. A. Lloyd, U.S.M.C., shooting in the Rogers Match, made 101 Consecutive Bulls-Eyes at 600 yards. (World's Record)

Sgt. Thos. J. Jones, U.S.M.C., shooting in the Libbey Match, made 66 Consecutive Bulls-Eyes at 1100 yards. (World's Record)

Sgt. Edwin F. Holzhauer, U.S.M.C., shooting in the Spencer Match, made 41 Consecutive Bulls-Eyes at 1200 yards. (World's Record)

At Wakefield, Mass.

Sgt. Thos. J. Jones, U.S.M.C., shooting on the new 10-inch Bulls-Eye, made 132 Consecutive Bulls-Eyes at 300 yards. (World's Record)

More than 12 other matches at Sea Girt and Camp Perry were won with Remington Ammunition.

Remington firearms, ammunition and cutlery are sold through the jobbing trade

Remington

for Shooting

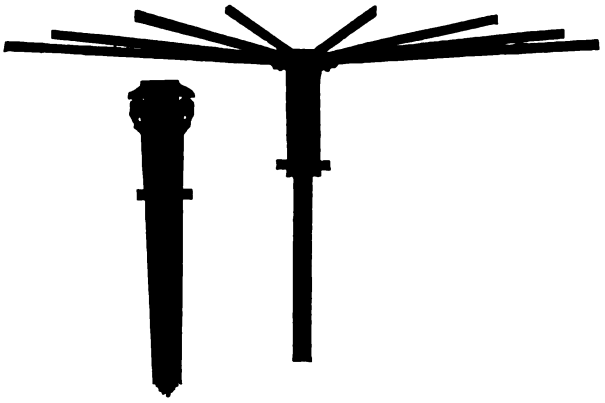


Right

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The Eagley-Morrison Company

North Girard, Penna.



Manufacturers of a

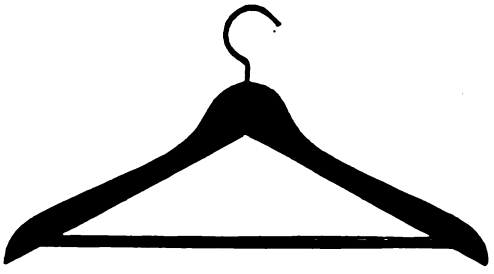
MOST COMPLETE LINE OF

Wall Clothes Driers

And

Wood and Wire Garment Hangers

OF EXCELLENT QUALITY



REPRESENTATIVES

THAYER & BOWER,
845 Monadnock Bldg.,
San Francisco, California

H. M. GREENER SALES CO.,
56 East Randolph St.,
Chicago, Illinois.

R. A. MORRISON,
309 Board of Trade Bldg., Portland, Oregon.

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American Maid Aluminum Ware

The Popular Priced Line

THE secret of many successful house-furnishing sales has been due to the enthusiasm that ***AMERICAN MAID*** Aluminum Ware has created. Ask the buyer who has used ***American Maid*** for his Special Sales.

For over 25 years we have had one main ideal in the manufacture of aluminum cooking utensils—"*To produce and sell at a Moderate Cost a line to meet all demands.*" We attained this in the production of ***AMERICAN MAID*** Ware.

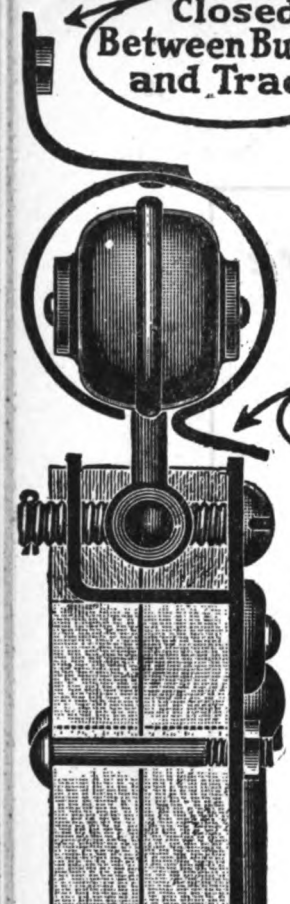
Experienced housewives will welcome the opportunity to secure ***AMERICAN MAID*** at our exceptionally low prices.

Provide NOW for your Special Sales—Write for prices

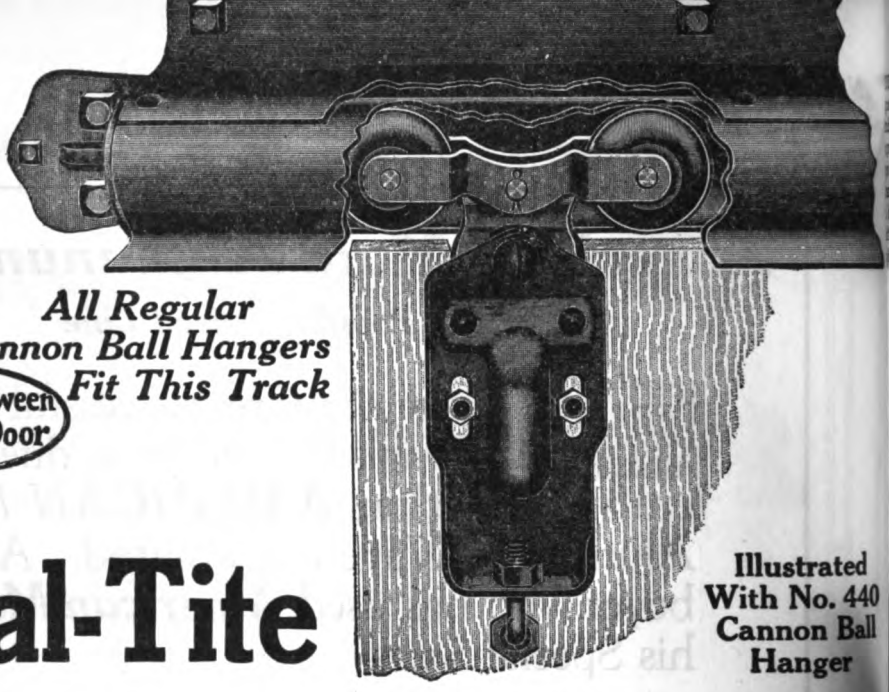
Illinois Pure Aluminum Co.
LEMONT, ILLINOIS
U. S. A.



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Sectional View of Seal-Tite Cannon Ball Track
Tight fitting shed above the track keeps rain, sleet and snow from getting behind the door; a flange extending out from under the track keeps wind from blowing in between the door and the track.



All Regular Cannon Ball Hangers Fit This Track

Illustrated With No. 440 Cannon Ball Hanger

Seal-Tite Cannon Ball

Cannon Ball Demand Plus the Modern Weatherproof Feature

Long years of sterling performance have made the name "Cannon Ball" stand for barn door hanger quality in the eyes of the farmer of America.

Now the "Seal-Tite" track construction increases Cannon Ball demand with the weatherproof feature which many barn builders want.

Wind, weather, rain, hail, bird and snow proof—easy operating and as good many years from now as the day it is first put up—that's what "Cannon Ball" means on barn doors.

And in a dealer's stock, "Cannon Ball" is as good as wheat—a sure seller and certain satisfier.

Write for our exclusive agency proposition.

Hunt, Helm, Ferris & Co.

Harvard, Illinois *Complete Barn Outfitters* Albany, New York

360 East Morrison Street, Portland, Oregon
285 Minna Street, San Francisco, California
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Designers and Manufacturers of

STAR Equipment

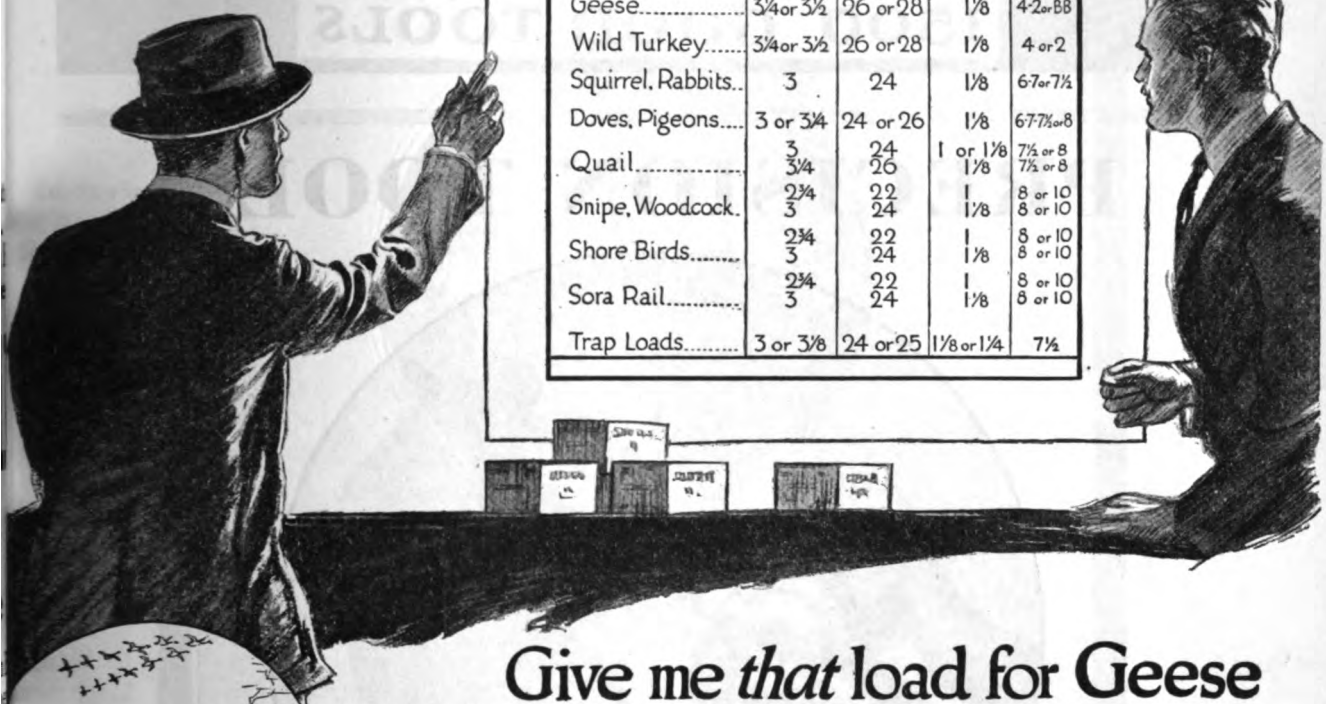
The STAR LINE
"Something to Sell the Year Around"
Stalls, Stanchions and Pens
Litter Carriers
Water Bowls
Feed Trucks
"Harvester" Hay Tools
Door Hangers
Garage Equipment
Coaster Wagons
Tank Heaters
and Other Farm Specialties

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"A TOUGH old customer is the goose and I know I've got to hit him *hard* and hit him *frequent* or he's going to get away. That's why I always order my shells direct from the chart of Du Pont Standard Loads because I know the load wouldn't be on the chart unless it was *right*."

DU PONT STANDARD 12 GAUGE LOADS

	DU PONT SMOKELESS Drams	BALLISTITE SMOKELESS Grains	OUNCES Shot	SIZE Shot
Large Ducks	3¼ or 3½	26 or 28	1⅛ or 1¼	4-5 or 6
Small and Medium Ducks	3 3¼	24 26	1⅛ 1⅛ or 1¼	5-6 or 7½ 5-6 or 7½
Grouse, Partridge, Prairie Chicken	3 or 3¼	24 or 26	1⅛	6 or 7½
Pheasants	3	24	1⅛	5-6 or 7½
Geese	3¼ or 3½	26 or 28	1⅛	4-2 or BB
Wild Turkey	3¼ or 3½	26 or 28	1⅛	4 or 2
Squirrel, Rabbits	3	24	1⅛	6-7 or 7½
Doves, Pigeons	3 or 3¼	24 or 26	1⅛	6-7-7½ or 8
Quail	3 3¼	24 26	1 or 1⅛ 1⅛	7½ or 8 7½ or 8
Snipe, Woodcock	2¾ 3	22 24	1 1⅛	8 or 10 8 or 10
Shore Birds	2¾ 3	22 24	1 1⅛	8 or 10 8 or 10
Sora Rail	2¾ 3	22 24	1 1⅛	8 or 10 8 or 10
Trap Loads	3 or 3⅛	24 or 25	1⅛ or 1¼	7½





STANDARD GOOSE LOADS:

Powders: Dupont, 3¼ or 3½ drs. Ballistite, 26 or 28 grs.

Shot: Ounces—1⅛ Size—2, 4 or BB

Give me *that* load for Geese

THE shooter has confidence in Du Pont Standard Loads. He knows that when he picks a goose load from the above chart, he is buying the best combination of powder and shot that the country's expert sportsmen could determine.

And the same holds true with each load in the list. It is exactly right for the type of bird and small game shooting for which it is specified.

Moreover, by condensing the thousands of former loads into this small table of standard loads through eliminating all unnecessary combinations, you can now meet the demand of every shooter with a smaller and less expensive stock. With a stock of Du Pont Standard Loads there are no "dead ones"—just a few fast selling loads for each type of shooting. The result is larger and quicker turnover and increased profits.

If you haven't received a counter display and a steel-bound card (for use by your clerks) both of which feature the list of Du Pont Standard Loads, write us today. They will be sent free of charge.

E. I. du Pont de Nemours & Co., Inc.
Sporting Powder Division
WILMINGTON, DELAWARE

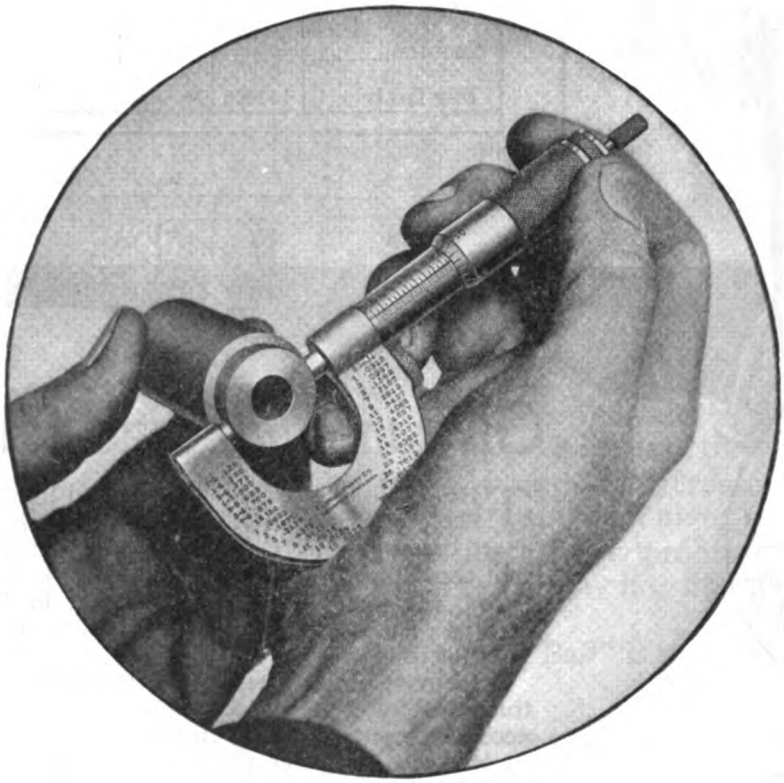
DU PONT
SMOKELESS SHOTGUN POWDERS

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GOODELL-PRATT

1500 GOOD TOOLS

PRECISION TOOLS



The reputation of the maker is the best guarantee of accuracy

Goodell-Pratt Precision Tools have rapidly acquired an enviable reputation, and a strong demand among particular machinists, on account of their extreme accuracy and exceptionally high finish.

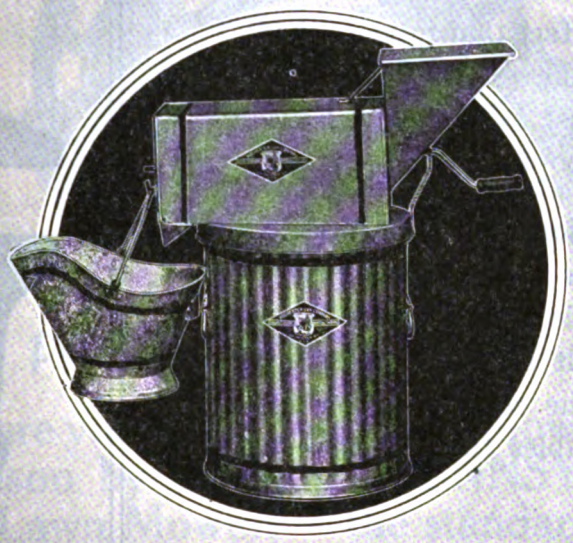
A Broad, Well-Developed Line

The Goodell-Pratt line of Precision Tools includes practically every kind of tool that can properly come under this classification. Each class of tools is made in a full and complete assortment and we guarantee the accuracy of every one of them.

Goodell - Pratt Micrometers, Steel Rules and Combination Squares may be obtained with either English or Metric graduation

GOODELL-PRATT COMPANY *Toolsmiths* **Greenfield, Mass., U. S. A.**

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A Money Maker for Both You and The Customer

Iron Horse Metalware
"As Strong as the Name Implies"
Includes also

Oil Cans
Ash Cans
Wash Tubs
Water Pails
Wash Boilers
Rubbish Cans
Garbage Cans
Corrugated Baskets
Etc.

IT SAVES COAL, TIME & LABOR, as well as the user's clothes and temper. The extra heavy, reinforced and dust proof

Iron Horse Ash Sifter

With coal prices still climbing skyward and a serious question yet as to whether or not we are all going to be supplied, means there is going to be a bigger demand than ever this fall for well built equipment of this kind. Why not put in a stock of them now and capitalize the demand already created for this money saving piece of home equipment.

By the way, how is your stock of Ash and Garbage Cans? It is an excellent plan to order early.

Rochester Can Co.

109 HAGUE ST. ROCHESTER, N.Y.

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The Majority Wrench

It is an established fact that nine mechanics out of every ten like to work with a tool that is popular—just as they like to work with men who are popular.

The reason the **majority** of mechanics, machine shops, garages and railroads prefer to work with the COES Steel-Handle Wrench is simply because it has the strength, the construction and the reserve power in its make-up which enables them to save time and do better work.

And after all, isn't the time saved and the character of the work that a company does the real factors that determine the choice of the tools they use?

For these very good reasons when Steel Screw Wrenches are needed—the choice of the majority is: "COES!"

Sizes: 6 to 21 inches.

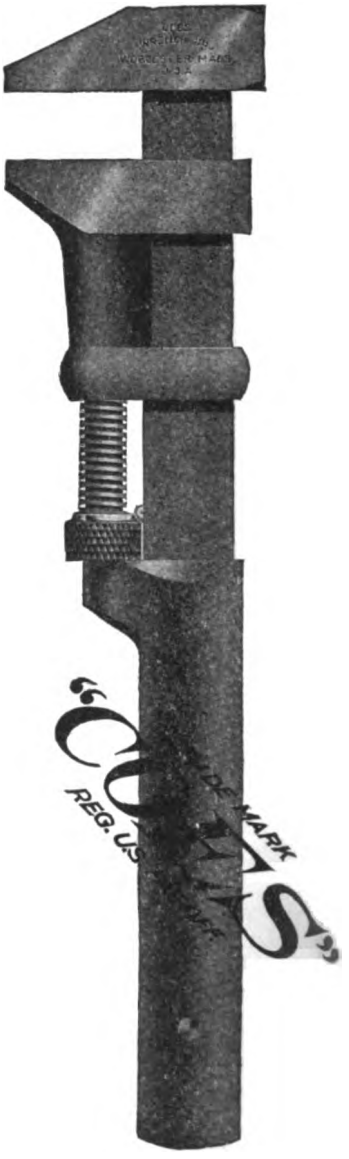
COES WRENCH CO.

Established 1841

WORCESTER, MASS.

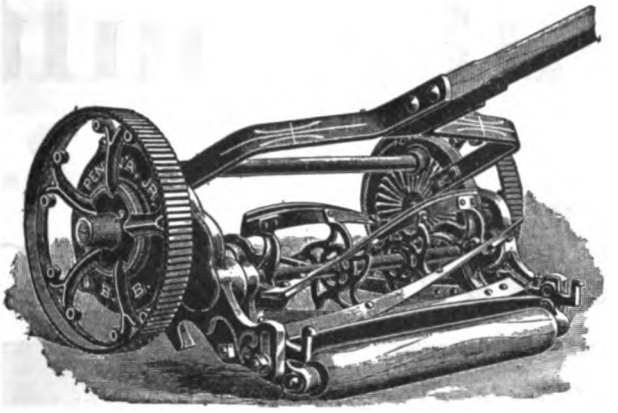
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J. H. GRAHAM & CO., 113 Chambers St., New York
HUGHSON & MERTON, Inc., Portland, Ore.; Los Angeles, Cal.; San Francisco, Cal.; Denver, Colorado.

Coes Steel-Handle Wrench



Ask your jobber to supply you

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The past is parent of the future

Assure yourself a good lawn mower business next season by stocking "PENNSYLVANIA" *Quality* Lawn Mowers—the standard by which all others have been judged for almost half a century.

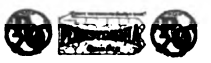
They have been sales-leaders in the past. They will be in the future.

PENNSYLVANIA LAWN MOWER WORKS
INCORPORATED
FOUNDED 1877 PHILADELPHIA

PENNSYLVANIA

Quality

This trademark is on the handles of:

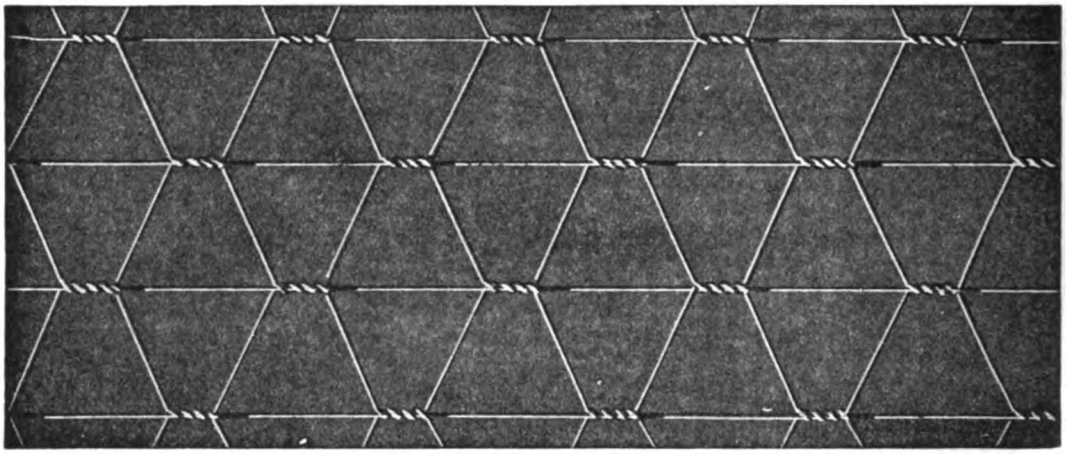


PENNSYLVANIA STANDARD,
high and low wheel.
PENNSYLVANIA JUNIOR,
Ball Bearing, high and low wheel.
PENNSYLVANIA GOLF,
Ball Bearing, high and low wheel.
PENNSYLVANIA PUTTING GREEN
(Roller Type).

Continental High Wheel
Great American Ball Bearing
Red Cloud Ball Bearing
Orchid Ball Bearing
Belmont Ball Bearing
Delta Ball Bearing
Panama Plain Bearing
Belmont Plain Bearing
Electra Plain Bearing
Pennsylvania B. B. Trimmer
Pennsylvania Undercut B. B. Trimmer

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Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

American Steel & Wire Company

UNITED STATES STEEL PRODUCTS COMPANY

SELLING AGENTS

San Francisco **Los Angeles** **Portland** **Seattle**

Awarded the Grand Prize at the Panama-Pacific Exposition

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Add This Salesman

Good as Pexto Pruning Shears are they **sell better** for the way they challenge every customer's pocketbook when displayed on the silent salesman opposite.

The Shears themselves are beautifully finished and skillfully designed. But the way Pexto Quality wears after years of hard use is the point that sticks in the minds of folks who choose them. Further, the hooks and blades are curved to insure easiest action; and the bevel of the blades makes them cut easily. Many types have adjusting nuts and regulating ratchets to insure constantly close and firm adjustment. All are guaranteed.

Pexto Pruning Shears Display Boards, beautifully lithographed, stand or hang, size 19 x 27 inches, and accommodate thirteen of the twenty-four Pexto styles. The shears for display boards come two dozen to a carton, and each number is in separate box within the carton.

A Practical Pruning Guide

The Little Pruning Book by F. F. Rockwell, a widely known writer with practical pruning experience, tells how, when and where to prune for the most vigorous and healthy growth. The published re-sale price of this 48-page book is 50 cents a copy.

THE PECK, STOW & WILCOX COMPANY

Mfrs. Mechanics' Hand Tools, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Builders' and General Hardware

Southington, Conn. **Cleveland, Ohio**

Address correspondence to 2002 West Third Street, Cleveland, Ohio

Founded 1819

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GENUINE "PHILADELPHIA"

Lawn Mowers are cutting grass all over the World in a manner unequalled by any other machine; because we employ the highest grade raw materials and most skilled workmen and make machines that will stand up and do the work required of them, in the most satisfactory way.

Our record for over fifty-two years of making the **Standard** by which all other makes are measured and the satisfactory service rendered the consumer at all times, makes the selling of Genuine ***"PHILADELPHIA"*** much easier than the other so-called high grade mowers.

The most perfect in material and construction. The famous Vanadium Crucible Steel Blades, and the Bearings bored to rifle barrel accuracy, being features that have made the name ***"PHILADELPHIA"*** worth remembering when buying Lawn Mowers.

To supply the constantly increasing demand, we are making the Genuine ***"PHILADELPHIA"*** Lawn Mowers in 18 styles of Hand, 3 styles of Horse and 2 styles of Motor—all strictly the Highest Grade.

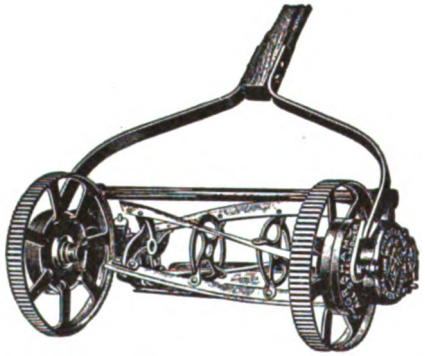
A Mower for every purpose
Are you ready to supply them?

MOTOR MOWERS are becoming more popular each season as great time and labor savers for Parks, Cemeteries, Golf Courses and large Estates, and like our Hand and Horse Mowers, the GENUINE "PHILADELPHIA" are the very finest that can be produced.

Write for FOLDER giving details.



MOTOR Mowers, 30-inch walking type
40-inch riding type
Combination lawn mower and lawn roller



Styles "Graham" and "A"—All Steel Vanadium Crucible Steel Blades. Practically Indestructible.

Largest Makers of High Grade

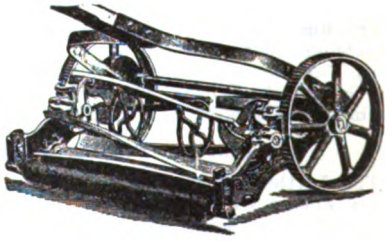
Lawn Mowers

In the World

—

Send for Catalog and Discounts NOW

Most Satisfactory Motor Mower Made



Style "E"—Four Blades Removable Box Caps

The Philadelphia Lawn Mower Co.

31st and Chestnut Streets, Philadelphia, Pa.

Haven & Haven, 508 Mission Street, San Francisco, California, Selling Agents

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SARGENT

The Unit or Decimal System of Pricing and Packing Hardware which we have adopted and are now using for our product, appeals to most of our customers, and its adoption has met with their hearty approval; we believe that the advantages of this method of pricing and packing goods will be appreciated by all who market, specify and use the great variety of articles included in the general term hardware.

When this new plan was first presented to the trade the idea met with general favor and we received many letters of approval from leaders in the industry, while resolutions of indorsement were adopted by trade associations. The response to our suggestion that we might adopt the new method was so favorable that we revised our prices, basing the new lists on the unit or decimal system and have since been changing our packages to conform. This has entailed a vast amount of work, but it is being done because of the great advantages of the new system.

Advantages of the Decimal System

It saves time, reduces labor and lessens the liability of error in sales and accounting work by simplifying the mathematical operations necessary to arrive at a price.

Changes in Packages

Articles that were formerly put up in boxes of dozens and grosses or fractions thereof are now packed in boxes containing 5, 10, 25, 50 or the most suitable quantities of which 100 is a common multiple, careful attention being given to the nature of the goods and the requirements of the trade.

This change in trade methods is a great advance that will be more and more appreciated as it is used and its use is extended.

Sargent & Company

New Haven, Conn.

New York **Chicago**

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New Ladd's Discount Book No. 3

A new and enlarged edition of this standard work, comprising the most comprehensive collection of discounts ever printed, as well as many other valuable computations for commercial purposes, is now ready, after months of preparation by the compiler and editor, William J. Ladd.

Is one of the greatest time and labor-saving productions of the age. The net of any amount at any discount can be obtained in a second. The calculations have all been carefully checked. No proving is necessary. It is invaluable for pricing and checking invoices, figuring inventory, making prices, figuring profit, etc. Note the equivalent discounts. Are they worth anything to you?

It contains more than 300,000 Computations including New Discounts and Combinations which have come into use within the last few years. Nearly 600 pages, all double indexed.

60, 10, 10, 7½ & 2½.

Same as { 55, 20, 10, 7½ & 2½. / 50, 20, 10, 10, 7½ & 2½. / 40, 40, 10, 7½ & 2½. / 40, 35, 10, 10 & 7½. / 40, 33⅓, 10, 10, 7½ & 2½. / 40, 25, 20, 10, 7½ & 2½. / 37½, 20, 20, 10, 10, 7½ & 2½. / 35, 25, 20, 10, 10 & 7½.

1	00.29 22	11	03.21 43	21	06.13 64	31	09.05 84	41	11.98 05	51	14.90 26	61	17.82 47	71	20.74 67	81	23.66 88	91	26.59 09
2	00.58 44	12	03.50 65	22	06.42 86	32	09.35 06	42	12.27 27	52	15.19 48	62	18.11 69	72	21.03 89	82	23.96 10	92	26.88 31
3	00.87 66	13	03.79 87	23	06.72 08	33	09.64 28	43	12.56 49	53	15.48 70	63	18.40 91	73	21.33 11	83	24.25 32	93	27.17 53
4	01.16 88	14	04.09 09	24	07.01 30	34	09.93 51	44	12.85 71	54	15.77 92	64	18.70 13	74	21.62 34	84	24.54 54	94	27.46 75
5	01.46 10	15	04.38 31	25	07.30 52	35	10.22 73	45	13.14 93	55	16.07 14	65	18.99 35	75	21.91	85	24.83 76	95	27.75 97
6	01.75 32	16	04.67 53	26	07.59 74	36	10.51 95	46	13.44 15	56	16.36 36	66	19.28 57	76	22.2		12 98	96	28.05 19
7	02.04 55	17	04.96 75	27	07.88 96	37	10.81 17	47	13.73 38	57	16.65 58	67	19.57 79	77	22.5		3.21	97	28.34 41
8	02.33 77	18	05.25 97	28	08.18 18	38	11.10 39	48	14.02 60	58	16.94 80	68	19.87 01	78	23			98	28.63 63
9	02.62 99	19	05.55 19	29	08.47 40	39	11.39 61	49	14.31 82	59	17.24 02	69	20.16 23	79	23.08			99	28.92 85
10	02.92 21	20	05.84 41	30	08.76 62	40	11.68 83	50	14.61 04	60	17.53 24	70	20.45 45	80	23.37 66	9			29.22 07

60, 10, 10, 7½ & 5.

Same as { 55, 20, 10, 7½ & 5. / 52½, 20, 10, 10 & 7½. / 50, 20, 10, 10, 7½ & 5. / 40, 40, 10, 7½ & 5. / 40, 33⅓, 10, 10, 7½ & 5. / 40, 25, 20, 10, 7½ & 5. / 37½, 20, 20, 33⅓, 33⅓, 33⅓, 25, 20

1	00.28 47	11	03.13 19	21	05.97 90	31	08.82 62	41	11.67 33	51	14.52 05	61	17.36 76	71	20.21 48	81	23.06 19	91	25.90 91
2	00.56 94	12	03.41 66	22	06.26 37	32	09.11 09	42	11.95 80	52	14.80 52	62	17.65 23	72	20.49 95	82	23.34 66	92	26.19 38

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OTHER USEFUL TABLES

Net of One Dollar showing all discounts arranged numerically, with different ways given for their application.

Per Cent Profit. Tables for adding percentage, affording an accurate and rapid way of making prices with profit added.

U.S. Money Into Foreign Money and Reversed. Pounds, marks, francs, kronen, etc.

Numerical Arrangement of Figured Nets brings the different nets together numerically and increases the value of the other tables.

Twelfths of a Dozen or Gross. These tables, arranged on the plan of the Discount Tables, give the price of fractional parts of a dozen or gross.

600 Pages. Double Indexed. Size, 8 x 11 inches. Cloth. Price, $10.00, Including a Full Year's Subscription to the HARDWARE WORLD.

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507 Pioneer Building, Seattle, Wash.

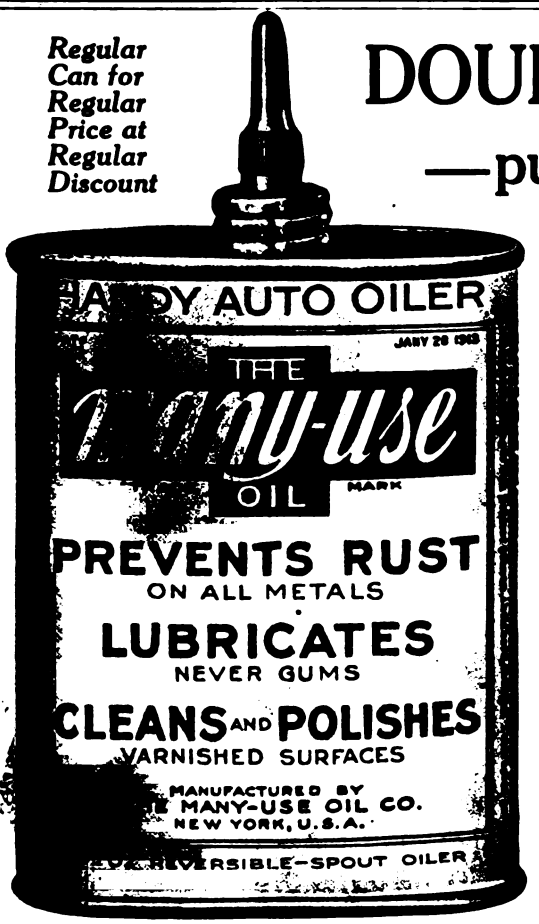
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204-207 Scott Building, Salt Lake City, Utah.

BOATMEN'S BANK BUILDING, ST. LOUIS, MO.

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Regular Can for Regular Price at Regular Discount



DOUBLE *your* PROFIT —push Many-Use Oil

You are in business to make money—the most in the long run. We all are. Let us explain how you can make exactly the same profit on Many-Use as on the oil you are selling now, **AND** a big enough premium on every gross you sell to DOUBLE THE PROFIT.

Handy size bottle Absolutely FREE to you Here's your Velvet!



THESE DISTRIBUTORS PUSH MANY-USE
Is Your Name on the List?

Arizona Hdwe. & Supply Co.
Appeal Mfg. & Jobbing Co.
American Grocery Co.
Billings Hdwe. Co.
Ballou & Wright
Browning Bros.
Baker, Hamilton & Pacific Co.
Blake, Moffit & Towne
Caden-Strodthoff Co.
Coffin-Redington Co.
R. L. Craig & Co.
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Write us for our resale proposition in full detail. Or ask your Jobber

THE MANY-USE OIL CO.

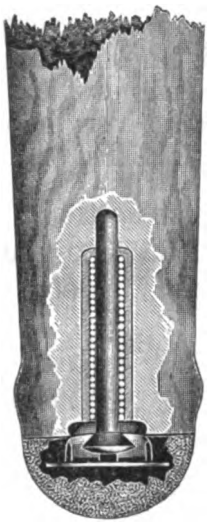
John H. Graham & Co., Sole Agents

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The New Boston Rubber Chair Tip

SprinGriP
TRADE MARK



PATENTED

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THE RUBBER TIP AND ITS PARTS

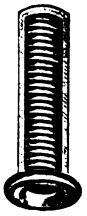
BRASS WASHER



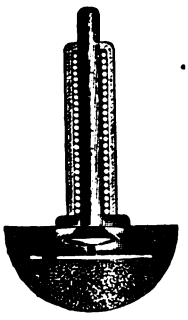
BRASS NAIL



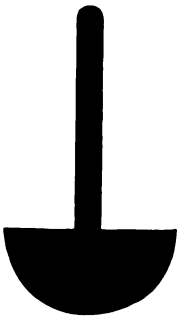
SPRING SOCKET



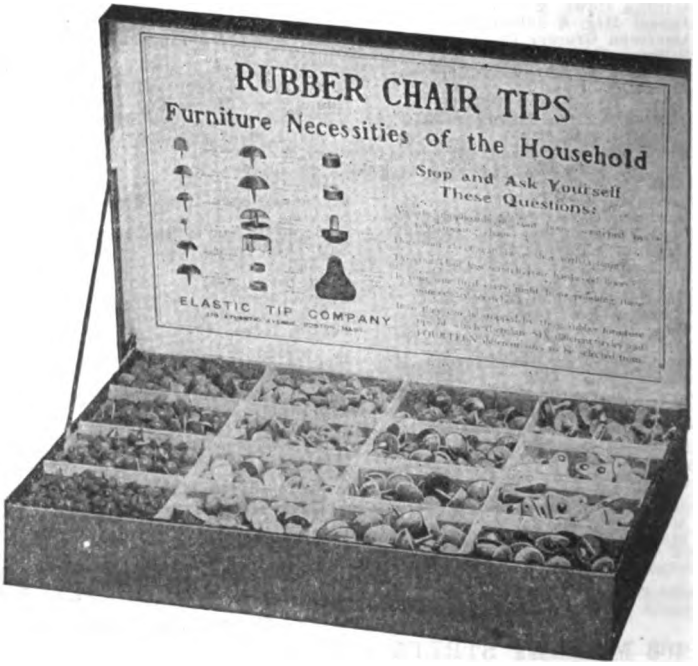
COMPLETE TIP ASSEMBLED



RUBBER TIP WITH THE BRASS WASHER AND NAIL MOULDED IN SAME



Assortment Box of Rubber Chair Tips for Furniture



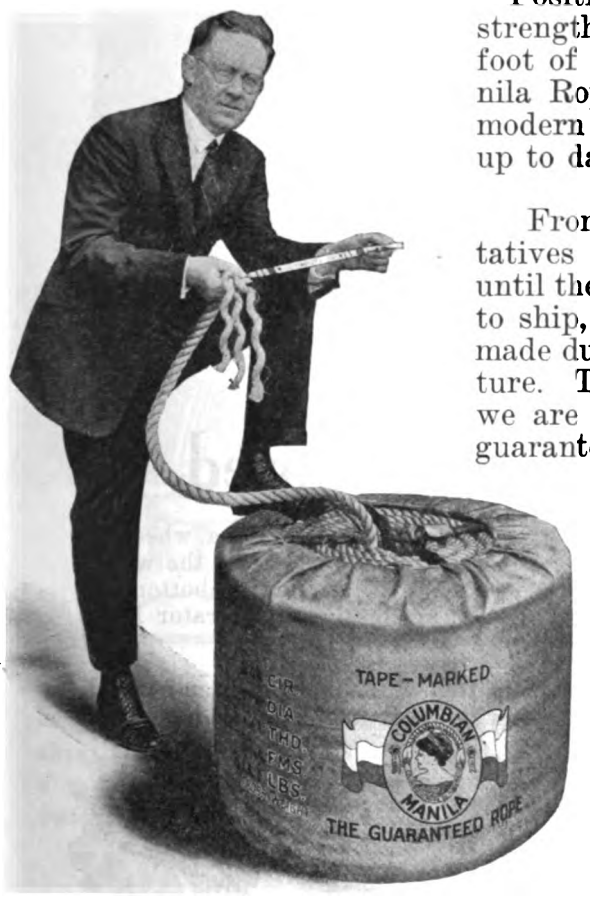
THE ELASTIC TIP CO.

370 Atlantic Avenue
BOSTON · MASS.

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COLUMBIAN *Tape-Marked*

This Red, White and Blue *Tape-Marker*



—Positively identifies and guarantees the strength, durability and service of every foot of Columbian ***Tape-Marked*** Pure Manila Rope—a modern product, made with modern machinery and methods in the most up to date Cordage plant in the country.

From the time that Columbian representatives select the fibre in the Philippines until the completed rope is coiled and ready to ship, frequent and rigid inspections are made during the various stages of manufacture. The result is a high grade rope that we are glad to back up with an absolute guarantee.

Buy Columbian Red, White and Blue ***Tape-Marked*** Rope.

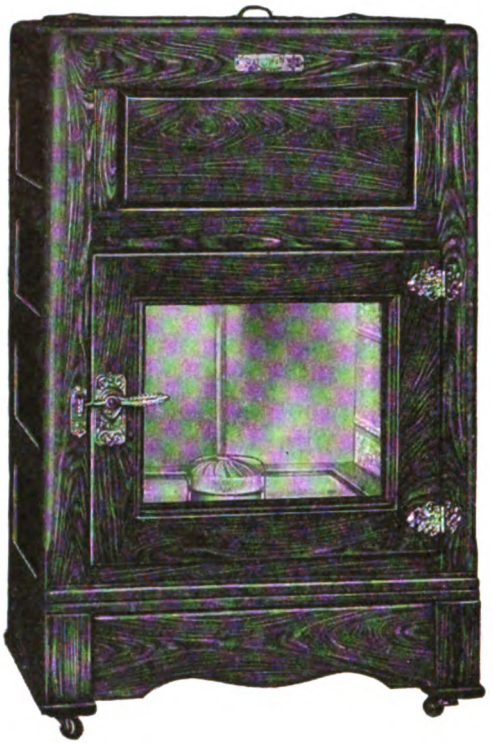
BY INVITATION MEMBER OF
NEW YORK, U.S.A.

Columbian Rope Company
332-80 Genesee Street
Auburn, *"The Cordage City,"* N. Y.

Branches: **New York** **Chicago**
Boston **Baltimore** **Houston**

Pure—Manila ROPE

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Baldwin Circulation Proved

The above cut shows a Baldwin Dry Air Refrigerator with a wheel at bottom of storage room. The circulation is strong enough to turn the wheel at a rapid rate. No other make can turn a wheel placed in the bottom of the refrigerator. It proves that every inch of air in the refrigerator is in constant motion.

We furnish dealers with a refrigerator fitted with glass door and wheel as illustrated above. Placed in your show window it has strong advertising value and attracts crowds.

It's positive proof and very convincing. They "See the wheel go 'round." They see the Circulation.

The Baldwin Refrigerator Co.

Burlington, Vermont

C. H. SMITH
Western Representative
817 South St. Andrews Place,
Los Angeles, Calif.

STOCK CARRIED IN SAN FRANCISCO BY HEYMAN-WEIL COMPANY

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MAGNETIC CLOTH

The Most Complete Domestic Help Device Known

It instantly removes Grease, Burned Foods and all dirts from all kitchen ware. ALSO cleans Vegetables, New Potatoes, Sweet Potatoes, Carrots, Parsnips and such like. ALSO Tile work, Marble or Brown Stone Steps and many other things too numerous to mention. ALSO is used extensively for cleaning stained and greasy hands, for instance in machine shops, garages, etc.



These are the days of progress and efficiency. The woman in the kitchen is no longer satisfied with the old-fashioned, back-aching methods of cleaning greasy pots and pans; MAGNETIC CLOTH is now the active housemaid that saves time and labor and conserves sweetness of disposition. The kitchen sink of the modern housewife is no longer complete without a MAGNETIC CLOTH hanging on a hook.

The MAGNETIC CLOTH is as pliable as cloth, entirely as efficient as the best abrasive. Made to slip on the hand like a mitten. After using, rinse in warm water and hang up by the loop, to dry.

As a magic wonder this MAGNETIC CLOTH is demanded everywhere; its market is wide and insistent and it is a logical, inevitable profit-maker for the merchant who reads and heeds the mind of his trade.

Retails for 10 Cents **Retails for 10 Cents**

Send us your jobber's name if he can't supply you with a trial gross. Packed in two dozen attractive cartons for show case display.

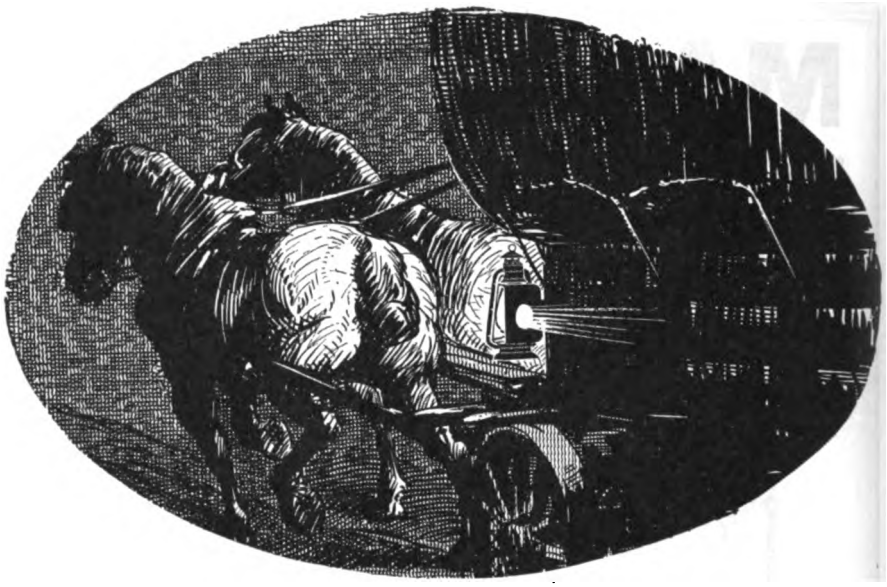
MANUFACTURED BY

JOHN W. GOTTSCHALK MFG. CO.

LEHIGH AVE. AND MASCHER ST. PHILADELPHIA, PA.

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco

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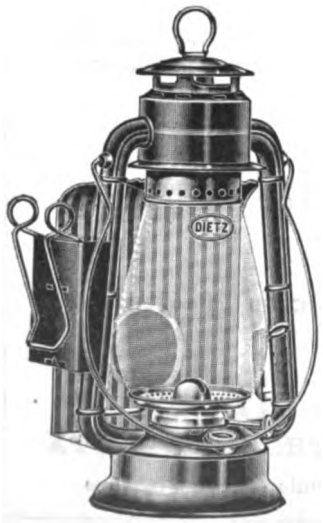
More Business This Fall on Wagon Lanterns

MOTOR transport has reduced the number of night traveling, horse drawn vehicles but it has likewise increased the volume of business on Wagon Lanterns by being the cause of law enactments, which make the use of lanterns compulsory instead of optional.

This is the time of year to sell Wagon Lanterns.

The pick of all Wagon Lanterns and the most popular among drivers are Dietz "Junior" and Dietz "Roadster" Wagon Lanterns.

Our illustration shows the "Junior" in action. This handy little lantern throws a 10 C. Power light ahead and a clear, lawful red light to the rear. This lantern is 12 inches high. Finish is black Japan. Packed half dozen in a case.



DIETZ "JUNIOR" WAGON LANTERN

R. E. DIETZ COMPANY, NEW YORK

Founded 1840

Largest Makers of Lanterns in the World

Your Jobber Stocks DIETZ Lanterns

DIETZ LANTERNS

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Great Scott—Man!
What Will Pyrex Do Next?

THAT'S what a great merchant said when we gave him a pre-peep at the new

Pyrex 50

—and no wonder! Here are fifty new designs in what everyone thought was the most complete line. Everyone of them so beautiful, so practical, that a woman simply can't resist them. Think of a dish that will perfectly bake two vegetables at once!—and that's only a part of the 49 other attractions in the 50 new numbers of

PYREX

TRANSPARENT OVENWARE

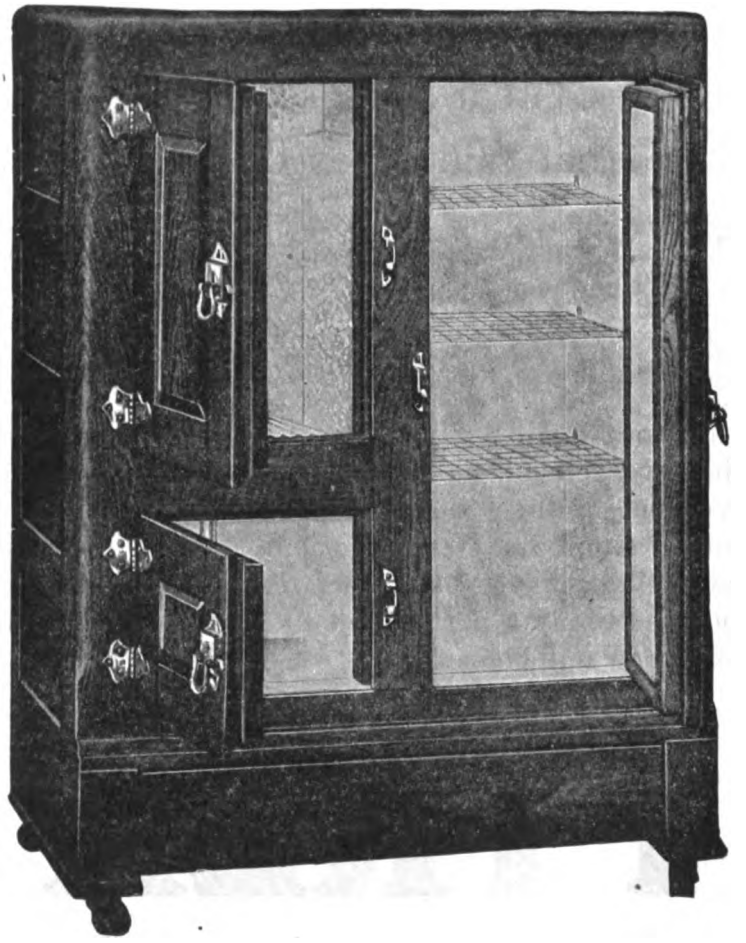
Ready for delivery. Each of these pieces of PYREX in an individual carton. Send immediately for price list and illustrations.

Ask for the new PYREX window trim.

Pyrex Sales Division
CORNING GLASS WORKS
Originators and Patentees of Transparent Ovenware
706 Tioga Ave., Corning, N. Y.



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The Monarch Refrigerator Works

Burlington, Vermont

There is still some Refrigerator business for you, if you have Monarch Refrigerators on your floor. These Jobbers can supply your wants quickly.

Union Hardware & Metal Co.
Los Angeles, California

Sloss & Brittain
San Francisco, California

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BOYCO Galvanized Ware

IS

Quality Ware





BOYCO Galvanized Ware is made in the West for Western dealers. The Ware is made from black sheets and thoroughly hot-galvanized after all construction is complete. The surface is clean, smooth and full of spangles. There are no cracks or crevices; no raw edges; no smallest bit of surface exposed; and no chance for rust or leakage.

Each piece of Ware as it comes from the galvanizing pot is brushed making the surface clean and smooth.



Place a trial order with your jobber today! Put this line on display! Show it to your customers — you will find that it sells on sight and brings repeat business to your store.



BOYCO Galvanized Ware is real quality ware; made better and finished better.

Ask Your Jobber

BOYLE MANUFACTURING COMPANY

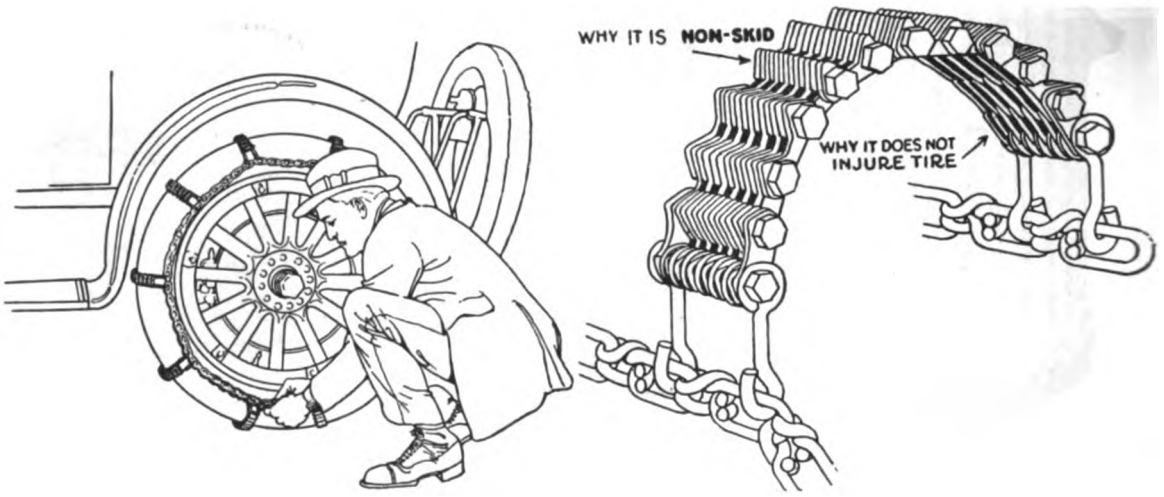
5100 Santa Fe Ave., Los Angeles CALIFORNIA 21 Sutter Street, San Francisco

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The Tritch Hardware Company

DENVER, COLORADO

Jobbers to the Merchants of the Rocky Mountain West



The Skidless Tire Chain

Manufactured by U. S. Chain Company

OUT WEARS ALL OTHER CHAINS

SMOOTH WHERE IT RESTS ON TIRE

ACKNOWLEDGED THE BEST NON-SKID APPLIANCE ON THE MARKET

APPROVED AND ENDORSED BY DEALERS AND USERS

LOCK 100% SAFE

The Tritch Hardware Company

Distributors

DENVER, COLORADO

FRANK A. BARE, President
O. E. BARE, Vice-President

R. E. GENTRY, Treasurer
H. R. HUFFMAN, Secretary

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Superior in every detail of construction, workmanship, design and finish to any and all electric irons ever made

Quality Sales Helps for Sunbeam Dealers

CHICAGO FLEXIBLE SHAFT COMPANY

5604 Roosevelt Road, Chicago, Ill.

30 Years Making Quality Products

The best electric iron being made today

Sunbeam
The Quality Hand Iron

WHY STAINLESS?

THIS new steel, that "neither rusts, stains nor tarnishes," is not the result of an accident. Rather it represents the successful efforts of the metallurgist to produce a metal to meet certain specifications.

RUST and STAIN have always been with us, so much so, we have taken them for granted. Your knives need no longer be disfigured with unsightly stains, nor do you need to resort to the expedient of plated blades. Stainless retains its keen cutting edge and also remains bright and shining under all conditions.

In addition to the usual dinner and steak knives, "stainless" blades are furnished in the better-known patterns of solid and plated silver.

STAINLESS CUTLERY IS MANUFACTURED BY THE FOLLOWING COMPANIES:

American Silver Company, Bristol, Conn.
International Silver Co., Meriden, Conn
Reed & Barton Corporation, Taunton, Mass.
Rogers, Lunt & Bowlen, Greenfield, Mass.
Silver Plate Cutlery Co., Derby, Conn.
Simeon L. and George H. Rogers, Hartford, Conn.
The Watson Company, Attleboro, Mass.
R. Wallace & Sons Mfg. Co., Wallingford, Conn.
Wm. A. Rogers, Ltd., Niagara Falls, N. Y.

American Cutlery Co., Chicago, Illinois
Clement Manufacturing Co., Northampton, Mass.
Empire Knife Company, Winsted, Conn.
John Russell Cutlery Co., Turners Falls, Mass.
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Landers, Frary & Clark, New Britain, Conn.
Northampton Cutlery Co., Northampton, Mass.
Village Blacksmith Folks, Watertown, Wis.
Winchester Repeating Arms Co., New Haven, Conn.

American Stainless Steel Company

1543 Oliver Bldg., Pittsburgh, Penna.

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"Sterling"



Hard **TUNGSTEN STEEL** **Flexible**

HACK SAW BLADES

Many years of personal caretaking attention to manufacturing details have produced in STERLING Blades a cutting tool of unquestionable merit.

We claim Endurance—Dependability—Fast cutting — Long Life — Satisfaction to Dealers and Consumers.

Users declare that our slogan—"They don't Scratch, They Cut"— tells the story.

SOLD THROUGH JOBBERS ONLY

CORRESPONDENCE RESPECTFULLY SOLICITED

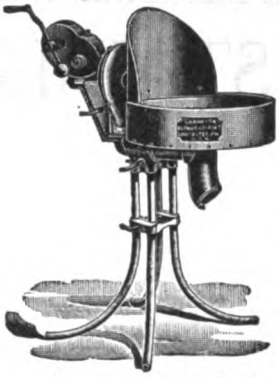
DIAMOND SAW & STAMPING WORKS, BUFFALO, NEW YORK

CALDWELL SALES COMPANY
Lachman Building, Room 321, 417 Market Street, San Francisco, Cal.
Exclusive Pacific States Representatives

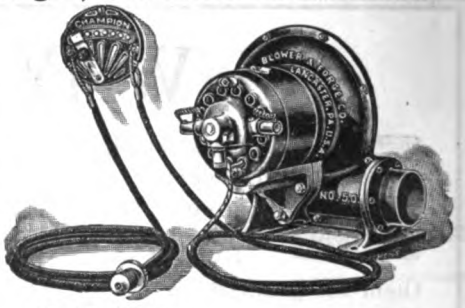
Champion Blowers, Forges, Drills and Screw Plates



No. 400 Blower

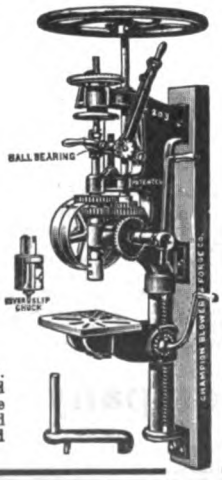


No. 401. Rivet Forge

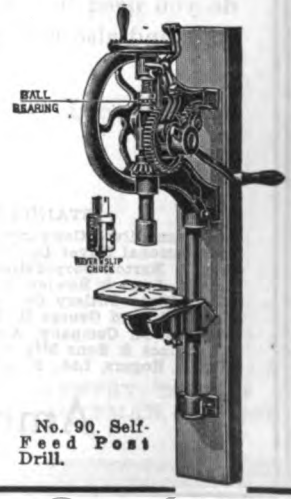


No. 50. Champion One-Fire Variable Speed Electric Blacksmith Blower.





No. 263. Self-Feed and Double Compound Lever Feed Drill.



No. 90. Self-Feed Post Drill.

Screw Plates in Four Styles, Cutting up to 1½"

CHAMPION TOOLS, Built for Service

CARRIED IN STOCK AND DISTRIBUTED BY ALL THE LEADING JOBBERS

Write for Our 350 Page Catalog

CHAMPION BLOWER & FORGE CO.
Lancaster, Pa., U. S. A.

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GET NEXT

TO

"HELLERS"

Famous Sectional Cabinets

FOR

Hardware
Auto Accessories
Screws
Bolts, Etc.

—

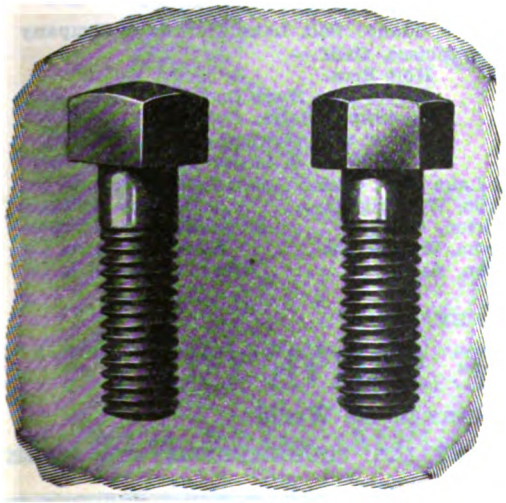
PROMPT SHIPMENTS

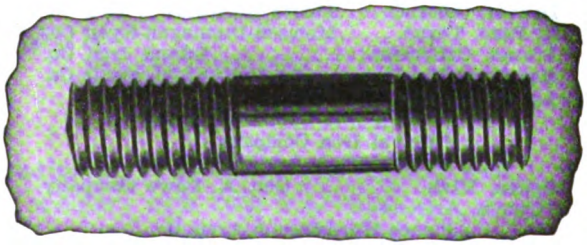
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Ask for Catalog 37-H

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W. C. Heller & Co.
Montpelier, Ohio





WM. H. OTTEMILLER CO., York, Pa.

Manufacturers of Cap and Set Screws, Screw Machine Work

REPRESENTATIVES

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Sands & Cox, San Fernando Bldg., Los Angeles, Cal.
Strimple & Cox, L. C. Smith Bldg., Seattle, Wash.
Rankin & Cox, Newhouse Bldg., Salt Lake City
Taylor, Youngs & Cox, Temple Court Building, Denver Colorado
Strimple & Cox, Corbett Bldg., Portland, Ore.

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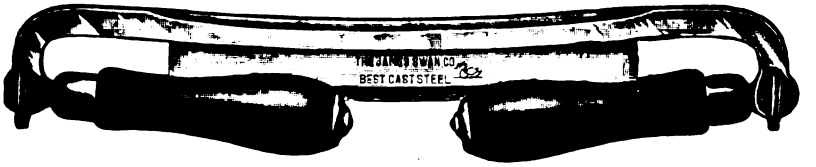
THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

BITS
AUGERS



CHISELS
DRAW KNIVES



NAIL SETS
GIMLETS



GOUGES
SCREW DRIVERS

New York Office: 28 Warren Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento California

PHOENIX HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

Phoenix Shoes are Kept in Stock by the Following Houses

Albuquerque, New Mexico.....J. Korber & Co.
Boise, Idaho.....Northrop Hardware Co.
Butte, Montana.....Montana Hardware Co.
Denver, Colorado....Moore Hardware & Iron Co.
El Paso, Texas.....Momsen-Dunnegan-Ryan Co.
Fresno, California.....Inland Iron Co.
Hamilton, Montana....The Valley Mercantile Co.
Los Angeles, Calif.—
W. T. McFie Supply Company
Percival Iron Company
Waterhouse & Lester Company
Ogden, Utah.....Geo. A. Lowe Company
Phoenix, Arizona—
Palace Hardware & Arms Co.
Arizona Hardware & Supply Co.
Portland, Oregon—
Northwestern Hardware & Steel Co.
J. E. Haseltine Company
Pocatello, Idaho..Salt Lake Hardware Company
San Francisco, Calif.—
Holt Bros.
Scovel Iron Store Company
Spotswood-Helfer Company
Tayler & Spotswood Company
Waterhouse & Lester Company
Salt Lake City, Utah....Salt Lake Hardware Co.
Seattle, Washington.....Gray Brothers
Stockton, Calif.....Hickenbotham Brothers
Tacoma, Washington.....West Coast Steel Co.
Tucson, Ariz.....Albert Steinfeld & Co.

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES JOILET, ILL., POUGHKEEPSIE, NEW YORK

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"THE RECOGNIZED LEADER"



ELECTRO-ZINCKED **AFTER** WEAVING

GALVANOID has won the pre-eminent favor of the trade because it is the most **dependable** zincked screen cloth made. You can confidently recommend GALVANOID to your best trade.

ORDER NOW AND TAKE SHIPMENT EARLY

If your Jobber cannot furnish, advise us and we will see that you are supplied.

WE ALSO MANUFACTURE
BRONZE, COPPER, PAINTED AND GALVANIZED

AMERICAN WIRE FABRICS CO.

208 So. La Salle Street, Chicago, Illinois

FACTORIES:
Chicago, Illinois Mt. Wolf, Pa.

REPRESENTATIVES:
EWING-LEWIS CO., San Francisco and Los Angeles, Cal. D. L. HERMAN, Seattle, Wash.

Time to Order



CROWN Tree Holders

The only holder that has stood up for 30 years

GRACEFUL—
ATTRACTIVE—
SUBSTANTIAL

Quickly adjusted. Prevents accidents, and with ordinary care lasts a lifetime

Order Now
Christmas is Coming

Saves your temper. You will appreciate the value of a good Tree Holder if you ever tried to arrange boxes or other flimsy appliances for holding Christmas Trees. The Crown will firmly clamp and hold any size tree that can be put into it.

NORTH BROS. MFG. CO., Philadelphia, Pa., U. S. A.

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Dealers Display Assortment

No. DB 5

Size 25″ by 25″

This display board is made of quartered oak, hand rubbed and is in the natural oak finish.

On it is mounted a Decalcomania Transfer, showing the wrenches in actual size and natural color.

Hooks on the board permit a complete assortment to be carried and sold direct from the board.

It is furnished with the assortment listed below at the price of the tools only, at the regular list and discount.

6 only, 4-inch wrenches, list	$3.90
12 only, 6-inch wrenches, list	7.80
12 only, 8-inch wrenches, list	9.60
6 only, 10-inch wrenches, list	6.00
3 only, 12-inch wrenches, list	4.50
1 only, 15-inch wrench, list	2.25
1 only, 18-inch wrench, list	3.25
6 only, 6-8-inch wrenches, list	7.50
3 only, 8-10-inch wrenches, list	4.50

Order from your jobber.

CRESCENT TOOL CO.
JAMESTOWN, N. Y.

YOUR TRADE WANTS

FILES OF QUALITY

The Highest Grade Coil File Made

IT'S A TOOL

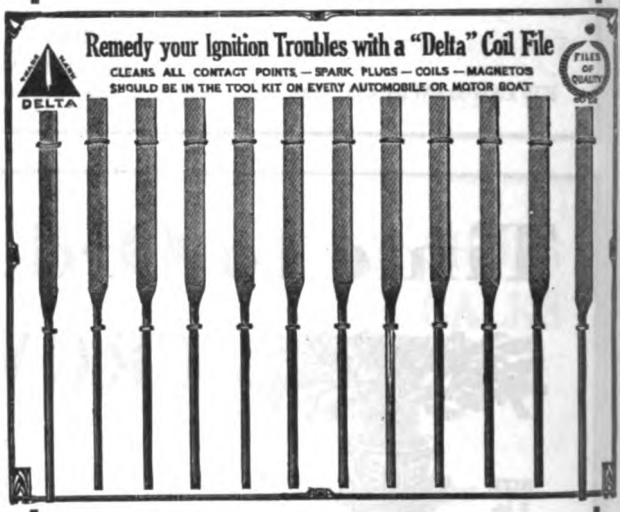
TRADE MARK DELTA

Will Please Your Customers

Needs Only to be Displayed to Make Sale

REMEDY *Your* IGNITION TROUBLES *with*

DELTA COIL FILE



Cleans All Contact Points, Spark Plugs, Coils, Magnetos

Should be in the Tool Kit on Every Automobile or Motor Boat

High Grade Files for Every Purpose

TRADE MARK DELTA

DELTA FILE WORKS
PHILADELPHIA, PA., U. S. A.

FILES OF QUALITY

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The Stanley Storm Sash Fastener allows the window to be held open securely for cleaning, ventilation and other purposes.



Don't Wait Until Snow Flies!

LOOK over your line of hardware for storm sash windows and see that it includes the STANLEY STORM SASH FASTENER No. 1719 and HANGER No. 1715, illustrated above.

The FASTENER is made in two lengths —5 inch for windows four feet high and smaller; 10 inch for windows over four feet high. It may be locked either in open or closed position.

The HANGER enables the storm sash to be quickly and easily put in position without tools.

To those who carry STANLEY STORM SASH HARDWARE in stock (or will do so), we will be pleased to furnish an attractive folder, J-11, in two colors in quantity, imprinted with name and address.

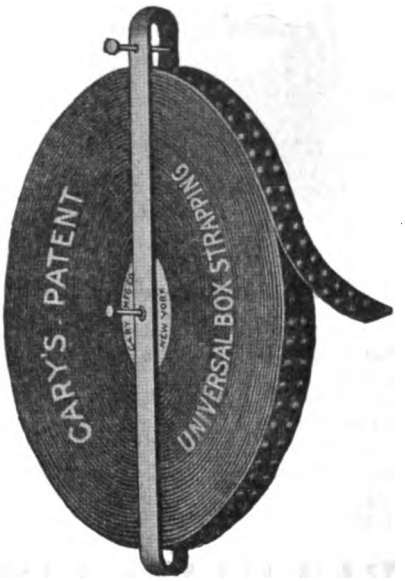
THE STANLEY WORKS

Main Offices and Plant:

NEW BRITAIN, CONN.

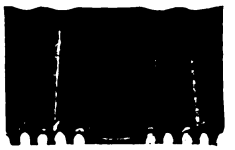
Branch Offices: New York, Chicago, San Francisco, Los Angeles, Seattle, Atlanta

"UNIVERSAL" Box Strapping



"Known the World Over"

Cary's "Divergent" Saw Edge Joint Fasteners

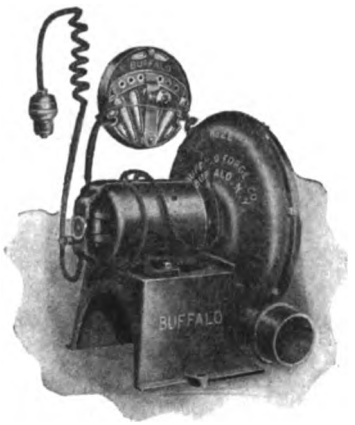


Our new Saw Edge DIVERGENT Fastener with the flat web, is far superior to any fastener manufactured. It has a CONTINUOUS CUTTING EDGE as found on our other fasteners; the flat web is an added feature, which enables the user to center the fastener without loss of time or other annoyances experienced with other fasteners. All of our fasteners are being packed in tin containers of uniform height, which shows up well on stock shelves.

CARY MFG. CO.

BROOKLYN - - - NEW YORK

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2E Electric Blower

A general utility motor driven fan unit. Equipped with universal motor and 6 speed regulator. Complete with plug ready to screw in lamp socket and start up. Cannot be beaten for forge-blowing, exhausting fumes and smoke, organ blowing and similar requirements.

"Buffalo"

Forges
Drills
Punches
Shears
Bending Machines
Tire Setters
Woodworkers, Blowers
Exhaust Fans
Disc Fans and
Ventilating Apparatus

Write Dept. 37 for particulars.



No. 200 Silent Bench Blower

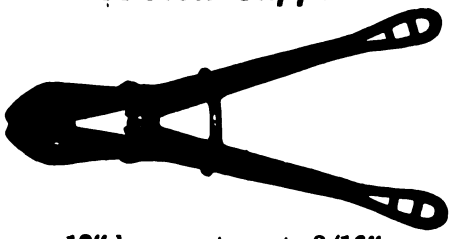
An ideal hand blower. Equipped with New Departure Ball Bearings, insuring smooth running with friction reduced to a minimum. Cut steel gears. Fan design conforms with most modern practice.

Just the equipment for a small forge.

BUFFALO FORGE CO. - Buffalo, N. Y.

PORTER'S
New Easy Bolt Clippers

Look!
A New Clipper



12" long; cuts up to 3/16".

The low price will sell it over the counter. No tool kit complete without it.

Ask your jobber for
Porter's No. 1855 Clipper

SALES OFFICES:
Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Rankin & Cox, Newhouse Bldg., Salt Lake City
Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colo.

H. K. PORTER - Everett, Mass.



Cut Your Gauge Glasses

The Sure and Easy Way

A slight thumb pressure does the trick—with
Wilkins Gauge Glass Cutter

GEO. H. WILKINS COMPANY, 180 N. Market St., Chicago

Western Representatives, SPRAKE SALES CO., Inc.

Prentiss N. Rice	F. H. Chown	C. E. Wood
506 Charles Bldg.	1121 Gasco Bldg.	202 Postal Tel.
Denver	Portland	San Francisco

G. T. Sprake, 216 Higgins Bldg., Los Angeles

CONCRETE MIXERS



Store and Factory Trucks, Wheelbarrows, Scrapers, Hand Carts, Casters

LANSING COMPANY, SAN FRANCISCO

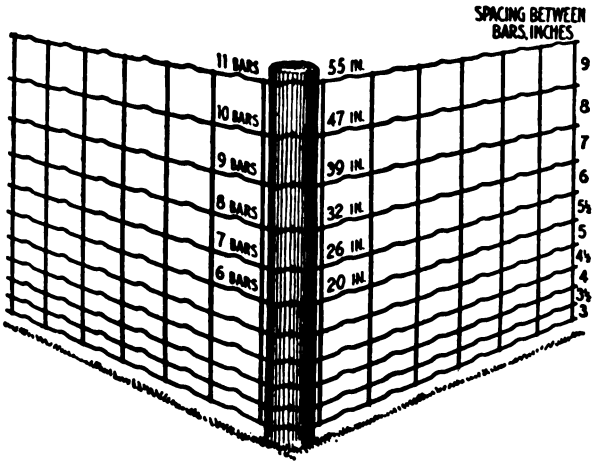
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"Pittsburgh Perfect"

Electrically Welded

Farm Fencing

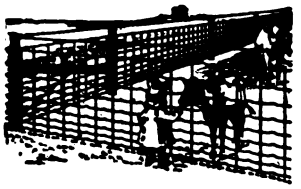
Maximum strength, durability and appearance are combined in this one-piece fence fabric. Electrically welded at every joint, thus eliminating wraps, twists and ties that add weight and hold moisture. Made exclusively of our own Open Hearth steel, heavily galvanized. A perfected fencing; **every rod guaranteed.** Designs and heights to meet every need. Write for Catalogue.



Pittsburgh Steel Company

GENERAL OFFICES: PITTSBURGH, PA.

Pacific Coast Office
359-363 Monadnock Bldg., San Francisco, Cal.



Distributors of "Pittsburgh Perfect" and "Columbia" Wire Fencing

Dunham, Carrigan & Hayden Co. San Francisco, Cal. Northern California and Nevada

Whiton Hardware Company Seattle, Wash. Washington and Oregon

SAGER CHEMICAL PROCESS AXES

AND

BULL DOG LOGGING TOOLS

Recognized all over the United States as the BEST money and skill can produce

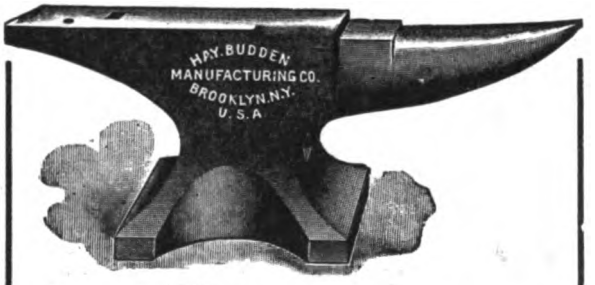
WRITE FOR CATALOGUE

HIGHEST HONORS AWARDED BY

GRAND PRIZE GRAND PRIZE

WARREN AXE & TOOL CO, WARREN, PA. U. S. A.
DAILY CAPACITY 2800 AXES AND LOGGING TOOLS

HAY-BUDDEN Solid Forged ANVILS



YOUR JOBBER WILL SUPPLY YOU WITH THE OLD RELIABLE

GENUINE Hay-Budden Anvil

Hundreds of thousands in use and giving perfect satisfaction.

A LOOSE FACE IMPOSSIBLE

FULLY GUARANTEED

WESTERN SALES REPRESENTATIVES

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Rankin & Cox, Newhouse Building, Salt Lake City, Utah
Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colo.

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THRIFT *is in* THE SADDLE

The day of the easy dollar is gone. Thrift is uppermost and —

Our Guaranteed Perfection Economy Cobbler is the one article to put into the home.

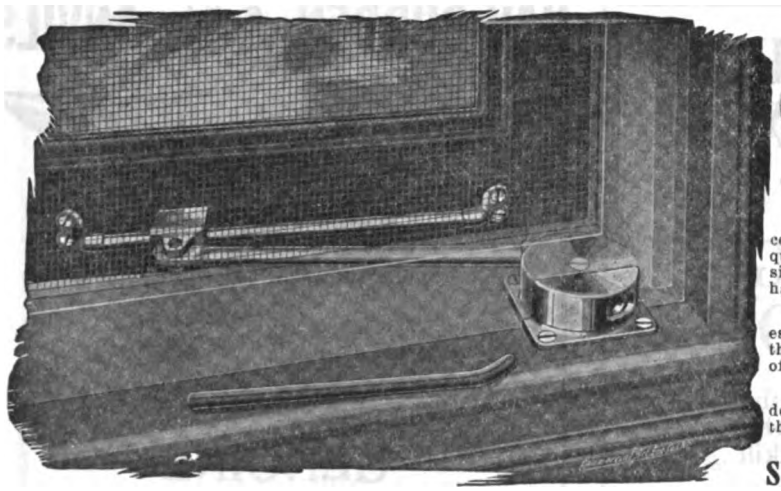
It is the Guaranteed Perfection Economy that takes the stitch in time and saves the proverbial nine.

Holds a full complement of lasts, stands, tools and findings, and enables the head of the house to make his own repairs on the family footwear.

Mr. Merchant, you should stock this Cobbler Set. It sells readily and at a good profit to you.

THE FATE-ROOT-HEATH COMPANY, Plymouth, Ohio

Western Sales Representatives, H. D. TYLER & CO., 4th Floor Higgins Bldg., Los Angeles, Cal.
512 Pacific Bldg., San Francisco, Cal. 874 Holladay Ave., Portland, Ore.



Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

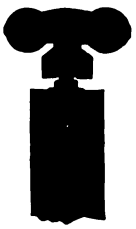
For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

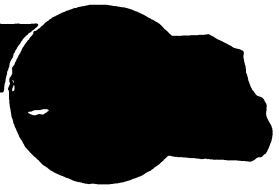
Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.
550 W. Lake Street, Chicago



WAGNER Door Hangers and Tracks



Roller Bearings

Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade. Write for catalog showing entire line.

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa

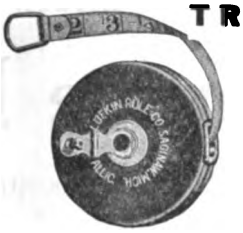
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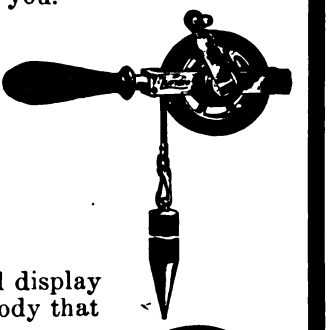
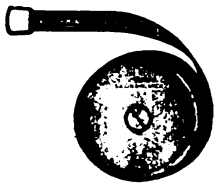
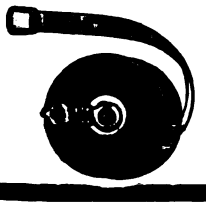
Did You Ever Feature Measuring Tapes?

YOUR MARKET WILL SURPRISE YOU—THEY HAVE A THOUSAND USES

There's a tape for everybody, from farmer to professional man; of a style and price that fill the bill for each. There's a good margin for you.

TRY IT OUT

We will supply cuts for your printer, and colored display cards for your store that will talk tapes to everybody that comes in.

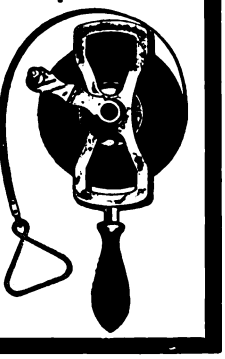
We have a tape display case carrying just the assortment every hardware merchant needs.

YOU WILL FIND THE DEMAND IS FOR

LUFKIN TAPES

THE RECOGNIZED STANDARD FOR YEARS

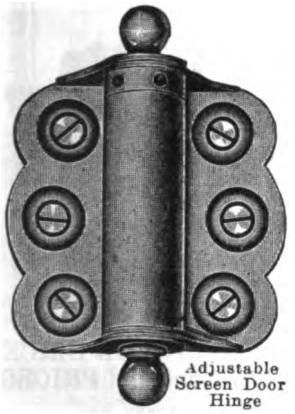
Send for Catalogue. Ask Your Jobber's Salesman



New York Windsor, Ont. **THE LUFKIN RULE CO.** Saginaw, Mich.

SHELBY SCREEN DOOR HARDWARE

WE ALSO MAKE


Adjustable Screen Door Hinge

Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. **Ask for catalog today.**

The SHELBY SPRING HINGE CO.

SHELBY, OHIO, U. S. A.

COAST REPRESENTATIVES

POND HARDWARE CO., Los Angeles, Cal.

D. L. HERMAN, Seattle, Wash.

There Is a Difference in Washers



Just as in an other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

Annealed Rivet Burrs **Fellow Plates**
Sheared and Punched Plates

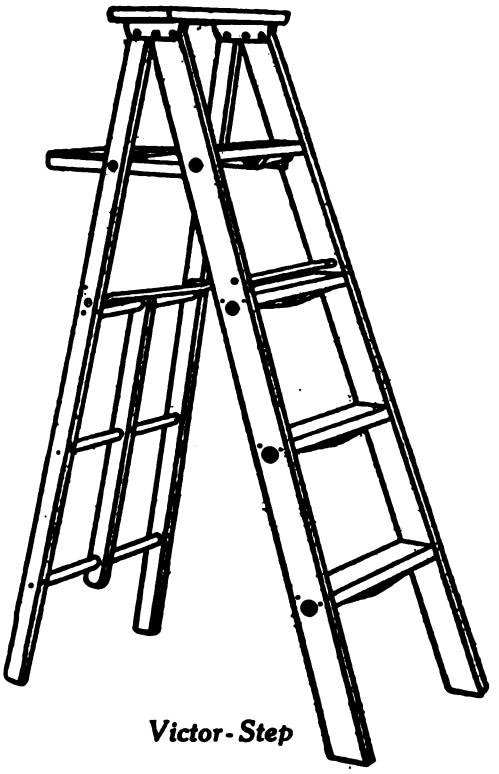
PROMPT SHIPMENTS

Wrought Washer Mfg. Co.

Milwaukee, Wis.

Coast Representatives,
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.; Denver, Colo.

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Victor-Step

W. W. BABCOCK CO.

MANUFACTURERS

BATH, N. Y.

Spruce Ladder

Your life depends on it. Why not get the best?

Get a Babcock Spruce Ladder and be sure there is none better.

Made in all styles for every need.

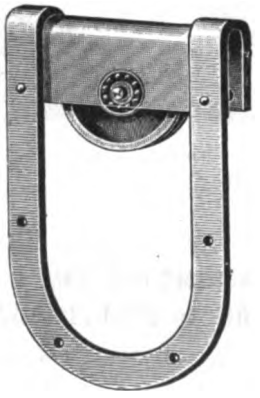
Light, strong and durable.

We want a dealer in every town.

Write for Latest Reduction in Prices

W. W. BABCOCK CO., Bath, N. Y.

Lane's Special Barn Door Hangers



SPECIAL

These Hangers have U-Shape frame, the form of the original Lane. The wheels are completely covered and will run on any length of track.

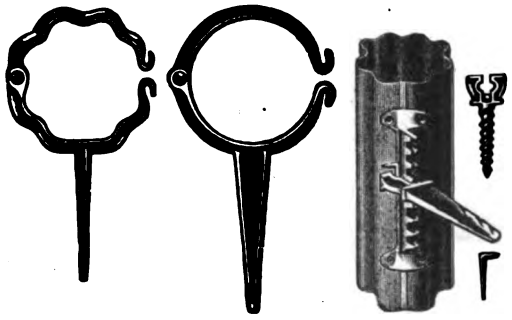
Sold by the hardware trade everywhere.

Manufactured by

LANE BROTHERS COMPANY

River Street, Poughkeepsie, N. Y.

Berger's Hooks and Pipe Fasteners



MANY STYLES FOR WOOD OR BRICK
SEND FOR CATALOG No. 9 and PRICES

MADE BY



BERGER BROS. CO.

Office, 229-231 Arch Street
Store, 237 Arch Street
Warerooms and Factory,
100-114 Broad Street
PHILADELPHIA

Manufacturers Tinners' and Roofers' Supplies

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"They Sell Because They Help"

Manufacturing standards in the metal working trades have become far more exacting today than they were two years ago Employees are required to do more work—and do it more accurately—to increase output with less spoilage.

Starrett precision tools help the mechanic to meet these higher standards.

Workmen today are not spending their money quite so freely as during the war years. They are buying only what they need.

But they will buy Starrett Tools. Because Starrett Tools "help."

Write for Booklet—"The Tools Mechanics Buy"

THE L. S. STARRETT CO.
The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.



42-210

Sell Starrett Tools

FACTS
Worth Remembering



In ordering Window or Fly Screen Cloth from your Jobber don't forget these vital facts:

The amount of **service** and **satisfaction** your customers get out of Screen Cloth depends almost entirely upon the materials used and the methods employed in the making. The label which identifies every roll of the "Perfect" Screen Cloth is your guarantee of the best materials, accurate mesh, the proper width and a full 100 lineal feet to every roll.

That's why dealers buy all of our wire products, Screen Cloth, Hardware Cloth, Poultry Netting, Fly Traps, etc.

Please Order Through Your Regular Jobber

Manufactured by

***The* LUDLOW SAYLOR WIRE CO.**
ST. LOUIS, MO.

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HERCULES COLD SODER

THE METAL MENDER



Mends any leak in any metal quickly and permanently, without heat or acid. Just apply Hercules Cold Soder, a semi-liquid, from tube, covering hole or crack. Fixes household utensils, brass, granite, aluminum-ware, pipes, gasoline tanks, auto radiators or cylinders. Finds popular sale. National advertising is intensifying demand. Ask your jobber. Write for booklet.

HERCULES PRODUCTS CO.

Dept A COUNCIL BLUFFS, IA.

AMERICAN MERCANTILE CO., 510 Battery Street, San Francisco, Calif., Export Representatives

AMERICAN SEAL PAINTS *and* CEMENTS

"MAKE GOOD"

WITH YOU AND YOUR CUSTOMERS

STAND FOR

QUALITY and DURABILITY



WRITE US FOR DEALER'S PROPOSITION

MANUFACTURED BY

The Wm. Connors Paint Mfg. Co.

1852 TROY, N. Y. 1921

NORCROSS GARDEN CULTIVATORS



Growing in Demand Every Day

Sell one to a customer—and you get his next door neighbor.

Comes in (8) sizes, 5-PRONG, 3-PRONG and MIDGET, suited to both Men and Women.

The "NORCROSS" is Distinctively a "Quality" Line.

Handsome in appearance and built to give long Service and Satisfaction.

You'll enjoy selling them because of their wonderful efficiency—and because you can confidently recommend them.

More than 300 Jobbers carry the "NORCROSS" Line



Manufactured by

C. S. NORCROSS & SONS

Bushnell, Ill.

Distributed by

LEADING HARDWARE JOBBERS EVERYWHERE

"EASY EMPTYING" Grass Catchers



"Favorably known the world over" now made with

Re-Inforced Non-Slipping Bottom

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 20.

Write for it

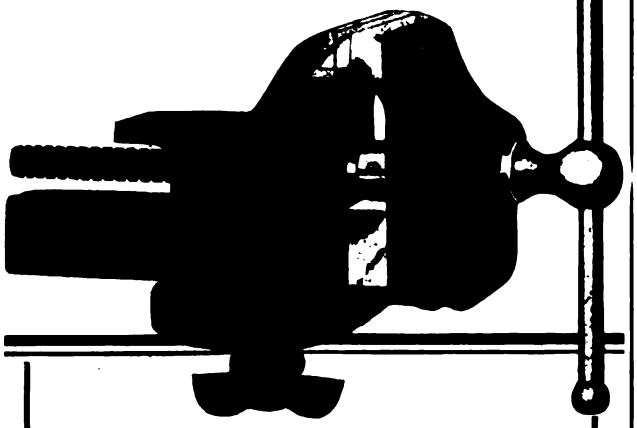
SOME OF OUR PACIFIC COAST JOBBERS

California Hdwe. Co.
Union Hardware & Metal Co.
Hoffman Hdwe. Co.
Harper & Reynolds Co.
Failing-McCalman Co.
Marshall-Wells Hdwe. Co.
Holley-Mason Hdwe. Co.
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Honeyman Hdwe. Co.
Jensen, King, Bird & Co.
The Schaw-Batcher Co.
Schwabacher Hdwe. Co.
Seattle Hardware Co.
The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.

THE SPECIALTY MFG. CO., St. Paul, Minn., U.S.A.

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PRENTISS



Prove It At Our Expense

We have always said that vises can be made as fast moving stock as anything in your store.

To prove this we have had constructed handsome sales boards which keep PRENTISS VISES always before the eyes of your customers.

Without Cost to you, one of these sales boards will be sent with your order for $62.50 (less the usual discount) worth of vises. It will prove how easily PRENTISS VISES sell.



Ask Your Jobber or write

to

PRENTISS VISE COMPANY

106-110 Lafayette Street

NEW YORK

"On the Bench Since 1868"



It's like a third hand that applies the right amount of the right kind of flux at the right time.

Why *a Kester Solder Sale Means a Succession of Repeat Orders*

Solder business grows fast when you sell a solder of which you can truthfully say, "all you need is this solder and heat—*no flux.*" There is just one such solder—

KESTER WIRE SOLDER

(FLUX IN POCKETS)

The drawing above tells the simple story of soldering without separate fluxing. The scientifically prepared acid flux is contained in small pockets located at the center of the genuine tin-and-lead wire. Just before the solder is melted the flux is released—result: exactly the right amount of flux at the right time, producing a hold-fast bond every time.

You'll know why every Kester sale brings repeat orders when you try a free sample of this solder. Just send the coupon. When you see how "self-fluxing" cuts soldering time in half, you'll decide to *let this better solder build a profitable solder business for you.*

Sold in one lb. cartons, and on one, five and ten lb. spools.

CHICAGO SOLDER COMPANY
4229 Wrightwood Ave., Chicago

Direct Factory Representatives:
The Faucette-Huston Co., Chattanooga, Tenn.
Louis J. Ziesel Co., 216 Market St., San Francisco

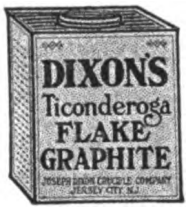
Free Trial Coupon

CHICAGO SOLDER COMPANY HW 11-21
4229 Wrightwood Avenue, Chicago, Illinois.

Gentlemen: Please send me a free sample of Kester Acid-Core Wire Solder.

Name .....
Company .....
Address .....
City..... State.....
Our Supply House is.....

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DIXON'S
Ticonderoga Flake Graphite

is recognized the world over as the standard lubricating graphite.

It has many applications as a lubricant for cylinders and valves. Also used for coating gaskets and packing.

Thousands of dealers consider Dixon's Ticonderoga Flake Graphite indispensable to their stock—a 90 year reputation has built up a steady demand for it.

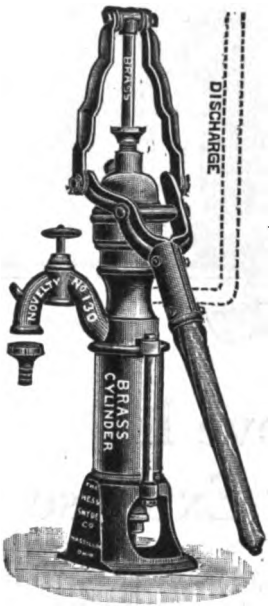
Can you supply your customers when they ask for it?

Write for Booklet No. 230C and prices.

Made in JERSEY CITY, N. J., by the
JOSEPH DIXON CRUCIBLE COMPANY

Established 1827

GET IN A SUPPLY OF
NOVELTY FORCE PUMPS
And treat your customers to the best.



(No. 130)

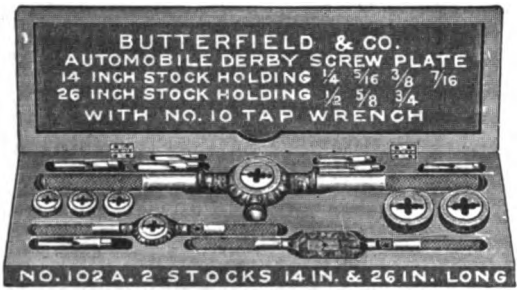
We are the manufacturers of the original 'Novelty' Pump for **WELLS** and **CISTERNS**. Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

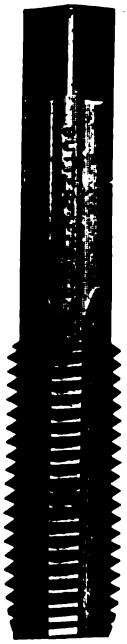
Don't delay—write for circular and special prices at once!

THE HESS-SNYDER CO., Massillon, Ohio

The name of "BUTTERFIELD" on any tool
Is a Guarantee of Accuracy, Service and Long Life



Automobile Screw Plate No. 102-A shown herewith, is one of the most popular sets on the market, and for this reason, one of the easiest to sell.



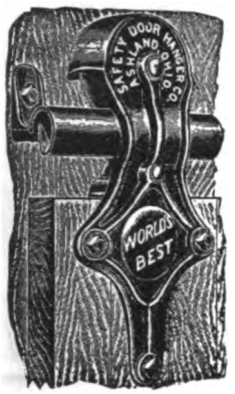
Send for a copy of our new Catalogue No. 18, which shows the complete line of Butterfield Tools — **Taps, Dies, Reamers, Reece's and Derby Screw Plates**—the finest and most profitable line any jobber could possibly handle.

BUTTERFIELD & CO., Inc.
DERBY LINE, VERMONT

CHICAGO STORE,
11 South Clinton Street.

PACIFIC COAST REPRESENTATIVE,
John F. Kegley, Lankershim, Cal.

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YOU ARE RIGHT IN RECOMMENDING
"WORLD'S BEST" IN NAME AND FACT

World's Best Tubular Track

Barn, Factory and Warehouse Door Hanger

EXCLUSIVE FEATURES

Frame is best grade malleable iron

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the Easiest Running Hanger on the market.

Packed one pair in box complete with bolts: one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you, we will.

THE TOPPING MFG. CO.

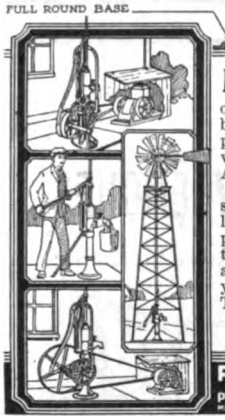
For 18 Years Safety Door Hanger Co.

ASHLAND, OHIO, U. S. A.

MYERS DEFIANCE COG GEAR PUMP STANDARDS

OPERATE 33⅓% EASIER





DO you want to cut down the number of styles of Pump Standards you have been carrying in stock? Every place a pump standard is needed can be filled with a MYERS Easy Operating DEFIANCE COG GEAR PUMP STANDARD.

Strong enough to outlast two ordinary stands, with proper care; for either shallow or deep wells. It will not only prove to be a big favorite with your trade, but will, through its improvements and service, enable you to concentrate your efforts on a single style of Stand—The MYERS DEFIANCE.

Ask your jobber or write us direct.

F.E.MYERS & BRO. Ashland, Ohio.
MANUFACTURERS OF
PUMPS FOR EVERY PURPOSE · HAY TOOLS · DOOR HANGERS
MILWAUKEE · ST. LOUIS · CEDAR RAPIDS · HARRISBURG · KANSAS CITY · ALBANY · NEW YORK

IMPROVED COBBLER SETS



Carry our IMPROVED line and watch your sales increase. We illustrate here some of our best sellers.

Write for latest catalog and price list.

Star Heel Plate Co.

Louis Sacks, Inc.

357-391 Wilson Ave., Newark, N. J., U.S.A.

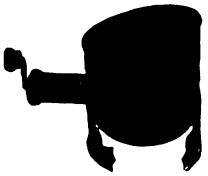




Improved Economical

Improved Family

Improved Combination No. 1



Sectional View Showing Construction

GENUINE HUNTER'S SIFTER

Standard of the World Since 1880

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO.

Bender Street **Hamilton, Ohio**

DI-MEL-INE

PAINTS · STAINS · ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. RETAILS 25 CENTS—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

Dealer's Assortment (30 doz.).....$54.00
Jobber's Assortment (12 doz.)..... 21.60
Open Stock, all colors, per gross..... 21.60

2% Freight allowance, F.O.B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MONTAUK PAINT Mfg. Co.

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Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

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THE WORLD'S STANDARD

Highest Quality Steel Handled Hammers
Guaranteed First-Class in Every Respect

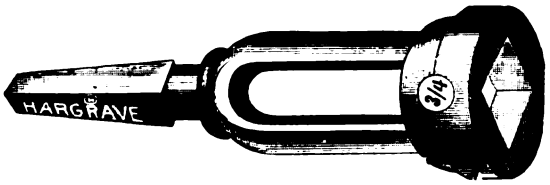
The David Maydole Hammer Co.
NORWICH, N. Y., U. S. A.



HARGRAVE

STANDARD BRACE WRENCHES

They satisfy the most particular mechanic



To fit all sizes of U. S. Standard Square and Hexagon Nuts, Cap Screws, Set Screws and Lag Screws.

Absolutely accurate, strong and durable.

Our new catalog shows a complete line of these and a hundred other "QUALITY TOOLS"

THE CINCINNATI TOOL CO.
Cincinnati, Ohio

Carlson & Frahm, Pacific Coast Representatives
268 Market Street, San Francisco
1242 W. 36th Street, Los Angeles



Made in five sizes—4, 6, 8, 10 and 12-inch. And made of drop forged steel, carefully pack hardened with a jaw of special steel of high tensile strength. Fully polished or semi-finished. FULLY guaranteed.

The Wrench Mechanics Choose

Put this wrench in a mechanic's hand. He'll immediately sense its advantages. The scientifically designed curved handle, which so conveniently fits his hand is more comfortable—it affords a firmer grip—and prevents the hand from slipping. Also of inestimable value for working in hard-to-get-at places.

Another improvement found only on Bergman's Queen City Adjustable Wrench is the greatly strengthened tongue or web of jaw, which insures even distribution of strain over every part of the wrench.

Write for Catalog and Quotations

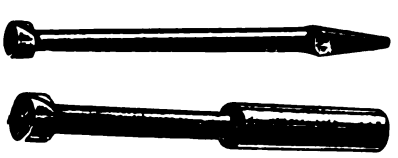
BERGMAN TOOL MANUFACTURING CO.
BUFFALO, N. Y.

C. W. Gause Co., 693 Mission St., San Francisco, Cal.
Pacific Coast Representatives

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work

SPECIALLY ADAPTED FOR HARDWOOD WORKING



The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.

Enquire of Your Hardware Jobbers, or Write Us Direct. Supplied in Sets Write for Catalogue

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STANDARD FOR OVER 45 YEARS, and steadily improved, retaining superiority over all others. In universal demand. QUICKEST TO SELL. Easiest to apply.

BOMMER SPRING HINGE COMPANY, Manufacturers, Brooklyn, N.Y.

UNION TOOL CHESTS

Wherever there are dealers who appreciate thoroughly the relation between tools and tool chests you will find in that locality hundreds—perhaps thousands—of Union Tool Chests rendering honest services to tool owners.

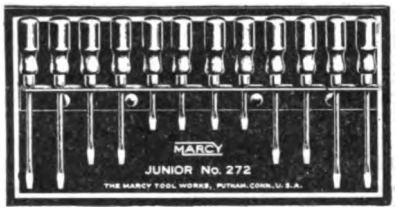


Fifty Different Styles and Sizes

Union Tool Chest Co.
105 Mill St.
Rochester, N. Y.

TRADE MARCY MARK

Junior Screwdrivers No. 272



MR. DEALER — Honest-to-goodness tool steel blades, hammer forged, hardened and tempered. Dandy Viscolac finish handles, nickel plated ferrules. One dozen assorted on rich maroon and gilt easel.

The price will not break your heart, and the sales will make you smile.

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PUTNAM, CONN.

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Western Representatives: Sprake Sales Company

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F. H. Chown, 1121 Gasco Bldg., Portland
Prentiss N. Rice, 506 Charles Bldg., Denver
C. Edward Wood, 202 Postal Tel. Bldg., San Francisco

The "Pony" Riveter

Every "PONY" Machine will set both tubular and split rivets and is the best riveter made for repairing harness.

This machine is made of malleable iron and steel and will not break if abused.

MADE BY

F. H. SMITH MANUFACTURING CO.
3047 Carroll Avenue, Chicago, Illinois
Manufacturers of
Rivet and Fastner Setting Machines



THE "PONY"

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How the Hardware Dealer Can Sell More Levels

Lots of good workmen don't feel they need a new level until they see a Sand's.

They may have a heavy iron one or a warped, wooden old timer, and they go on using it until they once get a Sand's level in their hands.

Then they buy a new level.

It pays handsomely to carry Sand's levels in stock and display them prominently.

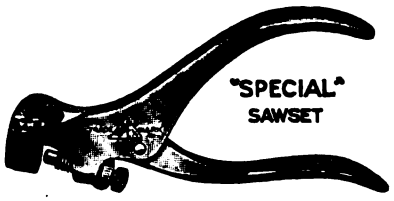
You not only get the business of the man who cannot resist buying when he sees a better level, but you get the business that goes to the mail order house when you do not stock and display levels.

You can hold all the level business with the Sand's line, for there are levels in pine, walnut and aluminum for all workmen on every kind of work. The price range covers all competition. Your jobber will be glad to supply promptly.

The following features were originated and first applied by Sand's: The walnut level, the aluminum level, the solid set spirit glasses, the plate glass lens protection for spirit glasses and the friction grip wire locaters to define exact center instantly.

Write for fully illustrated folder describing Sand's levels for accurate workmen on every kind of work.

J. SAND & SONS
4855 RIVARD ST. - - DETROIT, MICH.



The World's Standards

"SPECIAL" and "No. 1" Sawsets for hand saws not over 16 gauge.

No. 3 Sawset for Cross-cut and Circular saws 14-20 gauge.

No. 4 Sawset for "Champion," "M" and double toothed saws 14 to 20 gauge.

No. 5 Sawset for timber and board saws 6 to 14 gauge.

Nail Puller—the longest lived and easiest operated made.

Bench Stops, Hand Punches, Lead Seal Presses, Box Openers and Liquid Soap Dispensers

CHAS. MORRILL
104 Lafayette St., - - New York, N. Y.

"STAR" Expansion Bolts

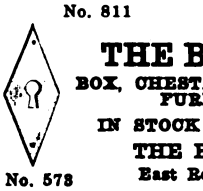
ALL THE NAME IMPLIES

Also: Sebco Screw Anchors
Sebco Toggle Bolts
Sebco Concrete Inserts
Sebco Star Drills
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STAR EXPANSION BOLT CO.
Trade "SEBCO" Mark

STOCKS AT
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BOX, CHEST, REFRIGERATOR, CABINET, FURNITURE TRIMMINGS

IN STOCK FOR PROMPT SHIPMENT

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Have proven Live Sellers wherever shown. They get the weeds out of gardens and cash into the dealer's till. Write today for catalog and prices.

J. E. GILSON CO., PORT WASHINGTON, WIS.

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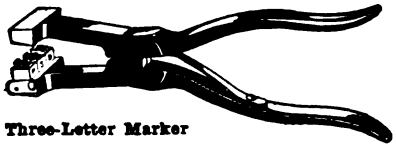
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Light—Strong—Comfortable—Compact.

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TATTOO EAR MARKERS FOR LIVE STOCK



The Only Permanent and Reliable Means for Live Stock Identification. For Hogs, Sheep, Cattle and Horses

GOOD DISCOUNTS—GOOD SELLER—REPEATS

SEND FOR OUR DEALER PROPOSITION

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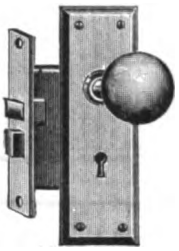
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Lockwood Locks, recognized as standard goods, are well-made, of long life and afford the users unexcelled security. The line includes locks for all purposes.

Lockwood Designs, which can be had to harmonize with every architectural style, are pleasing in design and correct in their details. The wrought designs, for low-cost houses, are particularly attractive.

LOCKWOOD MANUFACTURING CO.

Manufacturers of

BUILDERS' HARDWARE

SOUTH NORWALK, CONN., U. S. A.

F. G. HIGGIN, Pacific Coast Representative
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The Only Wrought Iron Anvil Manufactured in the United States



The body is made of wrought iron, the face of highest grade crucible cast steel.

The COLUMBUS ANVIL & FORGING CO.

Columbus, Ohio

OHLEN-BISHOP

CIRCULAR CROSSCUT BAND **SAWS** HAND COMPASS BUTCHER

Tools and Trowels

—Made by—

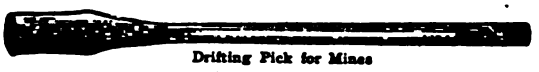
THE OHLEN-BISHOP CO.

The Master Saw Makers

Lawrenceburg, Ind. Columbus, Ohio, U. S. A.

Western Trade Supplied Thru Branches at

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Drifting Pick for Mines

NORTHERN HANDLE CO.

Manufacturers of

"POINTER BRAND"

Guaranteed Best Quality

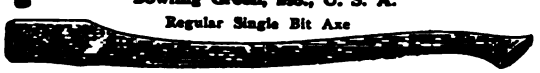
HANDLES

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Machinist's Hammer **NORTHERN HANDLE CO.** Blacksmith's Hammer

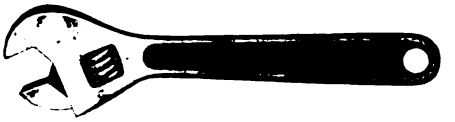
Bowling Green, Mo., U. S. A.



Regular Single Bit Axe

THE ARROW WRENCH

DROP FORGED **HEAT TREATED**



A QUALITY TOOL

An exacting standard is maintained in the manufacture of the Arrow Wrench.

When an order is placed for these tools, there is an assurance of receiving a uniformly high quality.

ARROW TOOL COMPANY, Inc., Buffalo, N. Y.

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"LENOX"

HACK SAWS



BAND SAWS



AMERICAN SAW & MANUFACTURING CO.
SPRINGFIELD, MASSACHUSETTS U.S.A.

Slaymaker Padlock
FOR AUTOMOBILE TIRE CARRIERS



The Universal Tire Carrier Lock
Anti-Rattler

Adapted for use on ALL cars. The only lock that will completely protect tires on the new tire-carrier on the Buick, Overland, Oakland, Chevrolet, Dort, Nash, Haynes, Ford, etc.

Size across case 1⅝ inches.

Inside measurement of shackle is ⅞ of an inch. Adjustable to 1½ inches, insuring a perfect fit of the lock on the tire-carrier. Diameter of shackle is ¼ of an inch.

Case—Heavy, cast brass, polished.

Shackle—Formed steel rod, black, rust-proofed.

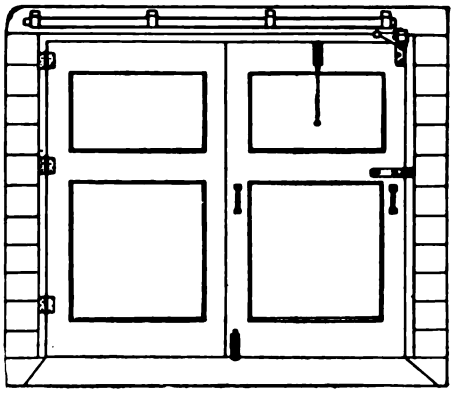
Spring lever tumblers. In many key changes. Two corrugated, nickeled steel keys with each lock. Packed, each lock in an individual box. One dozen in a container.

Made only by

FRAIM-SLAYMAKER HARDWARE CO.
Lancaster, Pa., U. S. A.

Western Sales Representatives
H. D. TYLER & CO.
4th Floor Higgins Bldg., Los Angeles, Cal.
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Sharon No. 9 Garage Set



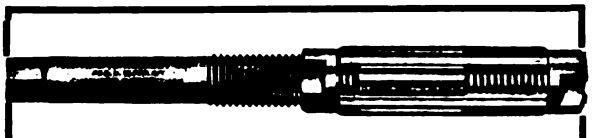
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The only hanger that can be used inside or outside, and allows the doors to fold back against the building without having costly adjusting brackets or built out arrangements.

The box track and brackets for the No. 9 are hung flat against the wall and cost very little to erect.

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Sharon, Pennsylvania



"Critchley-Six"

Expanding Adjustable Reamer. Genuine original six or five blades are made only by

CHADWICK & TREFETHEN
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Represented by CALDWELL SALES CO.
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SAMSON SPOT SASH CORD



Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes and colors, for all purposes. Carried by all jobbers.

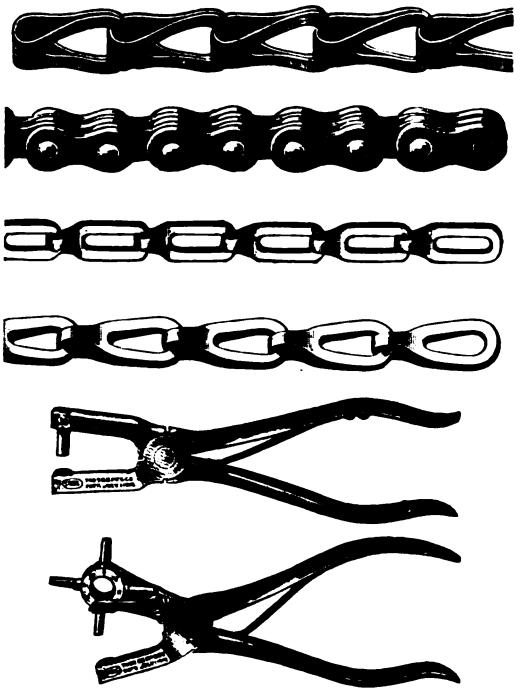
Sash Cord	Shade Cord
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Send for catalogue and samples

SAMSON CORDAGE WORKS - Boston, Mass.
JOHN T. ROWNTREE, INC., Rep.
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CHAINS and PUNCHES



THE SMITH & EGGE MFG. CO., Bridgeport, Conn., U. S. A.
"ORIGINATORS OF SASH CHAIN"

UNCLE SAM Supersteel Screw Driver

BLADE AND HEAD ONE PIECE

FERRULE IS MACHINE TURNED—NOT SPUN

GENUINE HICKORY HANDLE—WALNUT STAINED

EACH SCREW DRIVER IS INDIVIDUALLY TESTED

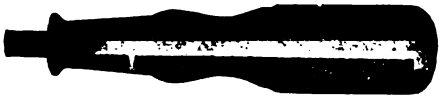


No. 100 Regular Pattern. No. 1000 Insulated Pattern
3, 4, 5, 6-inch lengths

VAUGHAN & BUSHNELL MFG. CO.
For Over 50 Years Makers of Fine Tools
2114 Carroll Ave. - - - - - Chicago

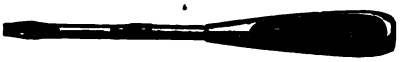
The Bridgeport Hdw. Mfg. Corp.
BRIDGEPORT, CONN.

Matchless Screw Drivers
Tempered Blade Runs Clear Through the Handle.
Red Varnished Handle



No. 93 Mechanics' Square .....2 to 12 inches
No. 94 Mechanics' Round .....2 to12 inches
No. 95 Electricians' Round, Insulated.....12 inches
No. 96 Cabinet Round .....3-16x2½ to 12½ inches
No. 97 Machinists' Square ⅜x2½, 3½, 4½, 5½ in.
No. 970 Machinists' Round .....⅜x1¾ inches
No. 99 Baby Round .....3-16x1½ inches

Hercules Knife Handle Screw Driver
Forged Steel Handle Plate, High Carbon Steel Tempered Blade, Hardwood Handle



No. 102 Round .....2 to 12 inches
No. 12 Square .....7-16x4½ inches

Challenge Plain Handle Screw Driver
Red Varnished Handle



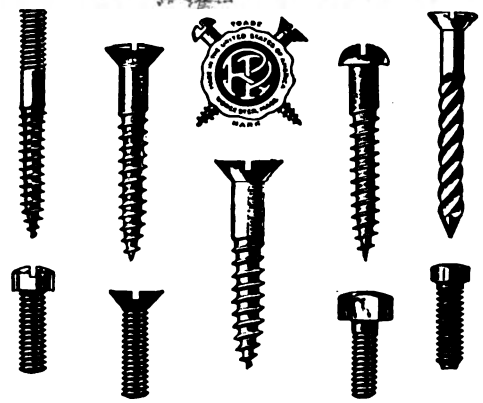
Full Tempered Blade
No. 82 Mechanics' .....2 to 12 inches
No. 84 Cabinet .....1-4 x 3½ to 12½ inches
No. 86 Electricians' .....3-16 x 2½ to 12½ inches
No. 87 .....3-16x1½ inches

Write your Jobber for prices.

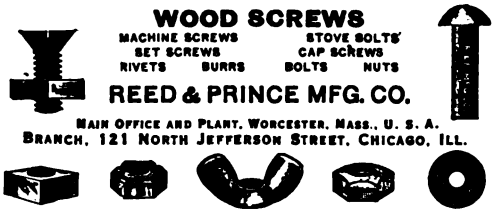
C. W. GAUSE CO.
Western Sales Agents
693 Mission St.,
San Francisco, Cal.

J. C. McCARTY
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WOOD SCREWS
MACHINE SCREWS STOVE BOLTS
SET SCREWS CAP SCREWS
RIVETS BURRS BOLTS NUTS



REED & PRINCE MFG. CO.
MAIN OFFICE AND PLANT, WORCESTER, MASS., U. S. A.
BRANCH, 121 NORTH JEFFERSON STREET, CHICAGO, ILL.

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The Goods Our Readers Buy

are principally those that are advertised regularly in our pages.

We do not believe that the advertising deserves all the credit. The goods themselves must have merit to win and hold the confidence of thousands of the most progressive dealers in this country.

However, we have noticed that the goods which have merit are generally the goods that have the benefit of advertising, also. Perhaps the advertising is an expression of the confidence and sincerity of their makers.

Our readers seem to accept that view. They consult our advertising pages as a buyer's guide when considering the addition of new lines, planning buying trips, or expecting the visits of salesmen.

Address our nearest office for further particulars.

MR. DEALER

Have you placed your Sprayer order for 1922? We want your business, and your trade wants our Sprayers.

REMEMBER

There is no other line of Sprayers so simply made or that gives better satisfaction to Dealer or user than

THE UTILITY LINE



No. 40 Portable Outfit

Write for Catalog and Prices

ALBERT LEA SPRAYER CO.
ALBERT LEA, MINN.

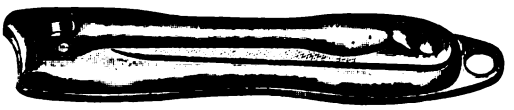


With the—
Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office 540 Hamilton Avenue, Allentown, Pa.

Gem Jr. Finger Nail Clipper



The highest perfection in the clipper art.
THE H. C. COOK CO., Ansonia, Conn., U. S. A.



THE PACKHAM
Stove Pipe Crimper and Beader

MADE BY
THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO

If Your Jobber Does Not Carry It, Write Us

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NORTHLAND SKIS—TOBOGGANS—SNOW SHOES

Every one a good seller - and profitable, too. Order early for next season—prices are down now

NORTHLAND SKI MFG. CO., 2330 Hampden Ave., St. Paul, Minn. Write for Catalog



"Red-E-For-Use"

RAZOR STROPS

Prices Guaranteed against decline to date of shipment. We have reduced our line to the very best numbers in each price. We manufacture them in large lots for stock. We can deliver the goods promptly. Write for selected standardized list and short line Quality samples.

GIBFORD MFG. CO. (not Inc.)

No. 4 Payne Av., Adrian, Mich., U. S. A.

EVERYBODY WANTS LIGHT!

Give it to them and get the profits! 400 candlepower of man-made sunshine.

"NULITE" Lamps and Lanterns

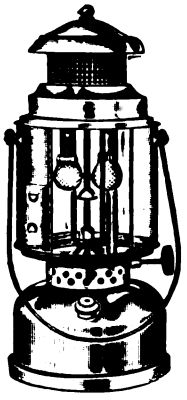
Light at the scratch of a match. Equal to 20 coal oil lamps or lanterns in brightness. Handsomely finished. Lantern can't blow out. Burn 3 hours for 1 cent. Quick, sure sellers for the coming dark days.

Write for our sales help. We pay for first ad in your local newspaper and supply extra electros free.

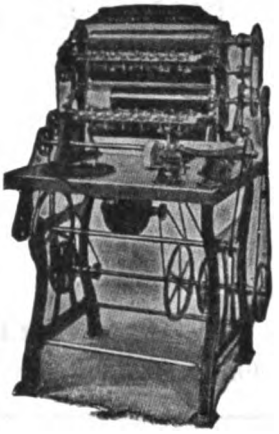
National Stamping & Electric Works

412 S. Clinton St., Chicago, Ill., U.S.A.

Western Sales Representative OMER COX, 604 Mission St., San Francisco, Calif.



After They Had Bought Ten 12 Blade Machines



we thought they would stop, but they kept on till they bought THIRTEEN and they are now negotiating for No. 14. When you can sell a firm one Twelve Blade machine and by and by they come back and buy another you know then you have sold a man an investment. When they buy 13 Twelve Blade machines you know you have. You can CON a man once but not continuously. The Hatfield is an investment—not a speculation.

Let us send you a catalogue and prices
Seven sizes. Seven prices

THE HYFIELD MFG. CO.

292 Church Street - - - New York

HONES

AMERICAN HONE CO.
OLEAN, N.Y.
LARGEST LINE OF RAZOR HONES IN THE WORLD



BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

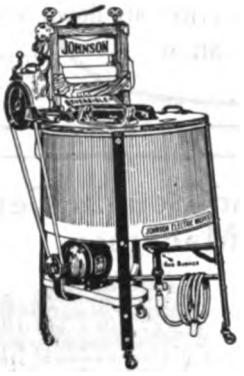
PETER BOLLER MACHINE WORKS, 122-124 N. Curtis St., Chicago, Ill.

Pacific Coast and Inter-Mountain Representatives
THAYER & BOWER
845 Monadnock Bldg., San Francisco, 320 Story Bldg., Los Angeles
Seattle and Denver



Digitized by Google

Johnson Electric Washer



The only washing machine selling at this time—WHY? Because the housewife wants a washer LOW IN PRICE—EFFICIENT and ECONOMICAL. $110 at factory.

SIMPLE and EASY TO OPERATE—COMPACT and ECONOMICAL—fits into a space 27 inches SQUARE. The JOHNSON popularity is created by satisfied owners—ASK THEM.

BOILS the water—
STERILIZES the clothes—
REDUCES TIME and LABOR—

As an INVESTMENT the JOHNSON LEADS

Sold only through leading stores carrying household appliances.

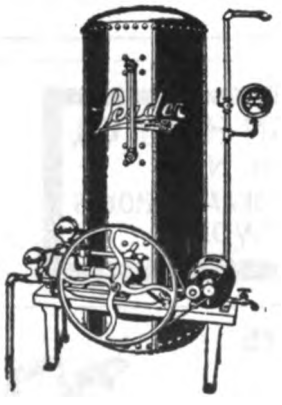
Dealers wanted everywhere. State rights open (Wash., Ore. and Cal. excepted). Write for particulars.

Johnson Electric Washer Co.

40th and Adeline Streets, Oakland — Factory and General Office

Leader TRADE MARK

WATER SYSTEMS



FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS

PACIFIC PUMP & SUPPLY CO.
853 Folsom Street
San Francisco, California
Sole Distributors

H. Roth & Sons Company

SPECIALTY HARDWARE JOBBERS

942-44-46 Mission Street
San Francisco
California

We carry factory brands only under factory labels and numbers

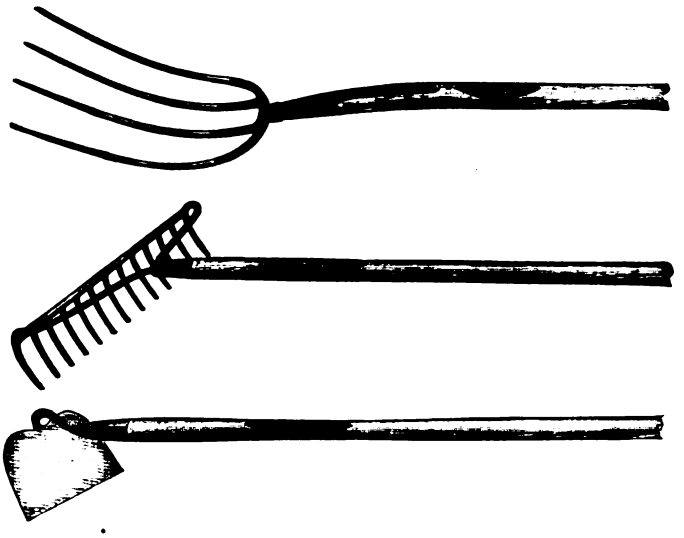
WHOLESALE ONLY

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OTSEGO BRAND STEEL GOODS

FARM & GARDEN
TRUE TEMPER
TOOLS

Otsego Brand Tools are strictly first grade and specially selected. Forged from extra quality crucible steel, oil tempered, polished hand finished and carefully tested. Handles are selected straight grain ash, polished, waxed and labeled. Ferrules are painted red.



PRICES NOW IN THE HANDS OF OUR SALESMEN
SEE HIM ON HIS NEXT VISIT

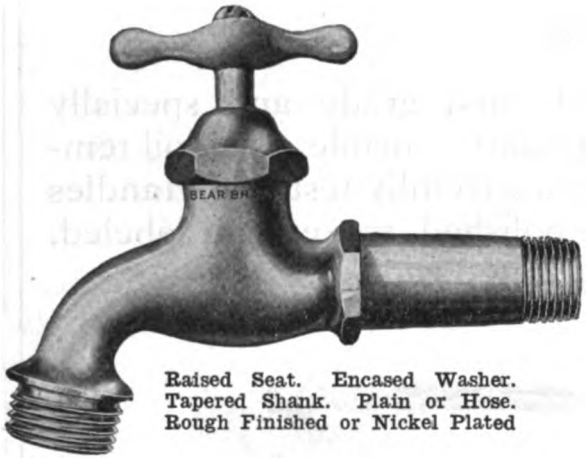
DUNHAM, CARRIGAN & HAYDEN CO.

San Francisco, California, U. S. A.

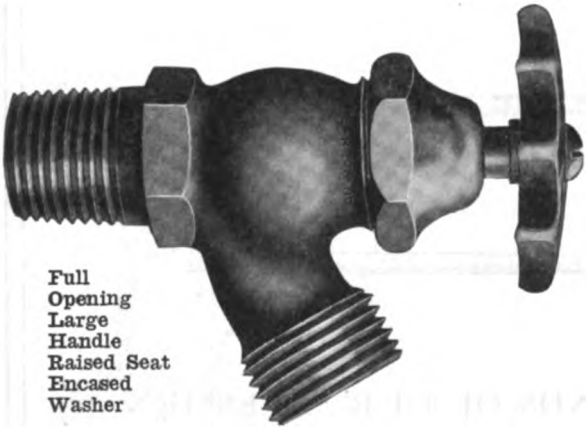
Distributors for the Pacific Coast

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BRASS GOODS
OF
QUALITY
Made on the Pacific Coast
For the Plumbing and Hardware Trade



Raised Seat. Encased Washer.
Tapered Shank. Plain or Hose.
Rough Finished or Nickel Plated



Full
Opening
Large
Handle
Raised Seat
Encased
Washer

Standard Brass Casting Co.

Main Office and Factory
Oakland, Calif.

Sales Office
823 Monadnock Bldg., San Francisco

M. W. WUESTHOFF
Sales Mgr.

The Retailer Who Was "Out" When Your Salesman Called

will be "in" when the postman hands him this copy of the "Hardware World."

If your advertisement was here where it could attract his attention, you might be "in"!

One of the great advantages of ADVERTISING IN OUR PAGES is the facility for reaching live merchants everywhere, following up and reinforcing the work of your travelers.

It would pay you to be represented regularly in the advertising columns of our publication which is read every issue by the really live merchants in Hardware, Housefurnishing, Sporting Goods and Accessory and kindred industries.

If you ever get any increase of business, you must get it from these very people.

Write us for further particulars.

Hardware World

Digitized by Google

STILETTO
REG U.S. PAT. OFF

The STILETTO Mark on a Tool Is a Guarantee that it is the Best of Its Kind Made

STILETTO *Tool Cabinets*



Assortments Ranging in Price from $200 to $15

THE GUARANTEE—Replacement will be made free of charge on all STILETTO Tools that may prove defective—the only condition being that defective tools must be returned to us.

BAKER, HAMILTON & PACIFIC CO.

San Francisco, California

STILETTO
REG U.S. PAT. OFF

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PURE MANILA ROPE

"Seaport" Brand



TRADE MARK

"Seaport" is a Pure Manila Rope with Government Standard Strength Requirements for Manila Rope. It is proper rope for Hardware Store trade, where a manila rope is desired.

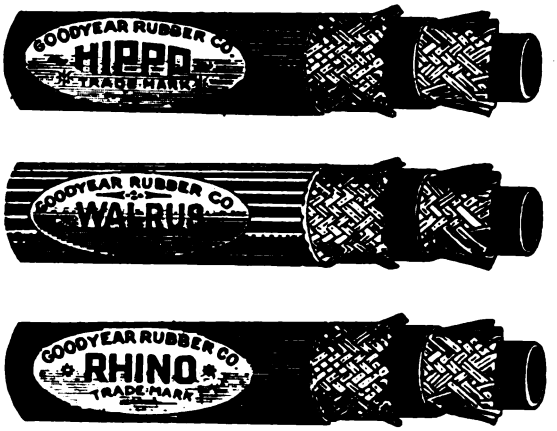
Ask your Jobber for this Rope.

THE PORTLAND CORDAGE COMPANY

Portland, Oregon . . . Seattle, Washington

GARDEN HOSE

THE BRANDS OF GARDEN HOSE WHICH INSURE QUALITY



INSIST UPON THESE BRANDS AND YOU GET THE BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.

539 Mission Street
SAN FRANCISCO, CAL.

Nos. 61, 63, 65, 67 Fourth St., & Pine St.
PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

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Push VERIBEST Lines For VERIBEST Results

Hardware of Guaranteed Merit, from a House Famous for Its Service.

Tools
General Hardware
Automobile Accessories
House Furnishings
Sporting Goods
Cutlery
Phonographs
Phonograph Records

Wholesalers—Jobbers

Strevell-Paterson Hardware Co.
SALT LAKE CITY

HONEYMAN Hardware Company

Park and Glisan Streets, Portland, Oregon

SELBY
BLACK LOADED SHOT GUN SHELLS
GUNS AND AMMUNITION
GAS AND OIL HEATERS
HEATING STOVES
ANDIRONS, FIRE SCREENS
FIRE SETS, SPARK GUARDS
BASKET GRATES
OVERLAND WAGONS
EXPRESS WAGONS
VELOCIPEDES, HAND CARS, BARROWS, ETC.

A. M. HOLTER Hardware Company

Helena, Montana

Established 1867

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

HOLTER Hardware Company

Spokane, Wash.

WHOLESALE ONLY

Auto Accessories

Plymouth Rope
Automatic Washers
Sargent Hardware
Acme Paints
Rawlings Sporting Goods
Peninsular Line Furnaces, Ranges and Heaters
Schuttler Wagons
Mill, Mining and Logging Supplies

Prompt, Courteous Service

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Service—Equal to the best

Merchandise—of dependable quality

These two outstanding features are responsible for our exceptional development.

We solicit your patronage.

"Everything in Hardware"

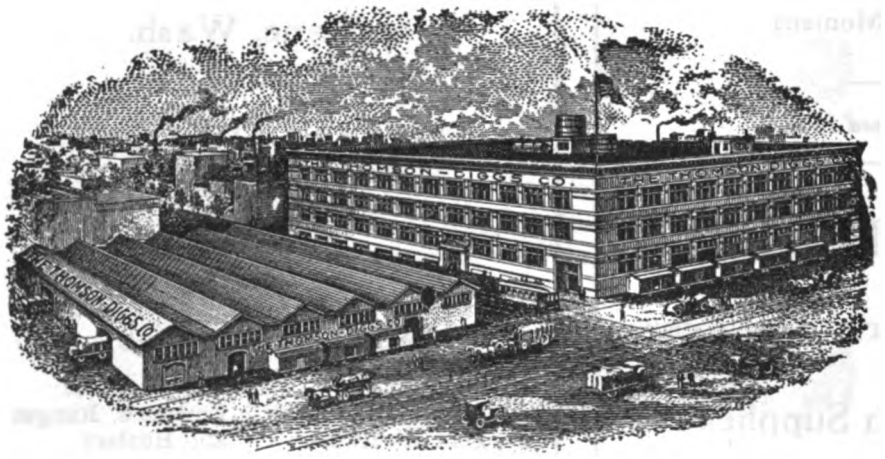
Salt Lake City
Utah

The Salt Lake Hardware Co.

Pocatello
Idaho

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

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1880 **FORTY-ONE YEARS** 1921

EXCLUSIVE AGENTS TO THE WESTERN TRADE

ARROW BRAND

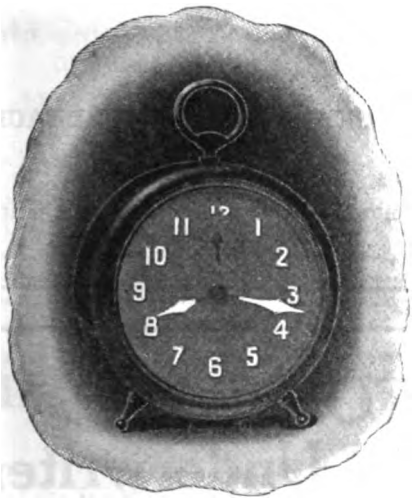
CUTLERY

ADOLPH BLAICH, Inc. - - **693 Mission Street, San Francisco, Cal.**

Wholesale Only *Samples and Prices on Request*

The New Haven Brownie

TELLS THE TIME DAY AND NIGHT



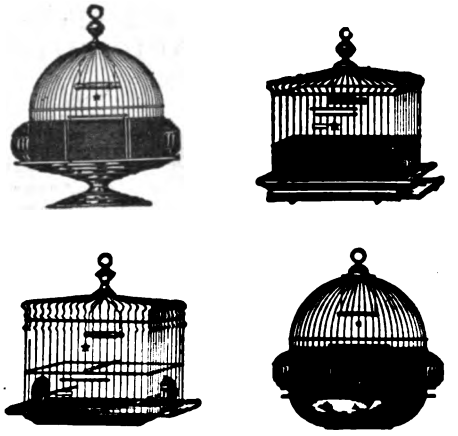
FULL RADIUM WHITE DIAL
ONE DAY INTERMITTENT ALARM

Height, 4 inches. Dial 2¼ inches.
Alarm rings for 5 minutes, intermittently in 20-second intervals. Has silent switch. Case, seamless brass, heavily nickel plated. A compact, strongly made, attractive little clock.

MORGAN & ALLEN CO.
150 Post Street, San Francisco, California

O. LINDEMANN & CO.

35 and 37 Wooster St., New York *Established 1863*



Manufacturers of JAPANNED, BRASS and TINNED WIRE

Bird Cages and Cage Sundries

A. L. Conger, 703 Market Street, San Francisco, Cal.
Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash.,
Representative for Washington, Oregon, Idaho, Utah, Montana and British Columbia

STOVE & FURNACE REPAIRS

Welding for All Makes Repairs and Wicks for New Perfection and Puritan Oil Stoves and Heaters

JOBBERS **MYER S. RUBENS** WHOLESALERS

PLATERS Gold, Silver, Nickel, Bronze, Copper, Brass, Blue and Gun Metal Oxidizing PLATERS

GALVANIZING RESILVERING RETINNING

Demountable Rims, Etc. Head and Spot Lights Milk and Ice Cream Cans, Etc.

Silver Ware Refinished
1009 W. FIRST AVE. Also Rented for Weddings, Banquets, Etc. SPOKANE, WASH.

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LET YOUR FALL ORDERS
FALL OUR WAY

YAKIMA
Hardware Company
YAKIMA, WASH.

Wholesale

JOBBERS OF STANDARD LINES OF
HARDWARE AND AUTOMOTIVE
EQUIPMENT

Orders Filled Same Day as Received



Prompt Courteous Service

A Word About

Stove Repairs

Established over 20 years in this section has enabled us to carry a stock of STOVE REPAIRS unequaled in this great Northwest.

We have gone beyond this—

Our ever increasing demand for STOVE REPAIRS has made it necessary for us to build and operate an adequate manufacturing plant, resulting in SUPERIOR CASTINGS, INCREASED EFFICIENCY and BETTER SERVICE.

We solicit orders thru Dealers and cater to the Jobbing Trade.

SPOKANE STOVE & FURNACE REPAIR WORKS
Incorporated
MAX RUBENS M. M. RUBENS J. I. RUBENS
SPOKANE, WASHINGTON

WASHINGTON
Hardware and Implement Underwriters
OF
SPOKANE, WASHINGTON

IS CONDUCTED BY HARDWARE AND IMPLEMENT DEALERS FOR THEIR SOLE BENEFIT AND PROTECTION

INSURES Stocks of Merchandise, Store and Warehouse Buildings, Dwellings and Household Goods for Hardware and Implement Dealers.

SAVINGS FOR 1921

60% OF PREMIUMS

This is for you if a member of your State Hardware or Implement Association.

An inquiry addressed to

E. E. LUCAS, Secretary

will bring full particulars by return mail.

Digitized by Google

FOR OVER FIFTY YEARS THE NAME **E. A. BERG** HAS STOOD FOR



Highest Quality on Tools and Razors

We are the Western States Representatives for this HIGH GRADE LINE. We can now make prompt shipment of Pliers, Plane Irons, Chisels and Razors.

We are also sole American Representatives for the famous (KRON SAGER) SWEDISH HACK SAW BLADES, the HIGHEST QUALITY BLADES MADE, AT PRICES NO HIGHER THAN ORDINARY BLADES.

Write for Prices

BENSON IMPORTING CO., 620 South Hill Street, Los Angeles, California



THE ONLY GENUINE **AL WILSON**

- SPINNERS
- BASS SPOONS
- CONNECTING LINKS
- With the Safety Catch

Famous from Pacific to Atlantic for workmanship and material.

Order through your jobber Write us for catalog

AL WILSON CO., Williams Building, San Francisco

A good Profit for you.

Write for prices.



EVERY FISHERMAN NEEDS

Hall Automatic Gaff

Only Practical Gaff Made.

Weight, 20 oz.; Length 17 in.

Hall Automatic Fish Spear and Gaff Co.

IONE, WASH.

Fire Losses Have Increased 46%

Are You Prepared? Are Your Policies Written Correctly?
Is Your Coverage Complete? Are You Fully Insured?

Let Us Audit Your Policies
Write Us Today!

CHAS. A. McKENZIE, Manager

(Complete Insurance Service)

PACIFIC COAST DEPARTMENT

Retail Hardware Mut. Fire Ins. Co. Of Minnesota

Hardware Dealers Mut. Fire Ins. Co. Of Wisconsin

Minnesota Implement Fire Ins. Co.

PRESENT SAVING **50%** For Thirteen Consecutive Years

Licensed in Pacific Coast States

Assets Over $4,000,000
Insurance in Force, $300,000,000

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MANGRUM & OTTER, Inc.

827-831 Mission Street, San Francisco, Cal.

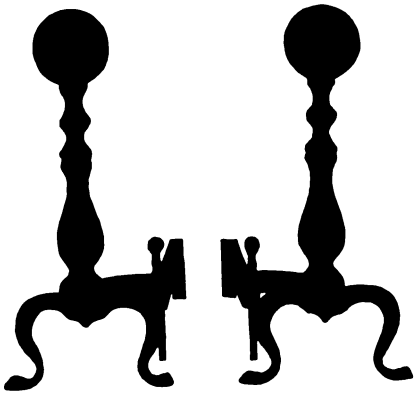
TILE, MANTELS AND FIREPLACE ACCESSORIES

THE PEERLESS DOME DAMPERS

ASH PIT DOORS

FIRE SETS

ANDIRONS



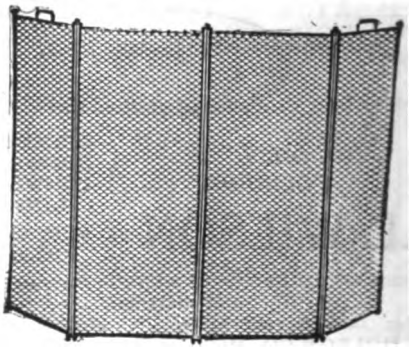


PORTABLE BASKET GRATES

ASH TRAPS OR DUMPS

SPARK GUARDS

FOLDING SCREENS



The Schaw-Batcher Co.

SACRAMENTO, CAL.

WE OFFER YOU

Hardware
Tinware
Enamelware
Ammunition
Builders' Hardware

OF DEPENDABLE QUALITY

PROMPT AND EFFICIENT SERVICE

Thompson Adjustable Sprinkler Head



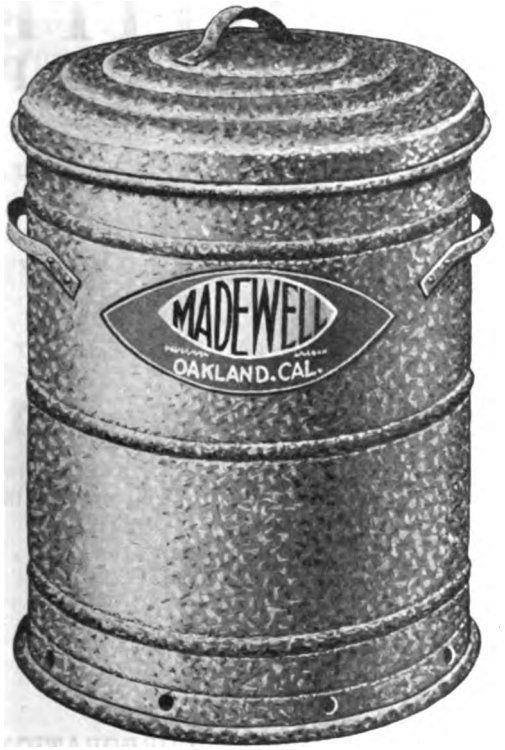
Sold Through the Jobbing Trade

Thompson Manufacturing Company

East Eighth and Santa Fe Ave.

LOS ANGELES

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TRADE MADEWELL MARK

Garbage Cans

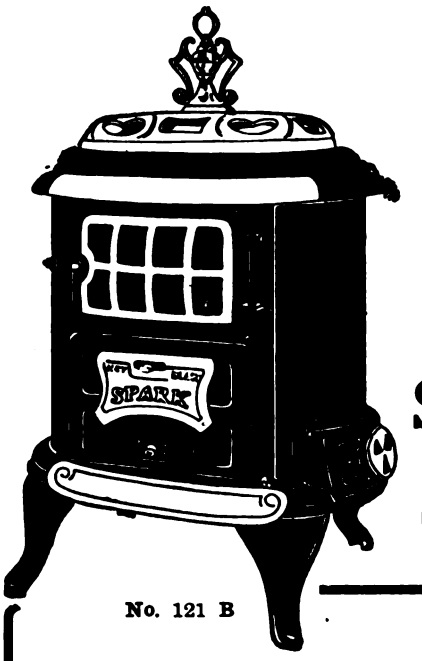
It's easy to point out the superiority of Madewell Garbage Cans to your customers:

1. Deep drawn tight-fitting cover.
2. Galvanized reinforcing wire around the top.
3. 26-gauge body with heavy reinforcing swedge.
4. Vent holes, allowing free circulation under can.
5. Galvanized handles that fit the hand.
6. Heavy leak-proof bottom.

WRITE FOR NEW FOLDER, which describes the cans in detail. The Madewell line is a profitable line for you.

Madewell Pipe & Culvert Works
East 12th Street and 25th Avenue
Oakland, California

MADEWELL



No. 121 B

A Hot-Selling Spark

SPARK
HOT BLAST
Combination Wood and Coal Stove

The satisfaction which this Hot Blast will give is guaranteed by the record for durability and good service which attaches to all Spark products.

Fact-arguments which sell this stove—

1. The air-tight construction assures the utmost fuel economy, as it assures major heat delivery.
2. The cheaper grades of fuel can be burned in this Hot Blast without sacrificing the heating efficiency.
3. This Stove works without trouble, without fail—It can always be depended upon.

Fitted with Duplex Grates, Cast lining for Coal and Wood. Steel lining for Wood only. Size: 21x21x14.

Scores of dealers who have tried handling several lines of stoves found that by concentrating their efforts on the "Spark" line they could do a larger and more profitable business. Some of them quadrupled their volume of sales and profits by featuring "Spark" stoves exclusively. You have a chance to do likewise.

If your locality is not represented write for the exclusive Agency for this "Spark" Hot Blast

MADE IN A DAYLIGHT PLANT BY

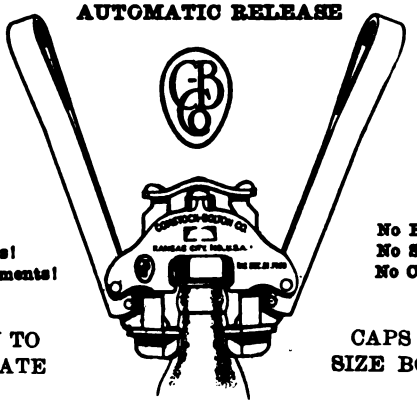
Hammer-Bray Co.
OAKLAND CALIFORNIA, U.S.A.

Portland	Seattle	Los Angeles
F. L. Green Co. Portland Furn. Exch. Bldg.	F. L. Green Co. 62 Pike Street	D. D. Adams 332 So. Spring

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"C-B-CO" Bottle Capper

AUTOMATIC RELEASE



No Keys!
No Springs!
No Adjustments!

No Blocks!
No Stands!
No Castings!

EASY TO OPERATE

CAPS ANY SIZE BOTTLE

COMPLETE IN ITSELF

A home necessity in bottling home made chili sauce, catsup, fruit juices, mayonnaise, horseradish, cider, cooking oils, beverages, or any liquid or semi-liquid that requires an air-tight seal. "ASK YOUR JOBBBR"

Mfg. by COMSTOCK-BOLTON CO., Kansas City, Mo

"CAPS THEM ALL"



SHUR-TITE BOTTLE CAP

For perfect sealing — and re-sealing—of home beverages, ketchups, sauces, etc., without the use of a capper.



Used Repeatedly

Never Leaks

Instantly Applied

Seals Positively



RETAILS THREE FOR 10c COMPLETE



Attractive discounts to the trade.

—

ORDER SAMPLE GROSS TODAY

MANUFACTURED BY

PORTER PRODUCTS CORPORATION

Brewerton - - - - - - - New York



Announcing

THE NEWEST

Faultless Caster

(Ball Bearing)

"Moves the FAULTLESS Way"



Of the same high standard that characterizes the entire FAULTLESS line. A beautiful caster, neat appearing—built with lines that conform to the custom of furniture made today—manufactured to a precision, no rough corners or unsightly scratches, symmetrical. These are a few of the extraordinary features that are standard in this new

FAULTLESS BALL BEARING CASTER

Made in all sizes and finishes, with maple, lignum-vitae, steel, cast-iron, fibre or felt wheel. Send for sample best adapted for your purpose.

Faultless Caster Company

Executive Offices

Evansville, Indiana

Eastern Sales Office: 200 Fifth Avenue, New York

BY INVITATION MEMBER OF

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Arcade Crystal Coffee Mill



A Nationally Advertised Coffee Mill

The air tight glass hopper, keeping its contents free from dust and atmospheric action, has two great advantages — screwing into the neck of the frame it can be taken off for cleaning purposes as well as packed separately, avoiding breakage.

The glass cup is marked with tablespoon graduations, insuring correct amount of ground coffee.

Finishes—Black, Blue and White Enamel — Nickel Plate—Oxidized Copper.

We also manufacture **Toys, Banks, Culinery articles, Garden Sets, Mop Sticks, Riveting machines and several hundred other hardware items.**

Ask for Catalogue No. 28

ARCADE MFG. CO.
Freeport - - - Ill.



Twin Tub "Alco"

They Sell Easily and Make Friends

The low prices and splendid quality of A B C "Alco" Power and Electric Washers have kept them in the lead for 13 years. 1¼" cypress tubs, peg or disc dollies, ¼ h. p. motors or pulleys for gas engine, quiet underneath drive, etc. Liberal discounts. All A B C Washers operate A B C Electric Ironers—saves buyer $32 on extra motor. We help our dealers to sell. Write for proposition

ALTORFER BROS. CO., *Peoria, Ill.*
New York San Francisco Brantford, Ont.

A B C Electric Laundress

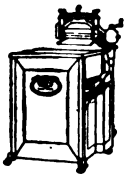
WASHES ··· WRINGS ··· IRONS



ABC Electric Ironer



Single Tub "Alco"



ABC Super Electric

The TRADE EVEREDY MARK

Bottle Capper No. 3 for Home Use



Patented
U. S. Oct. 19, 1920
Canada, May 3, 1921

DEALERS ARE WARNED TO BEWARE OF INFRINGEMENTS

Warranted Unbreakable
Made entirely of Malleable Iron and Steel

There is no set limit to the amount of Capping that can be done with an Everedy.

The speed and skill with which it is operated numbers the amount of bottles that can be capped.

And all bottles are sealed absolutely air-tight.

The pressed steel capping head with reinforcing flange assures this.

Packed in individual cartons, half dozen to shipping carton, weighing 23 lbs. See your Jobber.

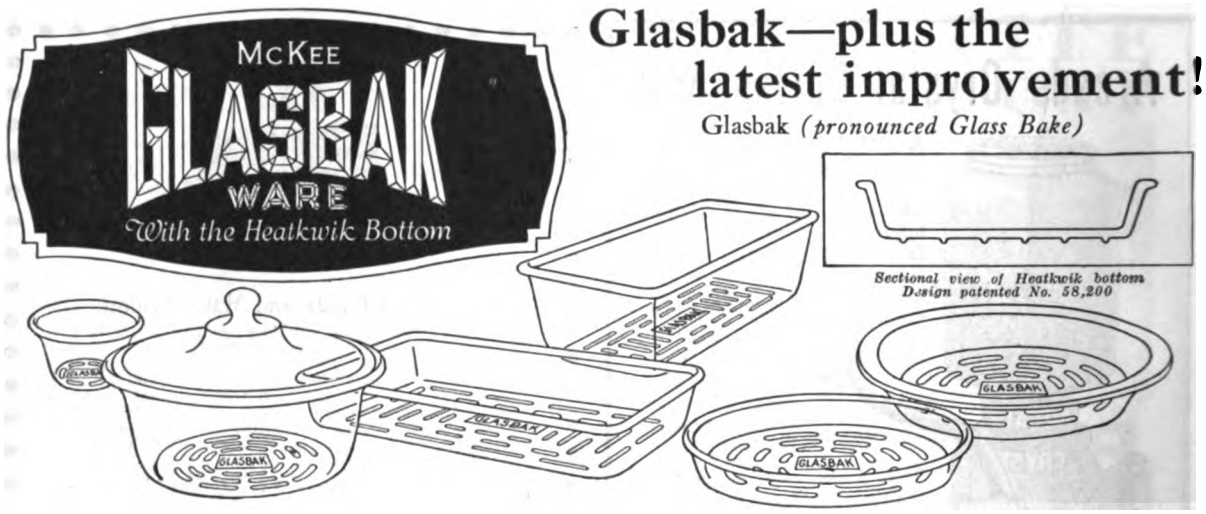
Furnished with rubber-cushioned base, as shown, or with 10" hardwood base.

Manufactured by

The Everedy Bottle Capper Co.

Frederick, Maryland

Digitized by Google



HERE is an added reason for selling the already popular Glasbak dishes—the new "Heatkwik" bottom.

Show this feature (found only on Glasbak Ware) to your customers; only a few words are needed to explain that it allows the oven heat to circulate freely underneath each dish, that it means quicker and more even baking, and that it helps to save fuel.

The beauty of Glasbak dishes doesn't need to be pointed out, and the variety of styles makes it possible for a woman to own attractive dishes for every baking purpose. Be sure you have a complete line of pie, bread and cake pans, custard cups, bean pots, casseroles, utility dishes, etc. Each piece is packed in individual cartons for your convenience in handling.

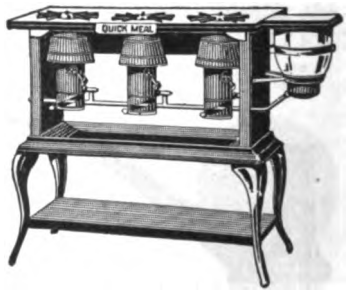
We guarantee that Glasbak Ware will stand the heat of any oven without cracking or chipping in any way. Send for booklet E.

McKEE GLASS CO., Jeannette, Pa.



Cupola Burner Oil Stove





Short Chimney Oil Stove

WRITE FOR CATALOG NO. 128

We now have a Large Stock and Assortment of Oil Stoves

SEND YOUR ORDERS TO

QUICK MEAL STOVE CO., DIV.

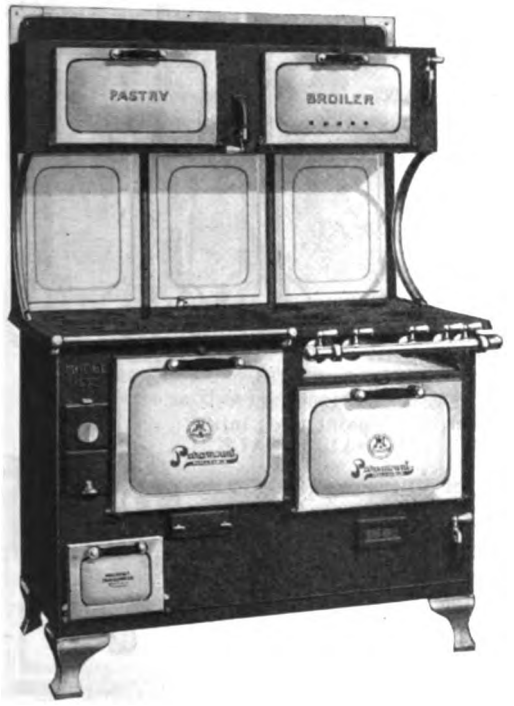
OF AMERICAN STOVE COMPANY

C. H. SCHIECK
Pacific Coast Agent
715 Indiana St., near 19th St.,
San Francisco, Cal.

We also carry a large line of
COAL RANGES

We also carry a large line of
GAS RANGES

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You Will Enjoy—

A profitable Combination Business when selling the PARAMOUNT Malleable Gas-Coal Range.

It is practical and appeals to the housewife because of the satisfactory manner in which it cooks and bakes. Two ovens are provided—one for the use of **Coal** only—the other for **Gas** exclusively.

Our Sales and Advertising cooperation will assist in establishing the Paramount in your territory. Write us today.

Paramount MALLEABLE

Malleable Iron Range Co.

BEAVER DAM - - - - - WISCONSIN

Makers of Monarch Malleable Coal Ranges

The Ontario Knife Company, Frankiinviile, N. Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.



BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE

KNIVES

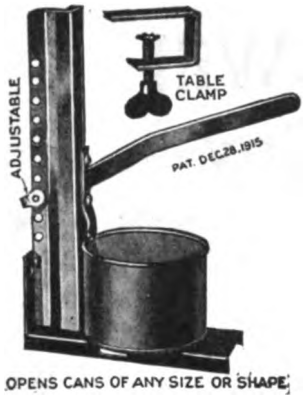
KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles



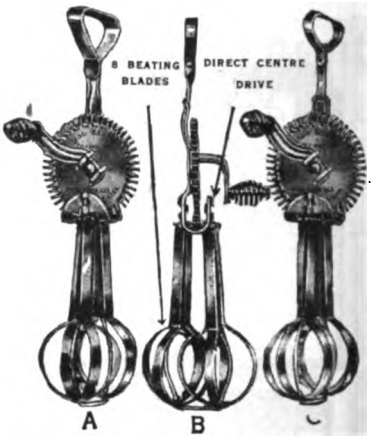
We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

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OPENS CANS OF ANY SIZE OR SHAPE

The Word Sanitary —and Egg Beaters



Goods that ACTUALLY ARE SANITARY, are most desirable for kitchen use; they are head and shoulders ahead of those not really SANITARY — in fact, SANITARY goods stand in a class by themselves. For this reason manufacturers use the word SANITARY wherever possible. Our experience is BOTH WOOD AND CASTIRON in kitchen Beaters are UNSANITARY. If any article must embody cleanliness, that's a kitchen beater and THAT'S WHY we have always made LADD ALL-STEEL BEATERS—ALL STEEL, NICKEL PLATED with a SMOOTH SURFACE, JUST 100% SANITARY, NO LESS. They cannot discharge dirt, dust, paint, etc., into the mixture. A VERY IMPORTANT TRUTH FOR SALES TALK.



Ladd Mixer-Churns

LADD ALL-STEEL BEATERS—3 sizes for all requirements.
LADD MIXER CHURNS—1 qt., 2 qts. Removable Beaters.
SATURN REELS—2 finishes, 40 ft. cord.
SATURN CAN OPENER—Safety, Stationary.
CAN OPENERS—5 usual varieties.
RAZOR PARING KNIFE. NUT CRACKERS.

JOBBERS the world over and US



Saturn Clothes-Line Reels

UNITED ROYALTIES CORPORATION, 1133 Bway, New York

Representatives: Omer Cox, Atlas Building, 604 Mission St., San Francisco, Calif.; Sands & Cox, San Fernando Building, Los Angeles, Calif.; Strimple & Cox, L. C. Smith Building, Seattle, Wash.; Rankin & Cox, Newhouse Building, Salt Lake City, Utah; Taylor, Youngs & Cox, Temple Court Building, Denver, Colo.; Strimple & Cox, Corbett Building, Portland, Ore.

WHITE MOUNTAIN REFRIGERATORS



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A

BRANCH OFFICES:
New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo. Melbourne, Aus.

PACIFIC COAST DISTRIBUTORS:
San Francisco.....Dunham, Carrigan & Hayden Co.
Sacramento .....Miller-Enwright Co.
Portland .....Honeyman Hardware Co.
Seattle .....Schwabacher Hardware Co.

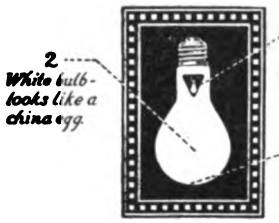
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When clear lamps give too intense a light recommend the

WHITE Hygrade *tipless* GAS FILLED

Soft, glareless, artistic light—for Reading Lamps, Living Rooms, Nurseries, Sewing Rooms.

For workers on polished surfaces, Hospitals, Churches, Canopies, Marquees, Show Windows, Show Cases, Hotels, Schools, Motion Picture Houses.



WHITE Hygrade
Gas-filled
50 Watts only
Opalescent Glass Bulb
Light without Glare

For any place where glareless light is needed.

HYGRADE LAMP CO
GENERAL OFFICE AND FACTORY SALEM MASS

OMER COX
Western Representative
Atlas Building
San Francisco, Cal.

Licensed under the Tungsten Lamp Patents of the General Electric Co

The Hygrade Lamp Company makes a complete line of 183 types and sizes of large style tungsten lamps

ROCK-A-BYE
NURSERY ACCESSORIES



PERFECTION MANUFACTURING CO, ST.LOUIS, MISSOURI.
LEFFINGWELL AVE AND MONTGOMERY STREET.

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DUALITE

The Only Lamp with the Double Filament

WHITELITE LAMPS

From 40 to 1000 Watts





DUALITE

Now in 75, 100, 200 Watts

Buy According to Candle Power—Not Price.

The average 200 watt lamp sold on a price basis only, gives 165 C. P.

Whitelite gives from 225 to 230 C. P.—the Bureau of Standards rating for 200 watt lamps.

This 35% to 40% increase in candle power which the Whitelite buyer gets over the man who buys on a price basis only, is well worth considering—isn't it?

Dualite — exactly the same quality as Whitelite, but having two filaments, it gives exactly double the service.

When one filament burns out, use the other filament and double the life of the lamp.

Dualite is practical. It has been on the market twelve months. The many thousands that have been sold—each one rendering double service to the user and creating increased business for the dealer—proves that it is not an experiment.

WHITELITE ELECTRIC CO., 368-370 Broome Street, New York City

Licensed under General Electric Company's patents

The Dualite is fully protected by U. S. Patents, and is made and controlled exclusively by us.

The Superior Gas Filled Lamp with One Filament

WHITELITE

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (*Nickel-Steel*) *Ware*

El-an-Ge Enameled Ware

and

Pearl-Agate
Turquoise Enameled Ware

New York **Chicago** **Boston** **San Francisco**

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ORDER FROM YOUR NEAREST JOBBER

The OLD RELIABLE Lines of

American Enameled Ware

—

Marble
(Blue and White)

Swedish
(Mottled Veined)

White and White

—

Sold by all the leading house furnishing and hardware houses

—

30 years of unfailing service and satisfaction

—

THE AMERICAN STAMPING & ENAMELING CO.

MASSILLON, OHIO

3 Plants at Bellaire, Ohio, and Massillon, Ohio covering 15 acres of floor space

CHATILLON CUTLERY

CHATILLON

FISH CUTLERY



Every household needs a fish scaler and oyster knife, and so does every restaurant and fish dealer. Sell Chatillon Fish Cutlery, give satisfaction to all of them and make profit for yourself.



Chatillon Fish Cutlery is well-made and substantial, with strong steel blades and firm, comfortable handles. In use the last fifty years all over the United States.

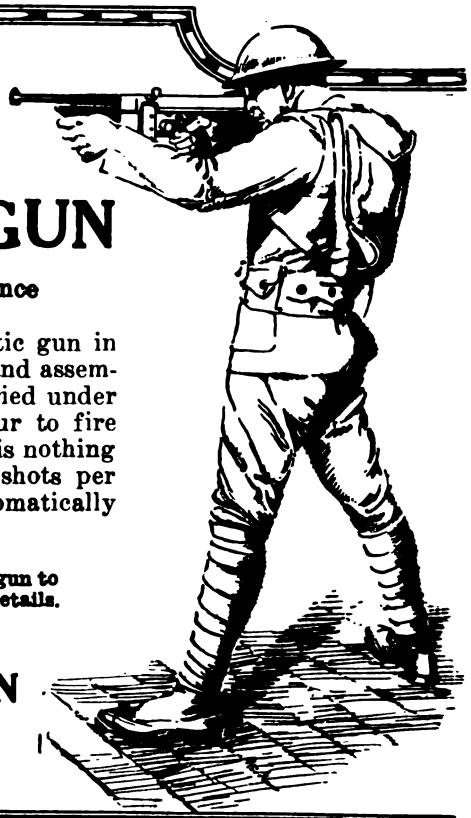
Ask your jobber for information on this line

85-99 Cliff Street
NEW YORK CITY, N. Y.

JOHN CHATILLON & SONS
New York U.S.A.

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THE THOMPSON SUBMACHINE GUN



The Most Effective Portable Fire Arm in Existence

The Thompson Submachine Gun is the lightest automatic gun in the world, weight eight pounds. It can be taken apart and assembled in less than a minute without tools. It can be carried under the coat ready for instant use. It enables the amateur to fire with the precision of an expert machine gunner. There is nothing to break, wear or jam. It fires at the rate of 1000 shots per minute full automatically from the shoulder or semi-automatically a shot for each pull of the trigger.

Hardware jobbers and dealers can stock this remarkable new gun to advantage. It has a thousand and one uses. Write for full details.

Made by Colt's Patent Fire Arms Mfg. Co. for

AUTO-ORDNANCE CORPORATION

302 Broadway, New York City

Cable Address: Autordco, N. Y.

AUTORDCO

The New "Liberty" Postal Scale

A TRINER, OF COURSE



The chart indicator shows instantly the amount required for all out of town postage—as well as the correct local postage.

Avoids the worry and inaccuracy of computing the new rates, pays for itself by eliminating "over postage."

This new scale is called "Liberty Postal Scale" — capacity two pounds.

Finished in gold bronze or oxidized copper.
Order this TRINER scale now. It's a quick seller, with a good profit.

TRINER SCALE & MFG. CO.

West Twenty-First Street CHICAGO, ILLINOIS

W. P. HORN & CO.
Pacific Coast Representatives
Rialto Building, San Francisco, Cal.
Los Angeles Portland, Ore. Seattle, Wash.



Makes Stoves Look Like New

KILLS RUST; PREVENTS RUSTING; CLEANS AND POLISHES.

Write for Wholesale Prices

SUPERIOR LABORATORIES
General Offices, Dept. 11
Grand Rapids, Mich.

GENERAL SALES CORPORATION
Pacific Coast Representatives
718 Mission St., San Francisco
737 Terminal St., Los Angeles
Seattle, Wash.

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1921 N. R. A. Indoor Championship

WON WITH

Peters AMMUNITION

Lakewood Rifle Club, of Lakewood, Ohio, made the phenomenal score of 9,650 x 10,000 in Prone and Off-hand combined.

Prone .....4,997 x 5,000
Only three points down for five-man Team
Off-Hand .....4,650 x 5,000

These Lakewood Champions used exclusively

Peters "Tackhole Special" 22 Long Rifle Cartridges

The Peters Cartridge Company, Cincinnati, Ohio

BRANCHES: NEW YORK—SAN FRANCISCO

PACIFIC COAST BRANCH—585-87 HOWARD STREET, SAN FRANCISCO

MARSHALL-WELLS COMPANY, Portland-Spokane-Duluth-Winnipeg-Edmonton
HIBBARD, SPENCER, BARTLETT & CO., Chicago, Ill. SLOSS & BRITTAIN, Inc., San Francisco

Milbradt Ladders



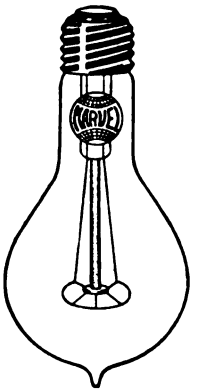
Will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write for catalogue showing a large number of styles suitable for all kinds of shelving.

MILBRADT MFG. CO.

2415 No. Tenth St. - - - St. Louis, Mo.

MARVEL
NITROGEN LAMPS
All Sizes!



Stamped on every Marvel carton are the words "One GUARANTEED Nitrogen Lamp."

You are protected! You and your customers are assured of perfect lamps—no disappointments, no misunderstandings — no comeback claims.

IMMEDIATE DELIVERIES

Write or Wire

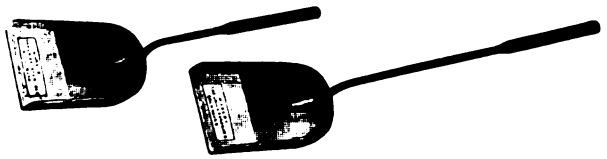
BRITE LITE LAMP MFG. CO.
214 Oxford St.
PROVIDENCE, R. I.

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End Your Fire Shovel Trouble

WITH THE

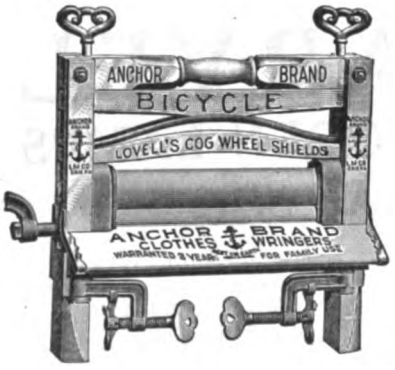
"NEVERBREAK"



Blade and Handle **Forged from One Piece** of High Grade Steel.
Blades 5½-in. by 8-in., with Handles 10, 16 and 20 inches long.
The Shovel You Can Absolutely Guarantee.
Your Jobber can supply you, or write us direct.

Made Only by

THE UNION FORK & HOE CO. - Columbus, Ohio



Have You Proved This?

We have proved that a correct design in a universally used article, manufactured strictly for improving its service to the public, will in due time build up a productive organization able to revolutionize previous habits in that line.

Take Clothes Wringers.

Clothes Wringers to-day are common and inexpensive. But they are only common because Anchor Brand led the way.

Anchor Brand is the Clothes Wringer for most American families.

Anchor Brand Clothes Wringers

LOVELL MANUFACTURING CO., ERIE, PA.
Largest Manufacturers of Clothes Wringers in the World

ANCHOR BRAND TRADE MARK
L. M. Co. Erie, Pa.

AT $5.00 RETAIL

The Most Wonderful Air Rifle Ever Invented

Different from All Others

ORDER NOW from your jobber or write us direct for full information regarding the only ORIGINAL PUMP GUN FOR MEN AND BOYS, always in great demand. Sample on request. Attractive discounts.

Benjamin Air Rifle & Mfg. Co.
Broadway & Washington
ST. LOUIS, . . MISSOURI

Pacific Coast Representatives
McDONALD & LINFORTH
Call Bldg., San Francisco



At a Popular Price

The Benjamin

A REAL PUMP AIR RIFLE
ONE STROKE OF THE PUMP AND YOU CAN SHOOT

POWERFUL and ACCURATE. Works on the same principle as Air Drills and Air Hammers. Shooting power always under your control. Each stroke of the gun increases the shooting power. One to four strokes all that is ordinarily required. Never loses its shooting force. Absolutely safe, holding the compressed air for some time. You do not drop in shot until ready to shoot at your object. Nothing to wear out but the valves which ought to last several years, when they can easily be replaced by anyone at a very small cost. Stock of turned walnut, and separates from barrel. Gun is then only 23 inches long.

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Less Sales Resistance

As a retailer you can't take time to introduce new or unknown goods. It requires too much sales effort. That is one reason why you should stock Witt Corrugated Ash Cans and Garbage Pails. These yellow label products are well and favorably known all over the country. They meet with little sales resistance, enabling the dealer to close business with less time and effort.

If you do not now carry Witt Corrugated Ash Cans and Garbage Pails it would be wise to stock them. Your jobber carries them.

FOR SALE ON THE PACIFIC COAST BY

Baker, Hamilton & Pacific Co.	San Francisco
Dohrmann Commercial Co.	San Francisco
Dunham, Carrigan & Hayden Co.	San Francisco
Heyman-Weil Co.	San Francisco
Holbrook, Merrill & Stetson, Inc.	San Francisco
Mangrum & Otter, Inc.	San Francisco
Seller Bros. & Co.	San Francisco
Whiton Hardware Co.	Seattle, Wash.
J. Bornstein & Sons, Inc.	Seattle, Wash.
Schwabacher Hardware Company	Seattle, Wash.
Seattle Hardware Company	Seattle, Wash.
Thomson-Diggs Co.	Sacramento
M. Seller & Co.	Portland, Seattle, Spokane
Honeyman Hardware Co.	Portland

THE WITT CORNICE CO.
CINCINNATI, OHIO



This photograph shows Mr. G. P. Baker at the age of 76, with his Stevens Favorite Rifle. After shooting this rifle more than 10,000 rounds, Mr. Baker says: "It is such an accurate rifle that I consider that Stevens rifles are the most accurate rifles I ever shot and I have shot these rifles for 40 years."

Stevens Is Still Stevens

We've always said that Stevens accuracy was a 58 year old tradition. Here's the unbeatable proof.

The above reproduction shows targets made by Mr. G. P. Baker, who for 40 years has shot the Stevens Favorite Rifle. And Mr. Baker at the age of 76 made these targets with the same rifle that he has fired more than 10,000 times.

A pretty convincing argument for Stevens accuracy and a pretty positive proof that the healthful outdoor life of the Stevens shooter keeps a man young a long time.

The steady hand and undimmed eye that made possible these targets, have been trained to shoot straight by a life-long association with Stevens accuracy.

Once again results have proved that Stevens is still Stevens.

For Your Customers --- Mr. Dealer

Here's some information to hand your Stevens Customers.

Put this in your window or paste it on the inside of your gun case—anywhere so long as people coming into your store can see it.

It's using facts like these that help the Dealer cash in on his Stevens stock.

This Ad mounted on cardboard will look well in your window

J. STEVENS ARMS COMPANY
Chicopee Falls, Mass.
Executive and Export Offices: 50 Church St., New York
Owned and Operated by
Savage Arms Corporation, New York

Hitting the Bullseye Since 1864
Stevens

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MADE IN OHIO, U. S. A.

ALUMINUM "Real Solid"

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage.

"REAL SOLID" WARE

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.



TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market

Write Today and get our New Catalog just off the Press.

The Buckeye Aluminum Company

WOOSTER, OHIO



A "Down to the Minute" Camp Outfit that Makes Camp Life Enjoyable

—As a running board box it carries a complete Camp Cooking Outfit, a two burner gasoline cook stove and a metal service box, in which to carry a complete dining service.

—The box is convertible in less than two minutes into a Camp Cook and Dining Table, having a top measuring 26½x33 inches and with two spacious shelves underneath for holding utensils, stove, etc.

—With the "Campers Friend" you stand up and cook with ease and sit down and eat in comfort.

—It eliminates the open camp fire for cooking purposes with all its disagreeable features.

—There's no more stooping and squatting in awkward and tiresome positions while cooking and eating.

—The most compact, practical and useful camp convenience ever offered the motorist who tours and camps.

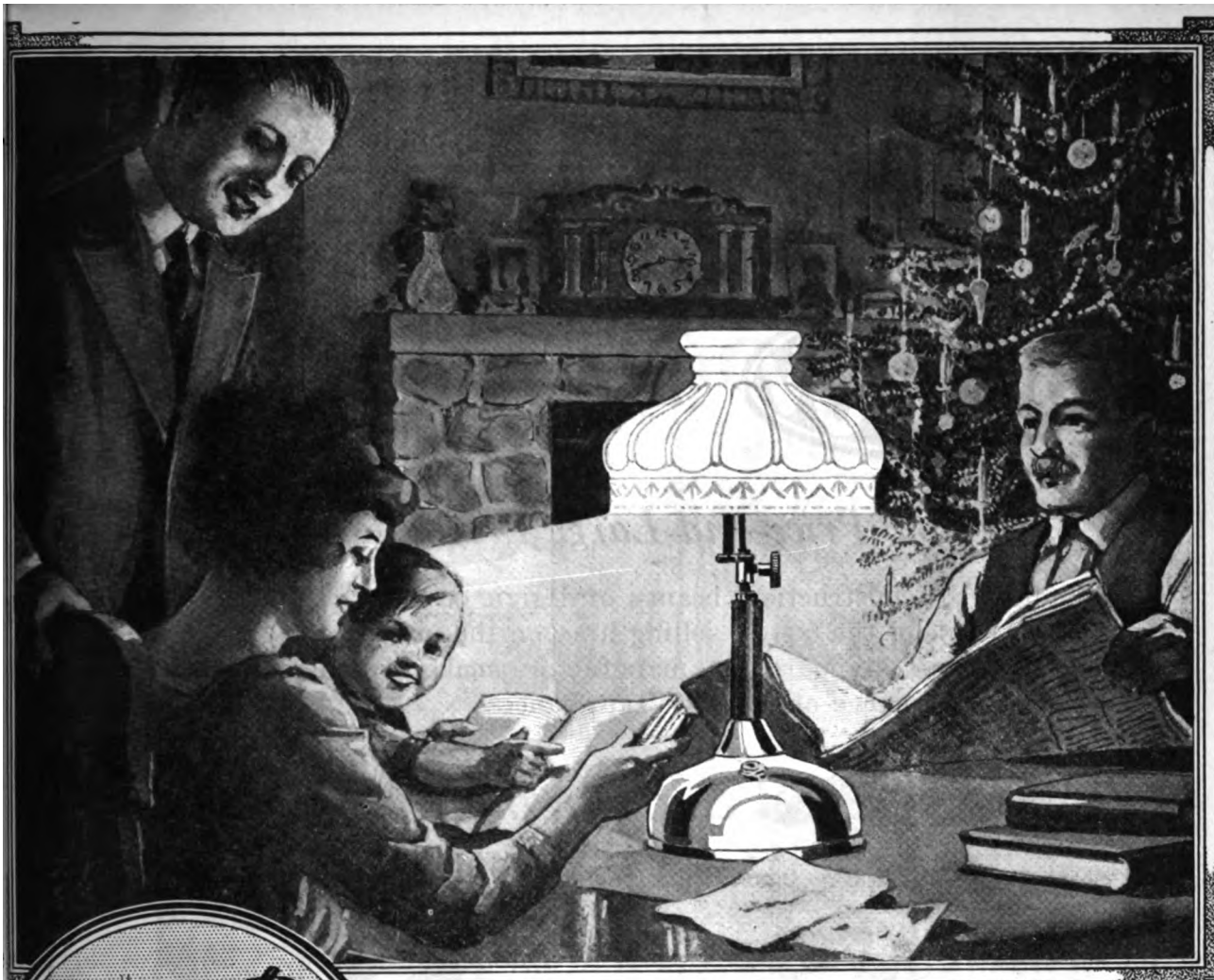
—Dealers can make their camp equipment and sporting goods departments more profitable by stocking this "up-to-date" outfit.

Write for Prices and Illustrated Folder.

JOHN E. HARDY

PORTLAND, OREGON

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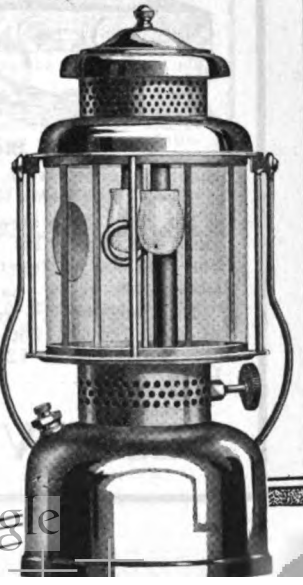


Just the Thing for Christmas!

COLEMAN Quick-Lites make the finest kind of Christmas gifts. They benefit the whole family. They brighten the home. They make it happier—at Holiday time and all the rest of the year. They are the most practical, most sensible and handsomest gift you can offer your trade.

Coleman Quick-Lite Lamps and Lanterns

Easy to sell. Just light them (with common matches) on your counters and in your window displays. Their brilliant white, yet soft and restful light of 300 candle power is absolutely the best Christmas Salesman you can put to work in your store this season. Nationally Advertised all this month, in the leading Farm Papers and Magazines as "Just the Thing for Christmas."



"The Sunshine of the Night"

Your jobber has Coleman Quick-Lite Lamps and Lanterns waiting for you. Send him your Christmas order today. Write us for your Quick-Lite Window Cards, Advertising Circulars and other helps.

The Coleman Lamp Company

WICHITA ST. PAUL TOLEDO DALLAS LOS ANGELES
ATLANTA CHICAGO

Canadian Factory: Toronto

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Western Made for Quality Trade and Sold All Over the United States

BESTOV

Electric Toasters
Electric Table Stoves
Electric Heaters

Low Price and Large Profits for You

Simplicity of construction, beauty of design, economy of operation, make BESTOV one of the fastest selling lines on the market. Rigid adherence to the highest standards of manufacture make possible the maximum service performance of BESTOV appliances.



Table Stoves

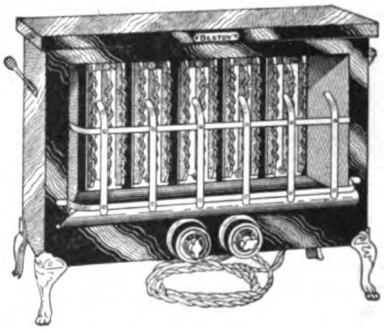
Size: 8½ inches square, 6 inches high—660 watts.

No. 201—Uniform Blue Steel. List Price..**$5.00**

No. 202—Highly polished blue steel, nickel-plated top. List Price.....**$6.00**

No. 203—All nickel-plated. List Price.....**$7.00**

No. 204—Same as No. 203, but with C-H Switch in cord. List Price....**$8.00**

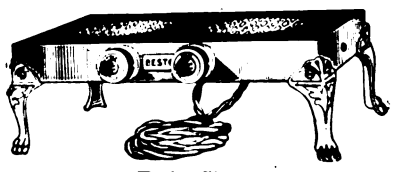


Luminous Heater

Oxidized copper frame, nickel-plated legs, polished copper reflector.

No. 601—1800 watts. List Price.....**$30.00**
9 inches deep, 26 inches long, 22 inches high.

No. 602—3000 watts. List Price **$37.50**
9 inches deep, 21 inches long, 22 inches high.

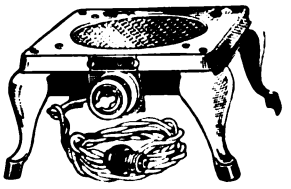


Twin Stove

Size: 9 inches wide, 18 inches long, 6 inches high.

No. 401—Blue steel, nickel-plated, cast iron legs. 1st hole 550 watts, 2nd hole 650 watts—total 1200 watts. List Price **$16.50**

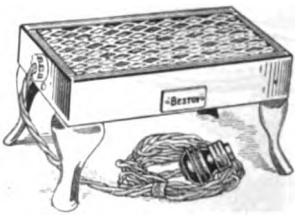
No. 402—Cast iron, all nickel-plated. 1st hole 550 watts, 2nd hole 700 watts—total 1250 watts. List Price **$22.00**



Three Heat Stove

Size: 9 inches square, 6½ inches high.

No. 403—Cast steel. All nickel plated, 660 watts. List Price **$15.00**



Toaster

No. 301—Size: 5 inches wide, 9 inches long, 5 inches high. All nickel-plated, 400 watts. List Price **$5.50**

If you are not stocking this profitable line write for further particulars.

BESTOV MFG. CO., Seattle, Wash., U. S. A.

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Heading of "Lifetime" Xmas Package Advertisement, Showing the Package and Its Contents.

Here's a Plum for Your Xmas Profit Pudding

15,000 of the "Lifetime" Christmas Packages here shown will be sold this season on the Coast alone. $75,000 will be taken in by Pacific Coast merchants on this idea. Over $22,000 will be the amount of profit they will realize. Are you going to get your plum?

How They Will Do It

First, they will have the right commodity to work with. Aluminum is always one of the biggest Christmas sellers for the hardware merchant. And this "Lifetime" Christmas Package is the **ideal** way of selling it, because of its contents, price, appearance, and quality.

The items—six quart tea kettle, four quart convex covered kettle, three quart Rubberoid handle sauce pan—are possibly the three most used utensils in any kitchen. Their popularity goes without question.

Packed in their holly box, they will be offered to the public for $5.00, a price remarkably low for the quality and within reach of all.

The attractive Christmas box will clinch many a sale. It helps to make the "Lifetime" Christmas Package of aluminum ware second only to a set of silver ware.

The quality is regular "Lifetime" quality; each piece bears the "Lifetime" guarantee to last a lifetime.

Publicity Will Put It Over

After securing the right package, the next thing is to put it across! We shall put this "Lifetime" Christmas Package across for the dealer entirely at our expense:

(1) On Sunday, November 13, a 60 to 80 inch advertisement will be placed in all leading Sunday newspapers on the Coast. With their wide circulation, reaching far out into the small towns and rural districts, these advertisements will undoubtedly create an unheard of demand for the "Lifetime" Aluminum Christmas Package

Names and addresses of all participating dealers will be in the ad appearing in papers which cover their communities.

(2) In towns where our newspaper advertisements do not circulate, handbills will be furnished the dealer.

(3) Dealer-helps in form of special window banners and counter cards will be furnished.

(4) Reprints of initial newspaper advertisements will be mailed to dealer's customers.

Where The Merchant Comes In

Big and little dealers share alike, all are on equal basis. One price to all regardless of the size of the store or order. Each merchant gets the same publicity; each has the same chance to make this sale the biggest his store ever put across.

He Does Not Overstock

He is not required to order a superfluous stock. One case of 12 packages is the minimum order acceptable, but it is an order that even the smallest merchant can swing, and it entitles him to all the advertising benefits.

60 Day Terms—30 Per Cent Profit

Each case of twelve packages costs only $42.00. It retails for $60.00. The profit is $18.00 a case or 42% profit on the investment—30% net. We allow sixty day terms as follows: $12.00 per case within 30 days and $30.00 within 60 days after shipment. These payments are taken care of by the consumers. For, according to our advertisement, they deposit $1.00 for each package to reserve it, and pay the balance of $4.00 when it is delivered, on or after December 15. The merchant therefore has practically no money tied up. **He pays as he receives the money from his customers.**

Send No Money—Order by Coupon

It is not necessary to send any money to have one or more cases of these "Lifetime" Christmas Packages delivered to you. Simply use this coupon; immediate shipment will be made according to the above terms.

Get your order in by November 7 if you wish your name in our November 13th Advertisement.

THE ALUMINUM PRODUCTS CO.
OF THE PACIFIC COAST
OAKLAND, CALIFORNIA
PLANT No. 3

Aluminum Products Co., Oakland, Cal.

Send.....cases of "Lifetime" Xmas Packages—12 Packages to the case. Price $42.00 the case f. o. b. Oakland. Terms 30 days and 60 days as specified.

Name .....

Address .....

State .....

Reference .....

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Westclox



Quick sales; easy profits

SLEEP-METER, like the other leaders of the Westclox family, moves over the counter with the minimum amount of sales effort and leaves behind an excellent profit.

National advertising has created a demand for Westclox. Top notch quality has made a satisfied customer of every person who has purchased a Westclox alarm. People have come to know they can depend upon a Westclox for their most important timekeeping jobs.

The dealer who stocks Westclox and displays them in his window is the one who shows the most profits from alarm clock sales.

A booklet illustrating and describing the Westclox line and a price list will be mailed on request.

WESTERN CLOCK CO., LA SALLE, ILLINOIS, U. S. A.
Makers of *Westclox*: Big Ben, Baby Ben, Pocket Ben, Glo-Ben, America, Sleep-Meter, Jack o'Lantern
Schloss Manufacturing Co., 38-42 Beale St., San Francisco, California
Sole Pacific Coast Agents for Westclox

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Hardware World

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Volume XVI NOVEMBER :: 1921 Number 11

The Worth of a Smile

LITTLE Jimmy Godfrey, aged thirteen, climbed a tree in Kansas City to gather walnuts. He came in contact with an electric wire. One side of his face was burned, leaving an ugly scar. A damage suit against the power and light company was instituted on Jimmy's behalf. The chief element of damage about which the claim centered was that Jimmy had lost his youthful smile.

On the witness stand, Jimmy was asked to try to smile. The only result was a puckering of the lips and a melancholy drawing of the face. A physician testified that the smile muscle in his cheek had been bound by the scarred tissues above. The jury promptly returned a verdict giving Jimmy $20,000. That becomes the officially fixed value of a smile.

If a smile is worth $20,000 when you lose it, it is worth $20,000 when you use it.

The world is full of Jimmy Godfreys—some of 'em little chaps like him, some of 'em big, grown-up folks. Some of 'em are like Jimmy used to be—with a warming, cheering, helpful smile that makes life happier for everybody in it.

Some of 'em are like Jimmy is now—"smile muscle" always gone—instead, a deep, dark, foreboding frown that makes the world a little darker and a little gloomier for all who come in contact with them.

They paid Jimmy $20,000 to compensate him for his loss.

His loss! Do you get that? In other words, important as Jimmy's smile was to others, it was most important of all to him.

If all the "smile muscles" in the land were electrocuted, and all the radiance went out of the faces of those — you know them — who help us turn the dark clouds inside out, all the gold in the world couldn't shine bright enough to make a compensating light.

For the convenience of our subscribers and advertisers, we maintain offices and our representatives will be found at any of the addresses mentioned below. Correspondence will receive prompt attention by addressing the office nearest home.

Boatmen's Bank Building, Broadway and Olive, St. Louis | 421 First Nat. Bank Bldg., Chicago | 70 Fifth Ave., New York | Phelan Bldg., San Francisco | 105 S. Houston St., Dallas, Texas

388 Taylor St., Portland, Ore. | 424 Higgins Bldg., Los Angeles | 505 Pioneer Bldg., Seattle | 204 Scott Bldg., Salt Lake | 220 Pacific Bldg., Vancouver, B. C., Can.

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If you can't stand adversity you're not fitted to stand prosperity. Think this over.

"Riches have wings." Yes; but they can fly to you as well as from you—provided you deserve them and would be any better off if you got them.

THREE PATHS OPEN TO ALL MEN

The first is inviting, easy going and full of pleasure, but leads straight to failure. The second is one requiring a little more exertion and less gratification of desires of a temporary character. It is the road of mediocrity, much traveled by a multitude of good fellows who escape poverty but never get anywhere in particular.

The third path is rocky and uphill, not attractive at its entrance, with uncertain footing at first, without indulgences—"a hard road to travel" in young manhood. But it grows better the farther one goes on it, and by middle life leads one to pleasant prospects, comfort and security. It is the road to success, which grows more and more delightful, and is full of honors.

Many a man who has a good opinion of himself is a poor judge of human nature.

Many young men are willing to start at the bottom—if they can go up in the elevator.

It is not so strange that a fool and his money are soon parted. The wonder is that they ever get together at all.

Be sure to distinguish between having self-respect and having conceit. The first is indispensable. The second is contemptible.

When the new philosophy of Service and the Square Deal sweeps out the old philosophy of Slacking and Restricted Output, things will begin to go ahead. Start them right now. Treat them fairly. Do them a good turn and they will come again. Make them realize that service and the square deal mean giving every man what he deserves. No more and no less.

Thanksgiving, 1921

DOWN through the ages come echoes of hymns of thanksgiving offered up by various peoples to their different gods for the fruits of the earth. The Greeks held a feast in honor of Demeter, goddess of corn fields and harvests, the Romans called their harvest feast Cerelia, the Jews solemnized the Feast of Ingathering.

Today these echoes find place in our hearts and from vaulted cathedral and humble village meeting house swells the paean of gratitude—"Praise God from Whom all blessings flow."

For life and work—the most wonderful gifts bestowed upon man—each morning should bring its prayer of thanks.

And as the last glow of sunset fades and the evening star heralds the approach of night, let us look back into the past to the thoughtless, care-free merriment of childhood, to the ambitions that urged us out into the world and brought visions of success, to the failures perhaps of later years that yet strengthen our desire for attainment; let us consider the realities of the present—friends, family and the plentiful harvest—then let us give thanks to the Giver of Gifts, and in the words of Robert Herrick say:

> "All these and better Thou dost send me to this end—that I might render for my part a thankful heart."

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HOW PRICE TAGS INCREASED SALES

A "Hardware World" subscriber in telling us of methods which he has used to increase his sales, mentions a unique price tag system he recently inaugurated throughout his sales windows and store displays. He conceived the idea of sending one of his clerks around with a kodak and photographing or taking a snapshot of the homes of all his customers.

The work was done within a day or two and the expense of developing and printing the photos was slight. He had reprints made on cards that permitted him a sufficient space below to mention the name of his customer, the article purchased, leaving space for the price of the article.

If he had sold a customer a washing machine, the photograph of the house owner attached as a price tag to a similar washing machine was on display in his store. He followed the same idea with all of his customers, no matter what had been purchased. If it was a stove, a refrigerator, ice cream freezer, electrical applicances, silverware, glassware, the price tag photograph of the home of his customers who had purchased the articles were used.

He did not overlook his men customers and if there were mechanics who purchased tools, or customers who had purchased sporting goods, automobile accessories, the same system was carried throughout.

The display price tags on the various articles attracted wide attention and caused much favorable comment. People crowded his store and the windows to find out if their home was shown. People naturally have a pride in wanting to see the photograph of their home if they have a neat and attractive one, and he thus develops many new customers through this price tag scheme.

Interest may be materially increased by having such a sign as:

"Come in and add your home to the list of homes which this store has made happy."

All the tags may not be displayed at once. It might be well to suggest that customers count the tags or watch how they increase from day to day, each tag representing one of the homes which had been outfitted by hardware or merchandise:

"Is your home represented here? If not, come at once to our store and let us show you the many things which you would find to add to your happiness and pleasure."

was another window card.

Photos of Customers

Another angle to this might be made by taking snapshots or photographs of the men and women, and children too, who are your customers and display them in your store windows. Not many object to having their photograph taken, even though they might apparently say so. When they once find out that other photographs will be shown among your customers, such a method will add interest to your sale.

Try this and let us know the results. It can be used by merchants in small towns as well as large ones.

THE WORLD WILL GET WELL

An unknown optimist circulated the following freely at a convention of purchasing agents:

Th' world has been ailin'—as sick as a pup,
But it's gonna git better, then folks'll cheer up;
So, meanwhile, dog-gone it, let's pull a fool trick,
By cheerin' up now, while th' world is still sick!
As long as th' glooms are barred out, you kin tell
Th' old world ain't failin'—It's a-goin' t' git WELL.

The world always has got well, no matter how sick it may have been, and usually it gets better than it ever was before. It's going to get well this time; in fact even now is convalescent, and the recovery will be advanced measurably if we all think it is going on and then do our best to further it.

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The Philosophy of Business

BUSINESS is the basis of all human activities. It is the way by which the world gets its living. It provides mankind with food, clothes and shelter. It makes possible comforts and luxuries. It furnishes the material means by which human beings reach higher atmospheres.

Business is a product of the past. It was born out of the instinct of self-preservation. It has passed through many periods of growth. It has developed step by step from the primitive hunting stage until it has covered the earth with a network of trade relationships, brought isolated peoples together, eliminated famine, built great cities, and provided for the well-being and prosperity of the entire human race.

Business is not a contaminating institution. It is not necessarily detrimental to the development of heart, mind and soul. While philosopher, priest and poet may shun it as a corrupting influence, yet it contains soil in which to grow great philanthropists, such as Andrew Carnegie and John D. Rockefeller. While idealistic souls may spurn it as filthy and unworthy of their sublime touch, yet it produces great leaders, such as E. H. Gary and Charles M. Schwab, great empire builders, such as James J. Hill, and great servants of humanity, such as Herbert Hoover.

Business is not ruthless competition. It is not rough and tumble individualism, nor a species of cannibalism, Charles Kingsley to the contrary notwithstanding. It does not foster the dog-eat-dog spirit. If it is characterized by the tactics of the jungle, the blame rests not upon business itself, but upon those who are engaged in it.

Business is productive. It creates wealth. It brings forth goods and services. It fills storehouses with food. It turns out commodities for the gratification of human wants.

Business is conquest. It wages war against rough nature. It clears the forests. It tunnels through the mountains. It turns deserts into gardens. It establishes pathways across the sea. It conquers the air. It re-shapes the earth and moulds it to fit the needs of men.

Business is a game. It takes good sportsmanship to carry it on. It requires teamwork to play it successfully. It demands clean participants, square deals and enthusiastic rivals to make it score the largest number of profit-yielding points.

Business is a great adventure. Within its ranks is room for an abundance of courage and daring. Along its highway is opportunity for the display of grit, push and nerve. In its movements of prosperity and depression there is no place for slackers, cowards and weaklings.

Business is activity. It is opposed to idleness. It is antagonistic to loafers, drones and parasites. It calls for workers.

Business is constructive. It builds up. It erects factories, skyscrapers, department stores, museums, homes and cathedrals. It establishes subways under Hudson Rivers, harnesses Niagara Falls and digs Panama Canals.

Business is clothed with a public interest. It is closely allied to public welfare. In supplying the wants of consumers and ministering to human needs, it affects public rights, partakes of a public nature, and bespeaks a public good.

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Business demands thinkers. Its organization and management are impossible without brains. Its efficient conduct depends not upon the hand but upon the head. Its supreme need at the beginning of the third decade of the Twentieth Century is for veritable intellectual dynamos.

Business makes use of science. It recognizes the value of the scientific method. No longer is rule of thumb the guiding principle. The standard of business excellence is scientific exactness.

Business develops artists. It gives outlet to the creative impulse. It opens the way to achievements in good craftsmanship. It enables individuals to be skilled not with brush and palette, but with machine and raw materials. It is as productive of true artistic souls as is art school or studio.

Business contains beauty. It possesses a glow of the poetic. It has music which the uninitiated cannot hear. It stands for more than filth, grime and the din of machinery. It means human strivings after better standards of life. It signifies human hopes and aspirations.

Business requires the human touch. Without the human equation, its administration would be a failure. Unless human personality is back of all its policies, there is little chance for success.

Business involves the ideal of service. Its operations offer individuals a medium through which to take part in the world's work and carry their share of the world's burdens. Its activities afford as much opportunity for usefulness as the activities of doctor, lawyer or teacher. Its promoters, organizers and managers are as great servants of mankind as prophets, poets and ministers.

WHAT HAVE WE DONE TODAY?

We shall do so much in the years to come,
But what have we done today?
We shall give our gold in a princely sum,
But what did we give today?
We shall lift the heart and dry the tear,
We shall plant a hope in the face of fear,
We shall speak the words of love and cheer,
But what did we speak today?

We shall be so kind in the after awhile,
But what have we been today?
We shall bring to each lonely life a smile,
But what have we been today?
We shall give to truth a grander birth,
And to steadfast faith a deeper worth,
We shall feed the hungering souls of earth,
But whom have we fed today?

We shall reap such joys in the by and by,
But what have we sown today?
We shall build our mansions in the sky,
But what have we built today?
'Tis sweet in idle dreams to bask,
But here and now do we do our task?
Yes, this is the thing our souls must ask:
"What have we done today?"

—Nixon Waterman.

WHO FILLS THE PAY ENVELOPE?

No doubt 99 per cent of employes think their wages are paid by the man or firm that employs them, which is not unnatural in view of the fact that they draw their money at the cashier's window. But in truth the boss doesn't fill the pay envelope, and wages come through the firm but not from it.

The workman's pay comes from the consumer of the product, be it bicycles, batik draperies or breakfast foods. It may be considered as advanced to the employe out of the firm's capital investment just as a bank discounts a note. But in this case the employer simply discounts with cash wages the prospective income from the sale of goods. From this selling price, of course, there is also extracted a certain percentage to compensate the executives of the firm for the work and responsibility of management, and a certain percentage of dividend on the capital invested in the store, fixtures, stock and overhead.

The employer who bears the responsibility of guaranteeing wages, is in reality only the directing instrument of production and the trustee managing the distribution of wages, while the worker's pay actually comes from the buyer.

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Real Reason of Much Unemployment

Many of the Unemployed Are Unemployable. Unmasking the False Pose of "Skilled Mechanics." Politicians Also Largely to Blame for Present Conditions

THE conference on unemployment seems to be working in a business-like way, thanks to the initiative of Mr. Hoover. Anything like what may be called the magic wand solution of the problem is being carefully avoided. There has been no display of emotionalism nor demands that the government play the part of Father Christmas.

The various committees have been tactfully reminded by means of charts and statistical tables that this is a matter for coldly intellectual study and that diagnosis must precede treatment. Indeed it may almost be said that diagnosis and treatment are the same things.

Probably we shall find that things are not nearly so bad as has been represented, and that in large numbers of cases the remedy lies in the hands of the men themselves. Every one who is so situated as to be brought into contact with individual cases of unemployment knows well how many instances there are where the unemployed are also unemployable, where insurmountable barriers to employment have been raised by inflated ideas of value, by obstinacy, and by stupidity.

For example, there are large numbers of men whose natural status is that of the day laborer, but who were able to pose as skilled mechanics through the stresses of war and who now refuse to return to the only class of work for which they are actually fitted. We ought to know how far this is a factor in the present situation.

We ought to know what relation there is between strikes and unemployment and in what particular areas and activities the evil is most visible.

Politicians and Idealists Largely to Blame

But a conference of this sort cannot go very deeply into fundamentals. The true causes of unemployment, of the constant danger of unemployment whenever there shall come a shock to the social fabric like that of war, must be sought far back in our methods of government, and particularly of the methods that have prevailed during the last twenty years or so. Unemployment is the symptom of a disease, and not the disease itself. The disease may exist even in times of seeming prosperity.

As an example of the malady that was to afflict the whole nation we may cite the campaign of Governor Johnson in California, a campaign nominally against abuses—and there were plenty of abuses—but actually against the commercial and economic activities of that state. Capital was frightened underground and production at once began to wane.

The suicidal policies on a vastly greater scale found their ruinous expression in Washington. They became a national and governmental dementia. Under the name of conservation we witnessed the paralysis and depopulation of Alaska, and the same thing in various forms went on everywhere. There was a frenzied witch-hunt for capitalists, for everyone who was making something out of nothing.

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We Invented a New Crime, the Crime of Natural Development

All those great economic and industrial virtues to which we once attributed the power of the country were now dressed up in convict garb and put in the pillory as felons and outlaws. Regulation became the order of the day and regulation was only another name for handcuffs and poison gas. And with this mania in high places came another mania in low places as its logical result.

The workmen of the country came to a nearly unanimous and simultaneous resolve henceforth to produce half as much for twice the pay as formerly. And when they were resisted they struck.

Not Limited to One Party

Now these are the true causes of unemployment. They may be summarized according to our political predilictions as Johnsonism, Lafolleteism, Pinchotism, and Wilsonism. They were reflected in the minds of college professors, popular preachers, et hoc genus omne, who spread themselves like mosquitoes all over the land preaching the now gospel.

The results did not show themselves at once. There were quite a number of golden eggs still in the nest, and the fact that no more were being laid was overlooked. We walked steadily, light-heartedly and light-headedly toward the edge of the precipice. Then came the war which pushed us over.

Now we have to retrace our steps, but we are doing it reluctantly. We are still disposed to believe that no man can possibly have a dollar in his pocket unless he stole it. We are still itching to put manacles on the hands of any man guilty of turning rubbish into gold, of making grass grow where there was no grass. Congress is doing it at this moment with the new tax bill. But we shall learn in time. Even stupidity has its limits. —Argonaut.

ESSENCE OF TRUE CHRISTIANITY

Centuries ago the great philosopher, Confucius, walked through a forest when a common Chinaman stopped him and said: "Oh, great man, we poor creatures of the earth hear much of thy learnings and of thy religion. Thou speakest much we do not understand, and more than we fain can remember. 'Mongst us poor common people is much discussion as to thy teaching, for each hath but a fragment of thine understandings, and we cannot make a complete fitting of thy great words. Do us, therefore, the great favor to tell us how to live, and make thy discourse only so long as I shall be able to stand upon one foot, for that much only can my small understanding and my poor brain remember." Whereupon the great man said: "I will give thee the essence of all the truth I teach. Stand thou therefore upon thy foot." And he said to the poor man: "Do unto others as you would have them do unto you."

Happiness is like health in that—Irishly expressed—we never know we have it until we haven't it.

To become a top-notcher, keep in top-notch fettle mentally and physically.

APPEARANCES OFTEN DECEITFUL

It is unfair to condemn the man who appears to be no good. He may turn out to be a genius. Take Knut Hamsun. Even as a youngster, he was unable to find a publisher. He drifted from job to job. In Norway he tried to become a shoemaker and in the United States he was a farm hand, a worker in a logging camp, a coal heaver, a road mender, a school teacher, a surveyor's assistant, and in Chicago he was a street car conductor. He was such a poor conductor, however, that he was fired. It seemed to be impossible for him to remember the names of the streets. He would forget to ring the bell. The people who knew him then thought he was little more than a fool.

Today, however, his books are translated into half a dozen languages or more, and last year he was awarded the Nobel prize. The young fellow who looks like a fool to you may turn out to be a genius.

It is also true that the young fellow who appears to be a genius may turn out to be a fool.

Why judge. It's an unsafe occupation.

—Tom Dreier.

Some are faster than others, and the faster the better if real efficiency goes with real speed.

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Increasing Your Sales Through High School Students

Hamp Williams, Thos. Witten, O. K. Jones, J. M. Campbell, Messrs. Thorpe, Beatty, Barrett, Wells, Brown, Scott, Morris and Thousands of Other Progressive "Hardware World" Merchants Will Be Trying Out Such Suggestions As These

TWO boys in the gaily-colored skull caps came into the back of the hardware store. When Perry and the salesman halted their conversation, one of the boys produced a piece of paper and said:

"We're collecting for the ads in the Moroon and White, Mr. Perry."

The hardware man swung around to his desk and wrote out a check.

"Get the garage doors up all right, Harry?" he asked the larger one, as he handed over the check.

"Oh, yes, they work fine, Mr. Perry."

"High school paper, I suppose," remarked the traveling man, as the boys went out the door. Perry nodded.

"Do you have much of that to contend with here—school paper, programs and the like?"

"Well, quite a little," replied Perry. "In a town like this it seems pretty hard to get away from it. But I've been trying lately to get something for my money instead of just helping out the school or church or whatever it is."

"How's that?" questioned the salesman.

"Well, up to last fall, I guess nearly everybody that came along got an ad out of me—times were good, so I'd just take a space and hand 'em a letter head and tell 'em to fix something. When things began to tighten up and I began to figure on ways to cut expenses, I had just about decided to cut out all the advertising except the local paper. I never had figured that this:

J. H. Perry, a complete line of hardware

in those programs did much good.

Taught How by His Own Son and Daughter

"Early in September I ran into trouble. I've got a boy and a girl in high school. At supper one night they mentioned that the editors of the school paper had been elected that day. And Jimmy remarked that he had told Harry Edlow—the boy that was just in here—to come and get an ad from me.

"I told them that I had to cut expenses and that I wasn't going to use any space in anything but the local paper. The youngsters were indignant.

"Jimmy said: 'Gee, dad, that'll look fine, won't it! Both of us kids in high school and you not supporting the high school paper.'

"But I told him it wasn't good business not to get anything for your money. 'What will I sell to your high school bunch? What good'll it do me?' I asked them.

"They didn't answer.

And His Little Girl Told Him

Finally Alice said, 'All the girls in the cooking class have got to buy little casseroles—maybe you can sell all them.'

"I laughed and said, 'That'll just about pay for the ad for one month.'

"I knew the youngsters were liable to run into some students who wouldn't hesitate about trying to make them feel cheap because their father wouldn't help the paper, so I decided to give them an ad. When Harry came in I told him I'd take a space and started to tell him to run the same card as last year. Then I told him to come in again and I'd have something fixed up. You see, I'd suddenly decided to say something in that space, but I didn't know just what to talk about.

If More Merchants Only Realized It

"I kinda kept turning it over in my mind. If I'd been in the candy or clothing business there'd have been something to sell the youngsters. But high school students don't buy much hardware. Before I got through it had worked around to where I realized that most of these students would grow up some day and most of them would stay here in Forestville—and they'd buy hardware then. As long as I had to pay for the space why not try to build up good-will for the future—it wouldn't be over five or six years before some of them would be buying. But what would they be interested in now?

"In a joking way I told the youngsters at supper that they had to see that I got some results from that ad and asked them what their schoolmates were interested in that I had to sell.

"Jimmy said, 'Skates,' right away, but I pointed out that I didn't sell skates all the year round.

"Alice spoke up and said, 'All the girls are interested in cooking, Dad. Mildred Athey said she was going to make her mother get a bread mixer and bake bread at home. And Mrs. Davis bought a lot of earthenware after Helen used some at school last year.'

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" 'Well the girls are interested in cooking, but what are the boys interested in?' I asked and then answered it myself, 'In anything except work, most of the boys of today.'

Anything to Save Time and Work

"Jimmy burst right out, 'You said a mouthful, Dad.' I looked at him and started to call him down for such slang, but he went right on. 'All the kids in school don't like to work and that's what you ought to try to sell 'em. I mean the kids don't like to put in any more time than they have to and want things up-to-date to do it with. You ought to get 'em to coax their parents to get 'em.' I got what Jimmy meant, although the high school didn't seem to be teaching him to express his ideas.

"What was really in his mind was this: The present generation is strong for labor-saving devices and is constantly telling the older folks they ought to get this and they ought to get that. Therefore, Jimmy thought, I ought to advertise the things that would make home work easier and give the young folks more time for pleasure. It wasn't a bad suggestion, at that. Even if they didn't get their folks to buy now, they'd remember my store when they grew older, maybe.

"So instead of just running a card in the high school paper, I changed the copy every month. And I aimed a little message at the girls, for I think a lot of the influence of the women folks, even on the buying of hardware. As a matter of fact, seven out of the nine ads were to the girls.

The first month the cooking classes were just starting out, so I ran this:

> GIRLS
> Why don't you have mother get a whole set of earthenware? Tell her to look in our window and see the different pieces.

"All the ads were brief like that. Here's another:

> Girls! Bring mother into our store and we'll prove she needs a vacuum cleaner.

"In the last year I advertised an electric washing machine, a fireless cooker, an electric iron, a bread mixer and a vacuum bottle to the girls, and skates and a new auto jack to the boys. But the little space in the high school paper wasn't all. I was rather impressed with the idea of having the young folks boosting for me and the things I sold.

Did You Ever Try This Method

"Having them urge their parents to get this or that was more effective than if I suggested it. So I sent them a little advertising by mail. Nearly all the manufacturers, of course, furnished some sort of folder or booklet. I figured the boys and girls didn't get nearly so much circular mail as the old folks and would pay more attention to what they got, especially if it pointed out the way to making their work easier.

"So I had Jimmy and Alice get me a list of the students and when possible put down some of the special studies they were taking. You see, this is a township high school and there are lots of country pupils, who are taking a course in agriculture. I thought maybe if I could get some of their families aware of my store I would be doing something to offset the mail order houses. I put several folders in each envelope and was careful to have the advertising about the things that ought to interest the particular boys and girls.

Good Judgment in Sending Printed Matter

"I sent some stuff about tools to the boys who were taking manual training and on general principles leaflets about jacks and garage hardware to all the boys because they're generally interested in anything concerning the car. Of course, the earthenware advertising matter went to the girls of the cooking class, but I didn't play any favorites and stuck in some about aluminum ware, enamelware and the fireless cooker. The whole list of girls got the stuff about washing machines, electric irons and other appliances, bread mixers and the things the mother used.

"Does it pay? Yes, it does. Of course, as I said a while ago, I am figuring mostly upon the good will of these young folks when they get homes of their own. But I know a lot of them and can trace sales directly to the advertising I have sent out. There are about 200 pupils in the school and I can't trace all of it, but I believe that I've got a pretty good chance to make friends in a big part of that 200 families—and that's worth going after. You heard me ask that boy, Harry, about his garage doors, didn't you? Well, he sold a set of hangers and locks to his father for me. Now I'm going to try to figure out some way not to waste the space in church programs that I've almost got to use."

"DE DUCKS" GOT IT

A South Missouri negro tenant farmer says "de ducks" got his crop. He went to the banker to borrow some money. That individual asked what he did with his corn money. "De ducks got it, sah," was the reply. The banker asked for an explanation—and got it thus: "Ah shipped dat cawn to market and Ah deduck de freight charges and dat leaves me 41 cents, and den Ah deducks sellin' commission, and dat leaves me 40 cents; and den Ah deduck elevatah charges and dat leave me 35 cents. Ah deduck 15 cents for huskin' and 10 cents fo' shellin' and a nickel fo' haulin' and dat leaves me a nickel to feed mah hoss. De dam ducks got it, dat's all."

And it is "De Ducks" that likewise prevent many merchants from being successful—count your "Ducks."

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The Homekeeper's Window

Value of Devoting One Special Window for the Women Folk. Successful Seattle Merchant Specializes on Merchandise for Homekeepers. Customers Always Watch for Corner Window

"GOOD windows are worth as much to a store as one-third of the sales force." This is the opinion of Spelger & Hurlbut, Seattle's pioneer hardware department store merchants, and they know what they are talking about.

I had gone to Spelger & Hurlbut's for the material for this article.

"I think I may be able to help you," said a pleasant-faced, keen-eyed gentleman, after I had asked to talk with a manager or department head about the corner window. He was so nice about it that I did not insist (as I wanted to do) on talking with the "man higher up." The plain truth is, I could not resist the enveloping kindliness of his smile.

He walked with me out to the window, and my education began.

Three Things to Remember

"The success of a window depends upon the price of the article displayed, the attractiveness of arrangement, and the appeal to the customer," my host smiled.

We looked at the contents of the window. Plain, thin-glass water sets, a tapering pitcher and six glasses for ninety-eight cents. (I had one hugged under my arm at that very minute.) Some were on the floor of the window, some on plate-glass tiers of shelves, that rested on plain glass vases, inverted. The sets were spaced far apart. The window had a dignified, restful appearance. "There are more inside. We didn't try to put them all in this one window," it said as plainly as a sign could have done.

Window Appeals Primarily to Women

I learned that the store is conducted fundamentally for women—the women who keep a home. They are the buyers, the dispensers of the family income. Every effort is made to appeal to them, to supply their demands, to make them feel that the store is operating in their interest.

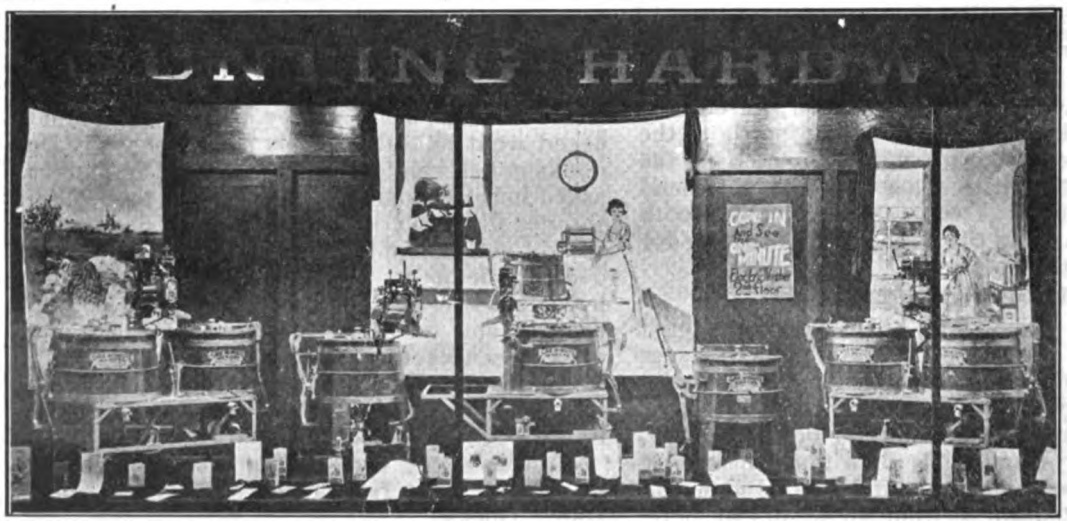
This corner window is the homekeeper's window, the "welcome" from the store to the woman shopper. With an arcade entrance on each side of it, it catches the attention of the crowds passing and re-passing along both Second Avenue and Union Street. It always contains articles that will appeal to women and children.

Seasonal Displays Are Made

For the weeks before Thanksgiving, silver, carving sets, cut glass, roasters or steamers are shown. At Christmas time, toys take the lead; in the spring, small garden tools; in summer, canning supplies and articles for camp or shore. When other stores are advertising their June white sales, scissors, thimbles and kindred small articles necessary to sewing are the feature. I remember one display of beach toys. The lower part of the window glass was sprinkled with tiny finger-prints and fat little spots where small noses had pressed.

On the Watch for Sales Suggestions

When there is nothing of a distinctly seasonal nature available, ideas for this window are developed in various ways. Perhaps a delivery boy says Mrs. X asked him if the store keeps a special brand of can-opener she has seen



A window of this nature is sure to make a strong appeal to the homekeeper.

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advertised. At once can-openers, paring knives and cork-screws—yes, cork-screws, even in these prohibition days—are placed in the window. Or a clerk may mention how convenient she has found a certain article. That thing will very likely be displayed the next day.

These sources failing, the proprietors confer with department heads as to merchandise that will make a strong appeal, and the result, in list form, is handed to the window trimmer, who makes the new display.

Most often, there is only one kind of article on display at a time, but knowing that variety is necessary to hold interest, the trimmer sometimes puts in several related articles, or again, different articles at one price. The window is not large, perhaps five by seven feet, and is always used therefore for small goods.

If it happens that a window is not successful, it is changed at once. "If there is a large crowd in front of another store's windows, and none in front of ours, we proceed to find out why," with a chuckle.

Knives by the Barrel

"Our most successful window—was windows," the gentleman continued reminiscently. "We trimmed them all with narrow streamers of red and white, with pocket knives tied on the ends. We had barrels of pocket knives in each window. We tipped some over so the knives spilled out. We priced them at thirty-nine cents apiece. We sold a thousand the first day.

"But I think the funniest thing that ever happened in connection with this store had nothing to do with windows at all. We bought a carload of garden tools that had been in a wreck. We did not stop to put them in the windows—just stood them on the sidewalk. Prices ranged from five to fifty cents, no deliveries. All that day, all over Seattle, people were seen—women in silks, dignified business men, dainty misses in high-heeled pumps—going home with those rakes and spades and hoes. We sold them all in two days."

If You Think Customers Don't Notice

But back to the window. Queer things happen sometimes. A price tag frequently falls down on some more expensive article below it. A customer comes in and demands the article at that price. If it is a twenty-five cent tag that has fallen into a fifty-cent stewpan, the customer is given the article without objection, and the tag is replaced.

But if a dollar tag has fallen on a seven dollar casserole, their reason is jokingly appealed to. "Surely you know that could not possibly be sold for such a price," says the salesman smilingly, and the matter is adjusted. Also there is the inveterate bargain hunter who comes in, eager-eyed, the moment the doors are open, to take deliberate advantage of an obvious mistake in a newspaper advertisement. This case calls for the head of the store, and frequently for some real diplomacy.

Always the Corner Window for the Home

"But this corner window," my informant placed his hand on the frame, "is our woman's window. The business of a store is to pass on an advantageous purchase to its customers. Our buyers keep this corner window in mind and often are able to stock large lots of standard merchandise for its supply. It is the housekeeper's window. We think it is our best one."

"Are—are you—a buyer?" I asked, wishing to have authority for my story.

"Oh, no," he answered quietly, with an amused twinkle in his eyes, "I am Mr. Hurlbut."

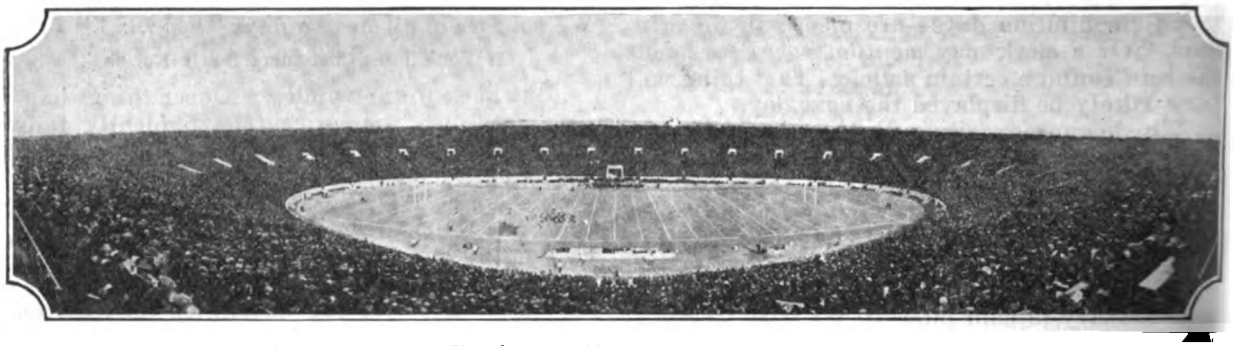
I gasped. One of the firm! And he had given me nearly an hour of his time. I thanked him, not adequately, I am afraid, for all his kindness, and tiptoed away.



Enamel ware always lends itself to attractive displays and to show the various articles as indicated will bring trade from the women folks.

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You can capitalize the increasing interest that is being taken in the "Big Games" by the youth of your community, and thus increaes your sales of sporting goods and athletic equipment.



Great Yale Bowl, seating 80,000. The playing field is 27 feet below the surface of the ground, and there are 30 entrances. It covers a total area of 12½ acres.

Encouraging Athletics Will Increase Your Sales



Do you take advantage of your opportunities in the sporting goods department, interesting the boys and girls and young buyers of your town by showing an active interest in their play?

Play these days is not a bob-sled nor a kite nor a back lot baseball contest, nor is it fishing with a bent hairpin or swimming round the bend.

Do you cooperate with the public playground movement in your city, the directors or commissioners or leaders of the boys and girls' clubs? If you show an interest in their work and their contests, perhaps offer prizes or trophies, they will be coming to your store for their equipment. These are the youngsters who are going to grow up into golfers, trap shooters, hunters, fishermen and outdoor sport enthusiasts. It will pay to let them know what you have in stock, and how glad you will be to send for anything in the catalog. Let them know before they get the habit of sending for these things themselves or trading somewhere else or patronizing a mail order house.

Your Great Advantage in Contact

You can do these things that neither the mail-order house nor the city sporting goods stores can do:

1. Cultivate the athletic officials, those who place the community orders.

2. Take an interest in the contests of the boys and girls, both in school and out.

3. Organize or make headquarters for any baseball, basketball or football teams that may be organized by the young men of the town in the name of the town. Many merchants have found it was fine advertising to have the ball team bear the store's name.



In this connection, it is interesting to note the remarkable strides, that have been taken in late years by our nation, and especially in behalf of the young, along these sporting, athletic, outdoor lines.

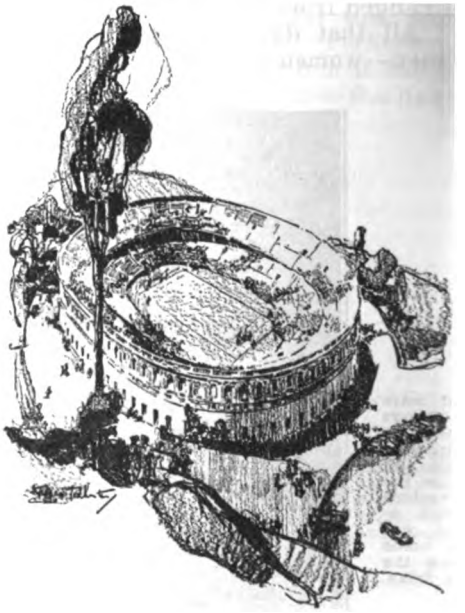
Human Nature the Same in Your Community

Look at the phenomenal growth in popularity of the game of golf.

See new interest in tennis, swimming, hand ball, basket ball, football and all organized, amateur sports.

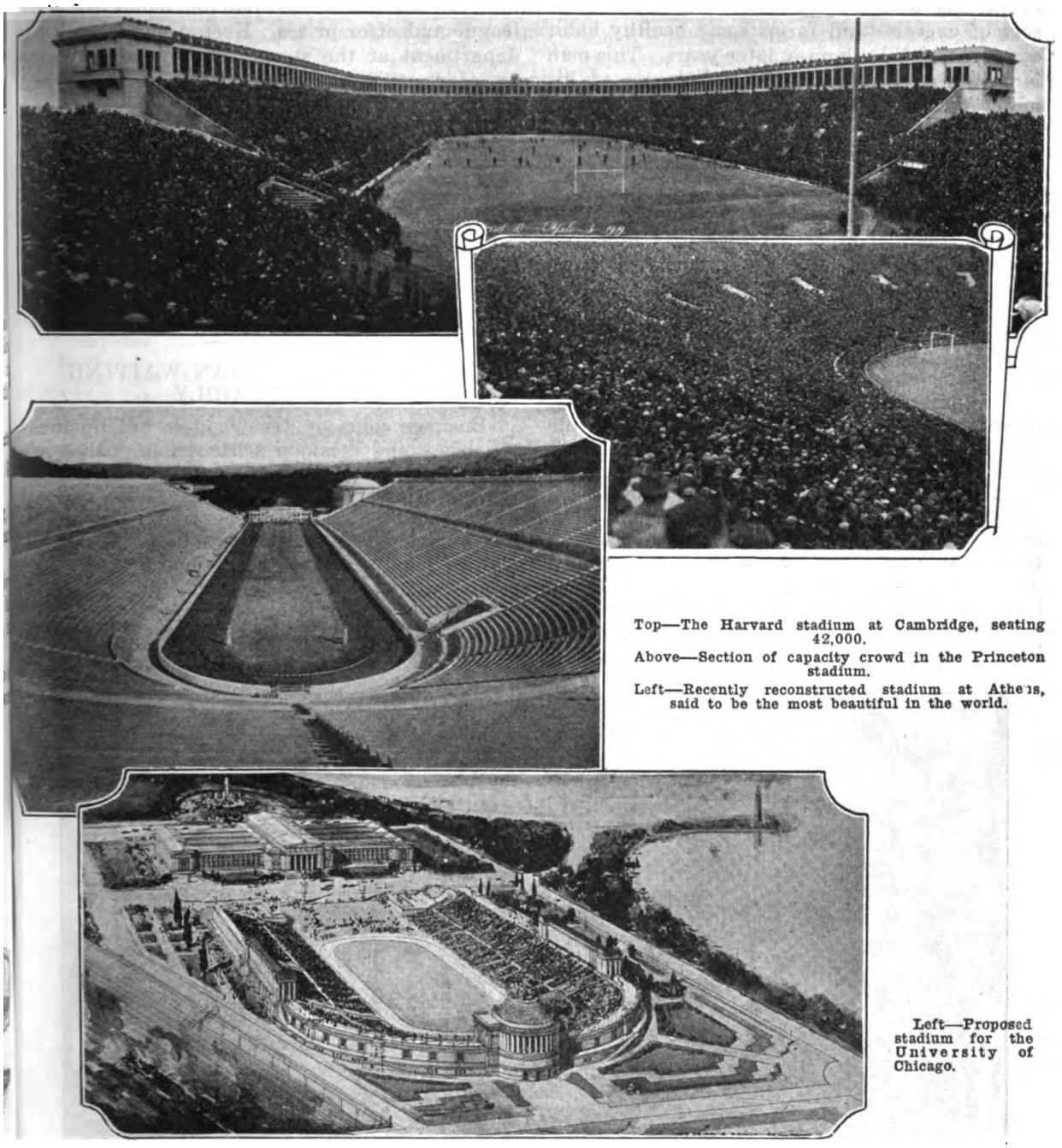
Follow the thousands who now find joy and quickened circulation of their blood in hiking in regions where the country offers an incentive.

Then look at the myriads who used to spend their vacations on the porch of some summer



Proposed new stadium at the University of California, Berkeley, to seat 60,000 persons and to cost $1,000,000. It will be an oval of reinforced concrete, with double deck stands similar to those in the New York Polo Grounds.

It is not necessary that you live near the campus of some large university or college to profit by the increased interest in sports and athletics that young men and women in your home town or city, no matter where you live, are taking. The interest in these games and sports, though far removed from you, can be turned to good advantage if you will.



Top—The Harvard stadium at Cambridge, seating 42,000.

Above—Section of capacity crowd in the Princeton stadium.

Left—Recently reconstructed stadium at Athens, said to be the most beautiful in the world.

Left—Proposed stadium for the University of Chicago.

Photographs of some of these large stadia or athletic fields, filled with cheering and enthusiastic crowds, can be easily obtained and would serve as a reminder to interest the young men and women of your community in all manner of sports and athletics.

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resort hotel who now go auto-camping and buy or assemble their equipment beforehand from your stock, or your competitor's.

Very nearly every school department, and many separate grammar and high schools now have their athletic director who coaches the teams, conducts the contests and sees to it that every boy and girl in the school takes some sort of exercise and forms some healthy habit of sport to fall back on in later years. This man is your friend, or should be. You need his help, and he needs yours.

Stadia and Playground Building

In addition to the movement in most communities to provide playgrounds and recreation fields for the schools and the community in general, there is at the present time going on among the colleges of the country a great era of stadium building. Football and other school sports have aroused such keen interest that thousands clamor unaccommodated at the gates of the contests.

So these great stadia are conceived, fields and arenas on classical models, where great crowds numbering from 25,000 to 75,000 people may see these great battles in sport and have their blood warmed and their spirits made new.

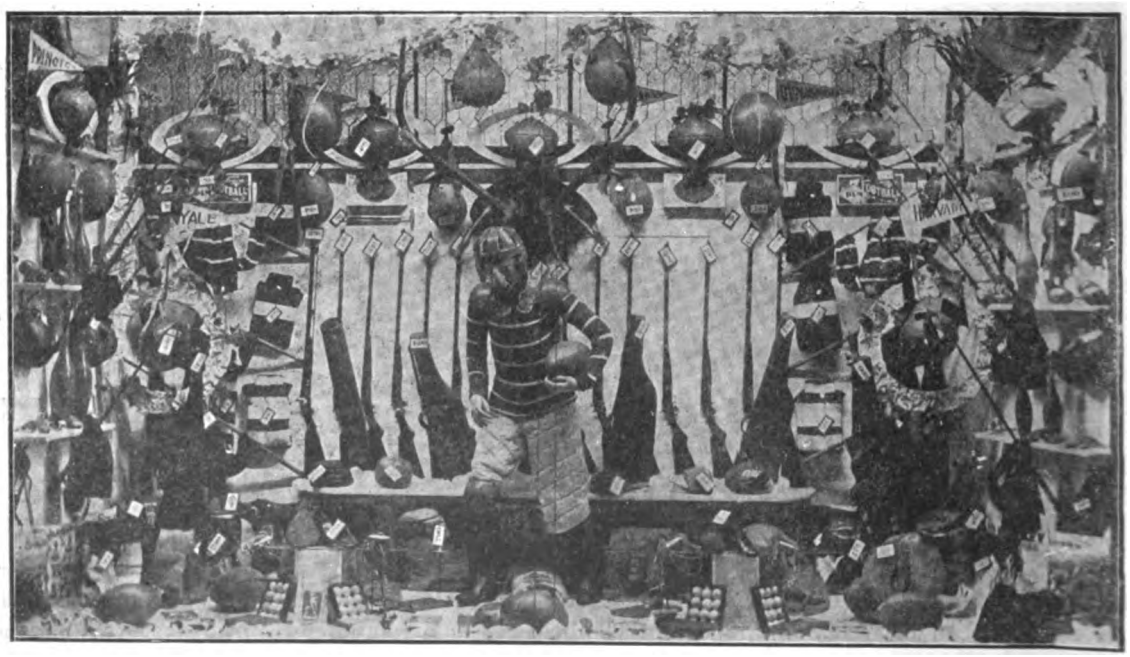
About these fields are scattered the seeds of your sports department's success. The crowds who attend and the men who take the field should be "meat for you," if you have done your share, shown your support, made the building and equipping that much easier, provided an established rallying point for the athletes and authorities.

Therefore look ahead, make a long-run investment in good-will, provide officials for the games from your staff, order extra equipment to accommodate, go after the business, run your advertisement in the school paper, publish the line-ups in a souvenir program, let the committees meet in your store, organize a basketball or baseball or football or tennis or golf league and offer prizes. Keep a game booking department at the store. Supply any service or information or accommodation to place you in favor.

Do everything you can to help good, clean amateur American sport along, and the returns will come back to you many-fold, both in material reward over the counter and in that highest satisfaction that can come to any merchant —knowing that his business has been dedicated to the improvement of citizenship, the spread of sportsmanship, and toward building real Americans, sound in body and mind.

KEEPING A SALESMAN WAITING UNNECESSARILY

Business courtesy, true enough, but business efficiency and common sense demand that we do not unnecessarily waste another's time. If you are a buyer and compel a salesman to wait hours for you, the cost of this time is bound to be added to the cost of his product. It is generally as convenient to see a man at one time as another, and to keep him waiting never impresses him with the buyer's importance. The biggest and busiest men are not the hardest to see.



Practically every one of the HARDWARE WORLD subscribers handle sporting goods, and a window such as this is sure to materially increase your sales.

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HARDWARE STORE OVERHEAD SET AT AT 21 PER CENT

Figures compiled by the Bureau of Business Research of Harvard University indicate that in the majority of retail hardware stores the overhead appears to be about 21 per cent of sales. The lowest figure reported was 11.42 per cent, and the highest 36.3 per cent. The average selling expense is 7 per cent and the average for buying and management is 4.4 per cent.

The following figures express the percentages between the various expenses and the total sales:

	Low.	High.	Com.
Wages of sales force	2.57	15.80	6.2
Other selling expenses	0.03	4.12	0.7
Total selling expense	3.02	15.8	7.0
Delivery expense	.....	3.22	0.7
Buying, management and office salaries	0.66	9.64	4.0
Office supplies, postage and other management expense	0.08	1.87	0.3
Total buying and management expense	1.15	10.6	4.4
Rent	0.38	6.09	1.7
Heat, light and power	0.06	1.35	0.4
Taxes (except on buildings, income and profits)	0.04	1.14	0.5
Insurance (except on buildings)	0.08	1.02	0.4
Repairs of store equipment	0.01	1.11	0.1
Depreciation of store equipment	0.02	1.6	0.3
Total interest	0.95	8.95	3.3
Total fixed charges and upkeep exp.	3.07	12.68	7.0
Miscellaneous expense	0.01	3.86	0.9
Losses from bad debts	.....	6.8	0.5
Total expense	11.42	36.30	31.0

To realize a net profit of 5 per cent on the year's business, the hardware dealer must, therefore, add an average of a little over 35.1 per cent.

In comparison with these figures, the Bureau of Business Research points out, the overhead in retail drug stores averages 27.6 per cent, and in grocery stores, 14.6 per cent.

COMPOSITION OF A WOMAN

According to Hindu legends, the god Vulcan, of Hindu mythology, created the world. When he started on woman he found he had used up all available materials, but knew that the world would be nothing without women, so he took—

The roundness of the moon.
The undulating curve of the serpent.
The graceful twist of the creeping plant.
The slenderness of the willow.
The velvet of the flowers.
The lightness of the feather.
The gentle gaze of the doe.
The frolicsome reflection of the dancing sunbeam.
The tears of the cloud.
The inconsistency of the wind.
The timidity of the hare.
The vanity of the peacock.
The hardness of the diamond.
The chill of the snow.
The cooing of the turtle dove.

All these he combined to form this glorious being—woman.

RAINY DAYS A GOOD TIME TO MAKE FRIENDS

"In my early days as a financial reporter," says a successful newspaper man, "I used to rejoice when a rainy day came. Why? Because I discovered that when it rained heavily very few people ventured out-of-doors, and I stood a far better chance of finding big men in their offices and without a line of people waiting.

"Consequently, they had more time and more inclination to sit and talk with me. In this way I was able to gather a lot of information that I could not possibly get on busy days. Also, it gave me opportunity to become better acquainted with many financial and business leaders.

"When I remarked to a youngish business man the other day that he must be finding very little to do, he immediately replied:

" 'I never was busier in my life. If you mean that I haven't been able to get very much business, you are right. But I have been able to do more missionary work and to make more friends with the right kind of people this summer than ever before. Most of the people I have been cultivating have been far from rushed; so they have had time to talk with me. I know that I am going to cash in very handsomely on all this work I have been doing. Of course, I suppose I could have let myself become discouraged because of the small amount of actual business I have landed. But I've had sense enough to be patient and to plug along as hard as ever. In fact, I have never worked harder in my life. The reward will come by and by. I know it will.' "

Is there a suggestion in this for you?

SAY HENRY MAKES $199 FROM EACH

Attention drawn to Henry Ford's own statement of his manufacturing costs recently has induced financial circles to continue the process to the point of estimating his cost per car. As brought to light this speculation is generally taking the form of an estimate that materials entering into the manufacture of a flivver do not exceed $50. This, added to the $93 which Ford confesses is his labor and overhead cost, gives a total of $143. So he is content to add more than 100 per cent as his profit and let it go at that.

Matching this against the current price of a Ford touring car, $415, and deducting 17½ per cent from this price as agent's commission, the financial circles described arrive at the conclusion that each touring car nets the Ford Motor Company $199. This is checked freely against another recent estimate of a man who had been close to Ford that the net profit on a vehicle was $189. And the checkers have gone on from this and figured it out that the actual bench cost of a Ford, material and labor, but excluding overhead, is about $100.

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Merchandise Turnover and Stock Control

Knowing What Is Taking Place While It Is Taking Place, Provides a Perpetual Inventory, Prepared by the Chamber of Commerce of U. S.

THERE should be no difficulty in expressing the idea that the number of turnovers are just as vital to a business as the amount of profit on each turnover. Thus: If the profit on each turnover is 5 per cent and there are four turnovers in any given period the profit on the stock investment is 20 per cent; and if the number of turnovers is doubled the profit will be doubled.

Many years ago merchants and manufacturers who had studied distribution with exactitude, as if it were a science or at least an art, learned that the rate of turnover is one of the most important factors in business. If all of its relations are taken into consideration perhaps it is the most important factor, except always an accurate form of cost accounting, without which it is inconceivable that any business large or small can be conducted really well. If a merchant does no advertising his failure to utilize this sales method is not an argument against the need for publicity. If a business man does not keep his costs separated from each other, we are forced to ask:

How Does He Know When Some of His Expenses Are too High?

Clearly as the importance of the turnover appears and universally as its truth is accepted, there are frequent violations of its most fundamental principle—not to overbuy—even among comparatively progressive merchants.

An addition to the cash discount or an attractive price concession sometimes will induce the purchase of considerably more goods than can be sold within a reasonable turnover period. This entails the likelihood that a season will pass leaving a costly lot of goods in stock and the resultant mark-downs and sacrifice sales as the only way of moving them.

It is, of course, possible to be too conservative and to buy less than could be sold. This is not really a serious condition, because, unless transportation facilities are very poor or the distance from supplies is very great, a shortage usually can be made up in a few days and often in a few hours. Average conditions only can be discussed here. Special cases demand special methods.

Elements Involved

When the various expenses and wastes involved in slow turnovers are stated separately the subject becomes even more easily understood. What are the elements in which losses due to slow turnovers may be found?

(a) Investment.
(b) Interest.
(c) Mark-down.
(d) Salaries and wages.
(e) Shelf or storage room.
(f) Prestige—Reputation.
(g) Inefficiency.

An examination of these elements shows their relation to each other.

(a) Invested money is the source of profit which in turn depends upon the amount of goods in stock and upon the length of time which these goods are carried. It is evident that to double the turnover comes to the same thing as doubling the amount of stock without increasing the investment. Or, vice versa, one half as many turnovers results in doubling the amount of money invested for the same quantity of goods.

(b) Interest must be paid upon all borrowed money and most merchants are borrowers. If the turnover is reduced from a period of six months to one of three months the interest on a given loan is reduced in the same proportion.

(c) Mark-downs are required for three principle reasons:

1. The goods have proved unsalable at the original mark-up.
2. Too many were bought and a change in the style or season has left some of them on the shelves—
3. With the result that they have been soiled, chipped, bent or defaced otherwise by frequent handling.

(d) Salaries and wages must be included because every operation in every establishment costs something. When an unprofitable operation is performed it represents a loss. Roughly these losses are due to:

1. Waste of time by management in reaching decisions as to when and what mark-downs are to take place.
2. Waste of time by sales force.
3. Rewriting tickets.
4. Rearranging goods for mark-down sales.

(e) Shelf or storage room is a definite part of the expense of doing business; and that portion which is devoted to slow-selling merchandise is wasted.

(f) Prestige-Reputation—for the high character or timeliness of merchandise is sought by most stores. There is a distinct waste measurable in dollars and cents when the reputation of an establishment is lowered by shopworn goods.

(g) Inefficiency always results in waste. The buyer whose judgment often is wrong usually makes the mistakes from lack of knowledge as to the stock and the speed or slowness with

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which it is moving. Frequent mistakes cause uncertainty in the mind of the one who makes them and tend to worse errors as time goes on unless some measures are taken to make them improbable.

Have You Ever Figured or Even Estimated the Amount of These Costs in Your Own Business?

Value of Records

There is just one method of reducing waste to a minimum. That is through records of purchases and sales which can be consulted at any moment; which will give a complete picture of the situation as it changes from week to week, from day to day, even from hour to hour if that be desirable; and which will supply the knowledge for immediate additional purchases, for mark-downs or for any other change in handling the stock.

In Figure 1 are shown two sets of graphs, series A-1, A-2, A-3, A-4 and B-1, B-2, B-3, B-4.

Each of the columns in series A represents sales amounting to $100,000 but the number of turnovers increases from 1 in A-1 to 4 in A-4, and it will be observed that with each increase in turnover the stock investment as well as the interest are cut in two while the amount of profit increases.

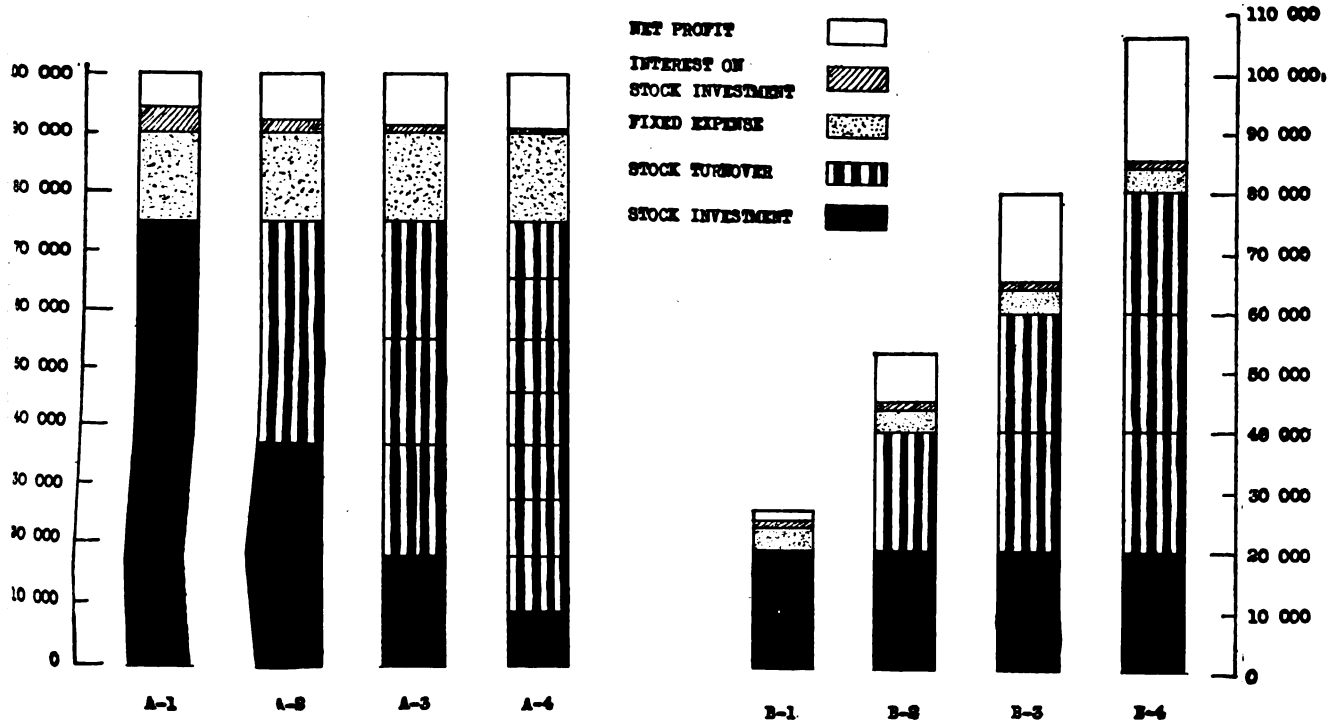
Series B shows uniform stock investments and costs of interest throughout while the amount of profit increases with the number of turnovers.

Differently expressed, Series A proves the decreased investment needed to perform a given amount of business while Series B proves the increased business and profits which accrue to the same investment upon a multiplied turnover.

All of this has been accomplished in a simple manner with benefits equally to the merchant and to the customer. (And every wise merchant knows that a benefit to the customer comes home to roost as a benefit to his business.)

In a certain establishment the direct cost of this method of stock-control has amounted to less than 1 per cent of the selling price. Yet it has increased the turnover considerably in all of the departments where it has been applied; and in the department where it was first installed the turnover has nearly doubled while the mark-down wastes have been more than cut in two.

Not only has the number of turnovers increased, but also the amount of merchandise sold in each turnover. Errors in the judgment of buyers have been made less probable in the future as the causes and kind of errors have been made clear. Last but not least, a record of the remarks by customers shows the enhanced reputation of the stock.



Here are two ways of illustrating the profits due to more frequent turnovers:

Series A is based on a given PERIOD and shows how the investment and interest grow less while the profit increases.

Series B is based on a given INVESTMENT so that the interest also remains the same although the profit increases.

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Simple in Operation and Adaptable to Small as Well as Large Business

If the accomplishment of these results had been through any complicated or difficult method its general application might not be easy. But the exact contrary is the case. It is perfectly simple and almost as easy as not to do it at all; and it is quite as applicable to a wholesale as to a retail business; to a large business as to as mall one.

First and foremost is the necessity to divide the establishment into departments. Usually this is the case already where a large stock is carried, but small stores often have not done so and a part of their trouble comes from this neglect. An additional advantage following the practice is due to the better display which may be made of the stock. This, however, is another subject, since the discussion now relates solely to control of the stock which can be accomplished effectively only if it be arranged according to a definite departmental plan.

It may be thought at first by some readers that there would be difficulty in dividing into departments a store which, like a shoe store, might itself form one of the departments of a true department store. But on second thought it will be seen that there are several possible departments even in a small retail shoe store. For example, many shoe stores sell stockings; there are men's and women's shoes; and there are costly and cheap shoes for men and for women.

Many departments are possible in hardware, groceries, jewelry and, indeed, in every wholesale or retail business whether it be large or small. Neither need departments be separated by partitions or show cases; an imaginary division is quite enough so long as the proprietor is conscious of it and uses it on the control-cards to secure a reliable sales-analysis.

It is the only method by which unprofitable departments may be reorganized intelligently.

Have You Divided Your Store Into Departments?

After the departmental plan has been arranged an inventory must be made on the control-cards which are designed to exhibit every necessary fact for every day in the month. A sample card is shown, Figure 2, but the exact shape and size will differ somewhat with the department or kind of business involved.

The idea is adapted to the most widely differing merchandise as for example shoes and wire nails—or canned goods and vacuum cleaners. By printing on both sides the capacity of the cards may be doubled, and by using a card twice the size, folded in the middle, a quadrupled capacity is secured.

Tinted Cards a Convenience

Many methods are practicable for indicating to which department a control-card belongs. Probably the simplest is by means of tinted cards, of which there are seven standard colors: White, blue, red, green, yellow, salmon and grey. If a greater variety is needed, the name of the department may be printed faintly in large characters on the face of the card; or the upper edge of the card may be indented or clipped at the corners so that it may be identified at a glance. Whatever plan is adopted should be considered carefully beforehand, since changes are troublesome and expensive.

The row of figures at the top are the days of the month and the blank spaces below are for the quantities "Rec'd," "O. H." (on hand), "Sold" and "O. O." (on order).

According to Figure 2, the firm had on hand at the opening of business on August 1, 19 pairs of size 9 and 11 pairs of size 9½ black oxford blucher calf shoes, style 2783, which cost $4.50 a pair and were bought of Stevens and Company. During the first week of August 18 pairs of size 9 were sold, two pairs were returned by customers (one each on the 4th and 5th) so that three pairs were on hand at the opening of business on Monday, August 7. On the same day 24 pairs were received, which had been ordered on the 2nd.

Certain of the figures, like "returned goods," usually are made with red ink, but the color cannot be shown in the engraving, for which reason the figures are enclosed in a circle. The figures 24, "O. O.," should also be cancelled with red ink. In practice most words are abbreviated and "Black Oxford Blucher" would be written "Blk Ox Bl."

Constitute a Perpetual Inventory

These cards it will be observed constitute a perpetual inventory which displays at a glance every factor in which the management and the buyer may be interested: At what rate the goods are selling; which sizes are selling fastest; which styles are most popular; when it is time to order more; and which of the goods must be marked down.

They are under the charge of one person, who makes all of the entries, and are mounted in an open rack. Probably the most remarkable characteristic of the control-card is the fact that changes are recorded within a quarter of an hour after they take place, so that those in authority, if it is necessary, may know the precise condition of the whole stock at any hour of the day.

From this description it is evident with what certainty and rapidity judgments may be formed and policies may be altered.

Your Business Most Important to You

To provide the facts for this control, a coupon bearing the style number is detached from the ticket with which each article of merchandise is provided when it is placed on sale; and this coupon it is necessary only to transmit to the person who has charge of the control-cards.

As an interesting economy (although having really nothing to do with this particular subject) these tickets are made in triplicate and are printed on an addressograph. Not only has

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there been a direct saving in the number of people employed in marking the goods, but there has been a surprising elimination of errors; and, of course, the very common troubles due to poor handwriting have been obviated wholly.

It follows therefore that the careful study of this subject brought indirect improvements as well as those betterments which were sought more particularly. Labor-saving devices usually insure also a much higher degree of accuracy.

One very great improvement and saving not mentioned yet is the increased knowledge of what constitutes the proper mark-up in various lines. Hitherto there was a sort of happy-go-lucky guessing contest as to what might be a reasonable spread. This has given way to the recorded facts shown upon the control-cards. It has not reached the high plane of a fixed mark-up percentage for each class of goods, but even that is expected as one of the results in near future, and in the meantime most of the usual and costly errors have become things of the past.

Enthuses Your Sales Force

It would be difficult to exaggerate the improvement in the morale—the enthusiasm—of the sales force which will follow the introduction of the control-card method. Naturally this has brought with it a higher ratio of sales to the time expended in selling. A very definite certainty exists that the profit due to quicker turnovers will be matched by the saving in selling expense; and this again is certain to be reflected in the attitude of the sales force toward their employment and particularly toward the sale, which will be regarded by them more in the light of a probability than ever before. There is nothing strange in this. A feeling of confidence is the first requirement for successful selling and merchandise which drags must have a deterrent effect upon those who attempt to dispose of it.

Do you believe in guessing or in knowing?

It should be understood very clearly that while the control-cards are for the purpose of collecting information which is required in every business, there remains the necessity to condense the figures which they display in the form of a report. This should be done weekly and monthly in any event; and preferably there should be reports of the previous day's operations placed upon the desk of each person in authority every morning. Without these reports the management fails to secure the benefits endowed by the control-cards and the chance for immediate action is lost. Opportunties for a profitable change in policy may come suddenly and if not taken advantage of at once may disappear as quickly as they came. Control-cards are largely to provide for these sudden changes which a wide-awake merchant can convert from

STYLE 1783 — BOUGHT FROM Stevens & Co. — DESCRIPTION Black Oxford Blucher — MATERIAL Calf

COST	SIZE		Aug	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
4.50	9	Rec'd					(1)	(1)		24																								
		O.H.	19							3																								
		Sold	3	4	3		6	2		5	3																							
		O.O.		(24)																														
4.50	9½	Rec'd						(1)		24																								
		O.H.	11																															
		Sold	2	2	1	3	4				6																							
		O.O.		(24)																														
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Fig. 2.—A form of Control-Card suitable for many kinds of business, which shows at any moment the condition of the stock and the rate at which it is selling.

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a loss into a profit only if he has before him a picture of what is taking place.

Two forms of report are needed:

(a) Slow-selling merchandise.

(b) Quick-selling merchandise.

These will be considered separately because they relate to problems which are entirely distinct from each other.

(a) Slow-selling merchandise must be recognized immediately in order that the mark-down shall not be delayed beyond the proper moment and to insure that future purchases of that class shall be made with more caution.

(b) Quick-selling merchandise should be emphasized in the minds of those who are responsible for buying and this can be done only through visualizing what has taken place by means of the actual figures and dates.

If other business men find these facts necessary, should not you provide yourself with them also?

No particular importance need be attached to the precise form in which these reports are made so long as they are of a size to fit standard filing cabinets. They should display a short description of the merchandise, the name of the manufacturer, the quantity sold, the quantity unsold and the date when placed on sale. In the case of slow-selling merchandise the report should show the mark-down (if any has been made) and the sales since marking-down. Both of the reports should have a sufficient space for remarks.

In an establishment of any magnitude the best results can be insured only by employing someone from the outside, whose duty shall be to study the existing practice and apply better methods wherever it can be shown that an improvement is likely to follow.

In one instance very great results were secured through a young man who had never sold a dollar's worth of merchandise in his life and who had no merchandising experience of any sort. But he had an observant eye, an analytical mind and a diplomatic manner. Those who have been close to a business, who have seen it grow to large dimensions from a small beginning, usually are the last to believe that any improvement can be suggested which they would not themselves think of first, unless they have rare qualities of vision and imagination—unless they are bigger than their jobs.

Management begins with Man and distribution is Man from the top to the bottom. Thoughtless management helps no one, the management least of all. The more exact, the more progressive, the more scientific distribution can be made, the more everyone will be helped from and including the producer to the consumer.

Control-cards are a means.

Discipline is that kind of training that causes us to do willingly things we used to hate to do.

NOBODY HIRES YOUR TIME

Nobody pays you for putting in so much time.

Your time isn't worth anything to anybody.

It's only what you DO that counts and that anybody will pay for.

A man might punch the clock at six o'clock in the morning and stay inside the works for eight, ten or twelve hours, yet not have earned a dollar. Another man might be inside the plant only a few hours and have earned a good day's pay.

Perhaps you have sometimes remarked that the big fellows around the place often put in very little time, that they seem to take lots of time off. But corporations or other employers never measure the value of a high-salaried man simply by the number of hours he spends at his work. He is judged solely by the value of what he accomplishes. One man in an executive position might work twelve hours a day and yet not be worth $2,000 a year, while another might be on the spot only half as many hours and yet be worth $20,000 a year. Incidentally, most men holding responsible positions devote a great deal of thought to their duties while they are away from business.

The wise, willing, ambitious worker will strive to do so much work and to do it so well that he will sooner or later be promoted to a position where his pay will be governed not by so much per hour, but by the worth of the services he renders.

This thought that your time is not worth a nickel to anybody is a helpful one to keep always in mind.

Don't try merely to "put in the day." Strive with all the energy and vigor you possess to put something into the day.

SUCCESS IN COOPERATION

Said a wise old bee at the close of day, "This colony business doesn't pay. I put my honey in that hive that others may eat and live and thrive; and I do more work in a day, by gee, than some of the fellows do in three. I toil and worry and save and hoard, and all I get is my room and board. It's me for a hive I can run myself, and me for the sweets of my hard earned pelf." So the old bee flew to a meadow lone and started a business of his own. He gave no thought to the buzzing clan, but all intent on his selfish plan, he lived the life of a hermit free—"Ah, this is great," said the wise old bee. But the summer waned and the days grew clear, and the lone bee wailed as he dropped a tear; for the varmints gobbled his little store and his wax played out and his heart was sore, so he winged his way to the old home band, and took his meals at the Helping Hand. Alone, our work is of little worth; together we are the lords of earth; so it's all for each and it's each for all—united stand, or divided fall.

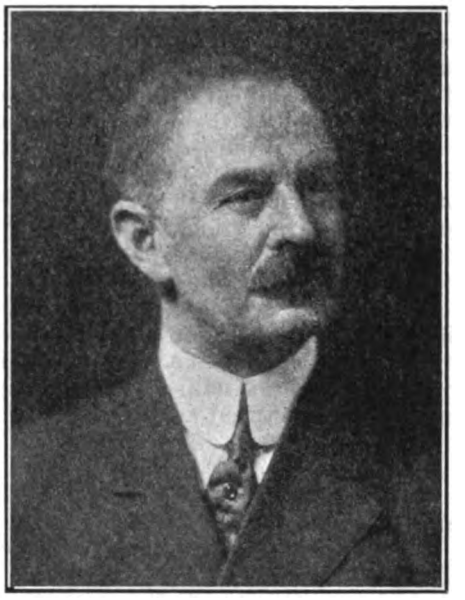
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A. L. SCOTT RE-ENTERS TRADE

The trade will herald with interest the return of A. L. Scott to active connection with the western trade as vice president and sales manager of Mangrum & Otter, long established jobbers of heating, hotel and household equipment. Mr. Scott has already entered into his new work with all the energy and enthusiasm characteristic of him, and he is being warmly received by his many friends in the trade throughout the West.



A. S. MANGRUM
President and general manager of Mangrum & Otter, who are large and prominent factors in the trade throughout the West.



A. L. SCOTT
Vice president and sales manager, Mangrum & Otter, is being welcomed by his many friends on his again re-entering the trade.

Mr. Scott is well and widely known as one of the most forceful and capable men, one of the keenest executives, and one of the greatest salesmen ever developed in the hardware business of the West. He has always been one of the most forceful figures and personalities in the field, and his friends unite in welcoming him back to the activity which has been characteristic of him.

Associated with A. S. Mangrum, president and general manager of Mangrum & Otter, he joins forces with a man whose standing and regard in the trade are the highest, and together these two able men face an opportunity to build, develop and strengthen with mutual benefit to the trade, their house and themselves.

Mangrum & Otter is one of the pioneer jobbing houses of the West and in many years of business life a unique and important trade has been built up. They specialize on heating and ventilating equipment, complete hotel and restaurant kitchen installations, metal and tile supply, and a general business in household goods, fireplace accessories, refrigerators, etc. They manufacture many of the special goods they handle, and have developed a large volume on many of these supply lines.

Mr. Scott entered the trade at the very bottom as a 16 year old boy, first as an apprentice and stock clerk for Dunham, Carrigan & Hayden Co. After a year or two in which he made the very best use of his time in familiarizing himself with every department and detail of the business, he was sent out on the road and immediately proved remarkable sales ability.

After full experience and the building of a circle of friendships in the trade, he left the house to join in forming the firm of Miller, Sloss & Scott, forerunner of the Pacific Hardware & Steel Co. In the executive capacity into which the new and growing destinies carried Mr. Scott, he again proved his strength in handling men and building up a sales and general organization.

The unceasing energy and unflagging enthusiasm that have always animated Mr. Scott are just as active, now that he is back among his friends and again rubbing up against hardware problems among hardware men. His many former co-workers and admirers are wishing him the best of good fortune in the work that he has shown himself so distinctly adapted for.

No man can be utterly unhappy who has the consciousness of doing good work.

Good times are diffident about rushing in where bad times are expected. It is always good policy to look for the best.

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Electric Facts You Should Know

Every Man in Your Store Who Sells Tools or Supplies for Electrical Work Should at Least Master Such Rudimentary Facts as Follows

WHEN electric lights first came into general use there were a great many fires from electrical origin. Various associations of underwriters therefore formulated rules in accordance with which they required that all wiring be done. Later these various rules were reduced to a uniform code known as the National Electrical Code. All fittings that have been approved bear a label of approval from the National Board of Underwriters and only such fittings can be used where an inspection is required.

Some of the smaller towns are not governed by underwriter's inspection, but to avoid possible danger from fire, their rules governing wiring and material should be adhered to closely. These rules are revised as often as changes in electrical art make such revisions necessary.

The following embodies a few of the underwriters' rules, together with a brief description of some of the electrical material in common use.

Wire

Smaller than No. 14 B. & S. gauge must not be used except in electrical fixtures and flexible cords. The size of the wire should be governed entirely by conditions.

For wiring interior of house a No. 14 wire is used for circuit wires; not more than twelve 16 candle power carbon lamps, or a total of 660 watts should be put on one circuit; where more than twelve 16 candle power lamps or 660 watts are desired, another circuit or two more wires must be run. For example, if it is desired to wire a five-room house and install the number of lights, distributed as follows:

Parlor, 4 lights; dining room, 2 lights, bedroom No. 1, 2 lights; bedroom No. 2, 2 lights; hall, 2 lights; bathroom, 1 light; kitchen, 2 lights; front porch, 1 light.

Total, 17 lights.

Two circuits would be necessary, one circuit for parlor, dining room, hall and porch, and one circuit for balance of house.

Main or lead wires are used from branch blocks to main blocks and size of wire used must be as follows:

For 17 lamps or less, No. 14 or larger wire.
18 to 24 lamps, No. 12 or larger wire.
25 to 33 lamps, No. 10 or larger wire.
34 to 46 lamps, No. 8 or larger wire.
47 to 65 lamps, No. 6 or larger wire.

Main or lead wires should never be overloaded.

For such wires as fixture wire and lamp cord, the sizes mostly used are Nos. 16 and 18.



Electrical appliances always make a special appeal to the women folk of your community. Particularly will this be found true at this season of the year.

When joints are made in the branch or lead wires, they must be soldered and covered by a sufficient amount of splicing compound and friction tape to equal the insulation on the wire. No. 14 single and double braid and No. 12 single and double braid are the wires most commonly used for branch wires.

Requirements for Switches

Switches designed to disconnect the line from source of electricity when necessity or convenience requires. Snap switches are most commonly used for controlling circuits from the wall. They should be used in connection with switch base No. 17 to meet requirements of underwriters. This auxiliary base is placed between the porcelain base of the snap switch and wall, thereby bringing the wires the required distance from the wall. Snap switches are comparatively inexpensive, but on account of projecting from wall will not make as neat a job as the push button flush type.

The push button switch is set in an iron or steel box in the wall. After all connections are made, it is then covered with a plate, which is generally finished to correspond with the hardware and fixtures. Each switch is designated as one gang. Very often several lights are to be controlled from same position. The switches and switch boxes are then ganged up to the required amount and covered by either one

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plate perforated for the amount of switches used or by a series of single plates.

The pendant switch is used practically the same as key socket, except it can be arranged to control several lights, and key sockets control only one.

The knife switch of the lighter type, is used mostly on battery work, such as gas engine ignition, telephones, etc., or for entrance or main switches where the wire enters the building between the cut-out and meter. A combination cut-out and switch is used very largely for the same purpose. It is always necessary to use a cut-out or fuse block where the wires enter. They are generally of the plug or cartridge type.

While both types are permitted by the underwriters, the cartridge type is preferred on account of the fuse being enclosed in a metal case, and less liability of fire from a blown fuse. The cartridge fuse usually has an indicator to indicate the burned fuse, which is a great convenience in locating promptly when several fuses are used. The plug type are protected by a mica covering. Fuses are very necessary to the protection of wire from overloads or lightning.

Other Construction Devices

Flexible conduits should be used between all partition walls or other places where extra protection is necessary that is not exposed to dampness.

Wood or metal moulding and fittings are used when it is desired to run wires where it is impossible to conceal them in the wall or ceiling.

Rosettes are used for drop lights, one type where wires are run through mouldings generally on the ceiling surface; others for concealed work or where the wires run overhead and drop through the ceiling.

Porcelain cleats and knobs are used for either concealed or exposed work. Wires can be run on the cleats or by means of porcelain knobs. Porcelain tubes should be used wherever the wire is run through the ceiling, floor joists, or in parts of a building where the wires are liable to come into contact with other material. They are also used where the lead or branch wires cross the bell wire or telephone wire. When they are used for this purpose, they should be carefully taped at the ends to avoid being moved from their position.

Sockets

Key sockets are most generally used. Keyless sockets are used where the lights are controlled by independent switches. They are mostly in use on electroliers. The wall socket can be used in connection with switch base No. 17 to meet with the requirements of the underwriters.

Chain-pull sockets are used for a great many different purposes and operate the same as the key socket, except the make and break attachment is controlled by the chain. The key and keyless sockets are generally without bushings fitted, but before being used should always contain composition bushing.

Weather proof sockets are used on all wiring which is exposed to dampness, such as electric signs and decorative work in amusement parks and streets. Porcelain sockets are used in basements, bathrooms, etc., or any place where dampness is likely to attract current and form a ground.

SELLING ELECTRICAL APPLIANCES

In selling electrical appliances the Nicholas Hardware Co., of Oak Park, Ill., tell us that their biggest asset in this connection is the fact that many of their customers prefer to buy at their store because of the assurance of satisfaction and good service which they have been careful to build up, with the further fact that they have made it known that they do not take advantage of anyone who is unfortunate enough to be unable to continue their monthly payments, after getting in a tight place, or even in taking back the appliance sold when agreeable to the purchaser, reimbursing them for the amount paid, less a reasonable depreciation.

They advertise these goods regularly and consistently in their local papers and have actual demonstrations of washing and ironing and vacuum cleaning in their windows and store, to keep their local people interested and promote sales.

They further tell us that their losses on electrical appliances for last year were one-eighth of 1 per cent, which they consider exceptionally good when you consider that 75 per cent of this business is done on credit. As a matter of fact, their loss on their entire store business was about one-eighth of 1 per cent.

OLD BUSINESS

I left my dad, his farm, his plow,
Because my calf became his cow;
I left my dad—'twas wrong, of course,
But my pet colt became his horse;
I left my dad to sow and reap,
Because my lamb became his sheep;
I dropped my hoe, and hit New York
Because my pig became his pork;
The garden truck I made to grow,
Was his to sell, and mine to hoe.
Believe me, too, I had to hoe—
There was no riding down the row.

NEW BUSINESS

With dad and me it's half and half.
The cow I own was once his calf.
I'm going to stick right were I am,
Because my sheep was once his lamb.
I'll stay with dad—he gets my vote,
Because my hog was once his shoat.
No town for me—I'll stick right here,
For he's made me tractor-engineer.
It's "even split" with dad and me
In a profit-sharing company.
We work together from day to day—
Believe me, boys, it's the only way.

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Steam Pressure Canner in Cooking

(By Hannah L. Wessling, U. S. Dept. of Agriculture)

BESIDE being one of the most dependable devices for the canning of dense and protein vegetables, and a very reliable one in the South for the home canning of meats and fish, the steam pressure canner may be used in the cooking operations of the home throughout the year with a saving of much time and fuel. By utilizing the steam pressure canner as a cooker in the preparation of the daily meals, an appreciable saving of fuel (or money) will soon be effected.

The construction of the steam pressure canner or cooker is based upon the principal that the temperature of boiling water dependes upon the pressure exerted upon it and increases with the pressure. For example, at sea level water boils in an open vessel (that is, under atmospheric pressure) at 212 degrees F. At 5000 feet above sea level, where the air pressure is noticeably less, it boils at a considerably lower temperature, i. e., at 203 degrees F.

By increasing the pressure upon the water above that of the atmosphere at sea level, it will not boil until the temperature rises above 212 degrees F. By confining boiling water in a tightly closed vessel, such as the steam pressure cooker, and continuing to apply heat, the pressure of the steam becomes greater and the temperature of the boiling water continues to rise. The pressure cooker is equipped with a dial which registers the amount of steam pressure.

At 5 lbs, steam pressure the temperature of the boiling water is 228 degrees F.

At 10 lbs. steam pressure the temperature of the boiling water is 240 degrees F.

At 15 lbs. steam pressure the temperature of the boiling water is 250 degrees F.

At 20 lbs. steam pressure the temperature of the boiling water is 259 degrees F.

Foods cooked in steam at these high temperatures become tender much more rapidly than ordinarily, since the connective tissues of meat and the fibrous parts of vegetables are more quickly disintegrated. Consequently, the cheaper cuts of meat, dried beans and peas, which usually call for long, slow cooking, may be prepared in a relatively short time in the pressure cooker.

Some Advantages of Pressure

Saves time. Owing to the greater reduced cooking period is an appreciable saving of the cooker, there is an appreciable saving of the housewife's time. After the preliminary preparation of vegetables, etc., the actual cooking requires very little time.

Saves labor. There is no danger of foods sticking or burning, hence the housewife does not need to spend time in stirring or basting food. When once placed in the cooker with sufficient water in the bottom no further attention is needed, except to maintain the required pressure.

Saves fuel. After bringing the contents of the cooker up to the boiling point of the desired pressure, very little heat is required to maintain this pressure.

Saves heat. Since so little heat is needed to maintain a given pressure and the cooking is completed in a comparatively short time, the kitchen will be noticeably cooler in warm weather than with the ordinary method of cooking.

Saves food values. In the steam pressure cooker, as in an ordinary steamer, it is very easy to cook meats and vegetables by steam alone or with very little water and retain all the extractive material to be served with the article prepared. With care this may be done even with the ordinary methods of cooking. However, since there is usually great danger of scorching foods when very little water is used, vegetables are too often cooked in an abundance of water, which is later thrown away, although it holds in solution valuable mineral matter so essential in our diet. When meats are cooked the extracted juice, which is left as a concentrated stock, should be utilized either as gravy or to serve as the basis of a soup for a subsequent meal.

Retains flavor. The cooker being tightly closed prevents the carrying off of the volatile substances to which the flavor of many vegetables and other foods is principally due. This is especially noticeable with delicately flavored vegetables and fish, and when seasonings, such as onion and spices, are used, less is required.

Less shrinkage. Foods prepared in the cooker shrink less than in the ordinary process of cooking because there is less loss of water.

Obviates odor of cooking. Owing to the cooker being tightly closed during the cooking process, there will be an entire absence of odor until the pet-cock is opened and the cover taken off when the food is ready to be removed. Even this may be avoided with onions, cabbage, etc., by placing the cooker on the porch or in an open window before opening the pet-cock or removing the lid.

Best Way to Use Cooker

The most efficient and satisfactory way of using the cooker is to prepare as many as possible of the articles required for the meal at one time. By planning the meal in advance, estimating the time required for the various articles, preparing them for cooking so that each may be introduced into the cooker at the proper time (or several at once), much time, labor and fuel may be saved. The meat will usually require the longest time.

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If two or more vegetables, such as potatoes, carrots, turnips, etc., which require 10 to 16 minutes (depending upon age of vegetables and degree of pressure used), are to be prepared, place them in the cooker about 15 minutes before the meat is expected to be ready. While they are cooking, cream sauce for the vegetables may be made, the salad dressing prepared and other preparations for serving the meal completed.

GIVE ME THE FLOWERS NOW

I've noticed when a fellow dies, no matter what he's been,
A saintly chap or one whose life's been deeply steeped in sin,
His friends forget the bitter words they spoke but yesterday
And try to find a multitude of pretty things to say.

I fancy when I go to rest someone will bring to light
Some kindly thought or goodly deed long buried out of sight,
But if it's all the same to you, just give to me instead
The bouquets while I'm living and the knocking when I'm dead.

Don't save your kisses to imprint upon my marble brow,
While countless maledictions are hurled upon me now.
Say just one kindly word to me while I mourn here alone,
And don't save all your eulogies to carve upon a stone.

What do I care if, when I'm dead, the Times, Sun, Gazette,
Give me a write-up with a cut in mourning border set?
It will not flatter me a bit, no matter what is said,
So kindly throw the bouquets now and knock me when I'm dead.

NEW PRODUCT MADE FROM WASTE SUGAR CANE

A new enterprise has been inaugurated adjacent to New Orleans, which is designed to make from the sugar cane a board, which it is claimed will find a most practical use in building. A plant has been opened by the Louisiana Celotex Company at Marrero on the west bank of the Mississippi River opposite Audubon park, adjacent to New Orleans, in which the waste sugar cane or "Bagasse" will be converted into "made lumber."

The raw material is taken direct from the rollers of the sugar mills that have extracted the juice, baled and sent to the Celotex plant. Here it goes through a simple process and the "bagasse" rolls out of the finishing end of the machinery a twelve foot board, three-quarters of an inch thick and of any length up to nine hundred feet.

The manufactured article is known as an insulating board and has been given the trade name of "Celotex," the name suggesting the cellular character of the material. It weighs approximately six-tenths of a pound per square foot and makes a lighter board than lumber and practically an artificial cork board.

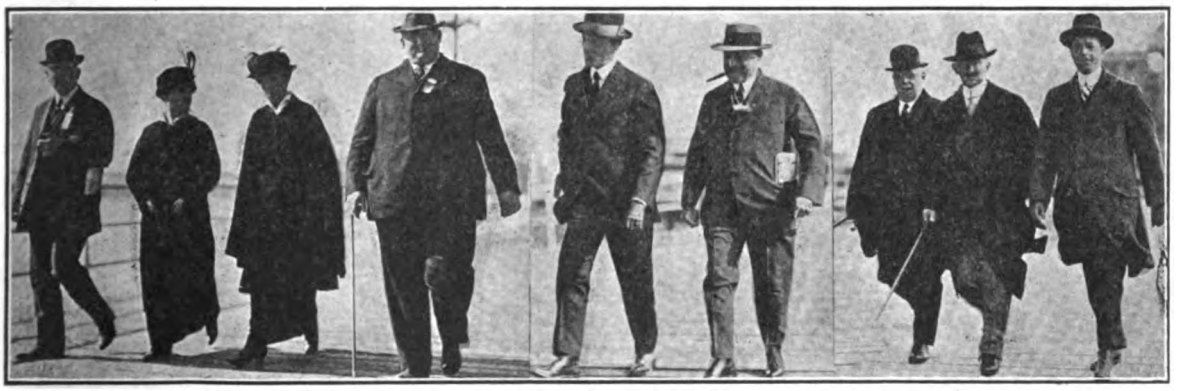
Heretofore this waste material has simply been used as fuel, even then it was a poor fuel, as it was fifty per cent water.

The officers of the company are: B. G. Dahlberg, president; J.K.Shaw, vice president; C. G. Muench, vice president; T. B. Monroe, vice president; C. F. Dahlberg, treasurer, and T. E. Dahlberg, assistant to the president.

The Urban Hardware Company, 3145 South Grand Avenue, St. Louis, has been incorporated, with a capital stock of $20,000.

The Pierce Hardware & Implement Co., Pierce City, Neb., recently moved to a new location, to give them the facilities for carrying increased stock.

The Sabine Supply Company at Orange, Texas, desires the address of the "Wheeler & McGreeger" fishing reels, formerly made at Milwaukee, Wis.



A large gathering of manufacturers and jobbers is in session at Atlantic City as these pages go to press. There is an earnestness and determination among them that speaks well for the return to more normal conditions.

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A TRIBUTE TO A DOG

One of the most beautiful tributes ever paid to a dumb animal came from the lips of the late Senator George Graham Vest. The occasion was a trial over the killing of a dog, which was held in a Missouri town when he was a young lawyer.

Senator Vest appeared for the plaintiff, while the late Senator Francis M. Cockrell, then a country practitioner, represented the defendant.

Young Vest took no interest in the testimony and made no notes, but at the close of the case arose, and, in a soft voice, made the following address:

"Gentlemen of the Jury: The best friend a man has in the world may turn against him, and become his enemy. His son or daughter that he has reared with loving care may prove ungrateful.

"Those who are nearest and dearest to us; those whom we trust with our happiness and our good name, may become traitors to their faith.

"The money that a man has, he may lose. It flies away from him, perhaps when he needs it most. A man's reputation may be sacrificed in a moment of ill-considered action.

"The people who are prone to fall on their knees to do us honor when success is with us, may be the first to throw the stone of malice when failure settles its cloud upon our heads.

"The one absolutely unselfish friend that man can have in this selfish world, the one that never deserts him, the one that never proves ungrateful or treacherous, is his dog.

"A man's dog stands by him in prosperity and in poverty, in health and in sickness. He will sleep on the cold ground, where the wintry winds blow and the snow drives fiercely, if only he may be near his master's side.

"He will kiss the hand that has no food to offer; he will lick the wounds and sores that come in encounter with the roughness of the world. He guards the sleep of his pauper master as if he were a prince.

"When all other friends desert, he remains. When riches take wings, and reputation falls to pieces, he is as constant in his love as the sun in its journey through the heavens.

"If fortune drives the master forth an outcast in the world, friendless and homeless, the faithful dog asks no higher privilege than that of accompanying him, to guard him against danger, to fight against his enemies.

"And when the last scene of all comes, and death takes his master in its embrace and his body is laid away in the cold ground, no matter if all other friends pursue their way, there by the graveside will the noble dog be found, his head between his paws, his eyes sad, but open in alert watchfulness, faithful and true even in death."

When he concluded his remarks, there were but few dry eyes in the audience. The case was submitted without further argument, and the jury promptly returned a verdict for the plaintiff.

Walter L. McLaughlin is the successor to Luth & Bartling, at Emerson, Neb.

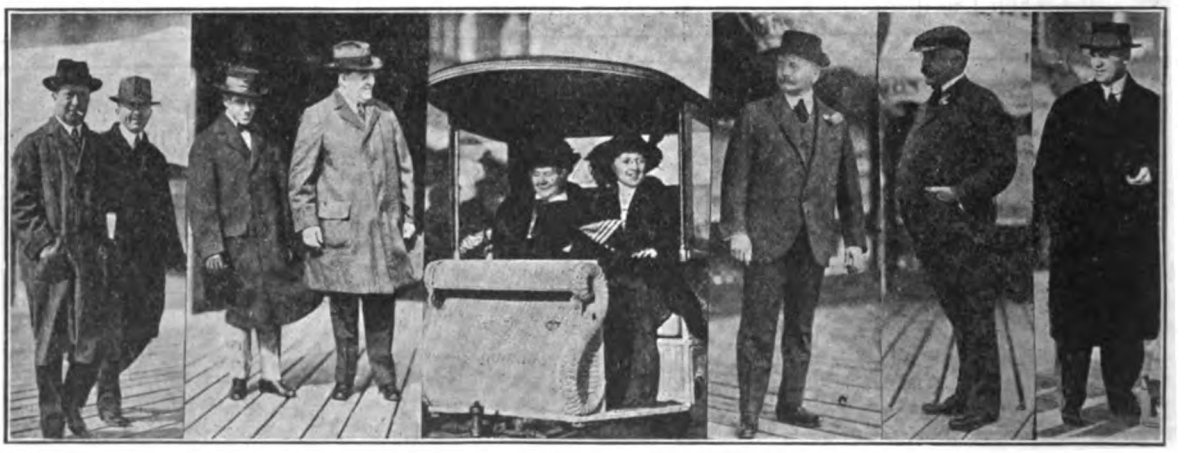
Carl Jackson Hardware Company has been sold to Perry Folck, Madrid, Iowa.

Root & Reeder have succeeded to the business formerly conducted by Ruggles & Beckwith at Jefferson, Ohio.

E. W. Paul has sold his interest in the Bingman Paul Hardware Company at Osceola, Iowa, to Olin C. Snair.

A. B. Pryor is erecting a new building at Owensmouth, Cal., in which his hardware stock will be installed.

The Canadian Hardware and Furniture Company at Canadian, Texas, have increased their capital from $25,000 to $40,000.



Wherever the ladies are gathered, at conventions or elsewhere, you will always find mere man not far away. The Atlantic City Convention, although it was a busy one, proved no exception.

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Group of manufacturers compared notes in discussing individual as well as general problems at the Atlantic City Convention.

FORGET YOUR TROUBLES—WORK

"Sleep knits up the raveled sleeve of care," wrote the Bard of Avon. Work is just as good a knitter, according to Brig. Gen. Charles E. Lawyer, in Forbes. He says:

"You can't overwork. God Almighty intended this wonderful mechanism called the human body to work. It is working all the time. Did you ever think of that?

"Think of it once more! This heart of yours pumps on, seventy-two times a minute, from the moment it takes its first breath until it dies, at fifty-six years, or sixty years, or a hundred. It pumps 4,320 times an hour, 103,680 times a day.

"Everything in us is constructed to work.

"Everything in us is constructed to carry big loads, big burdens.

"This human hand—it's a masterpiece of mechanics. This spinal column—it's constructed to hold your body up, and teams of horses pulling in opposite directions could scarcely pull it apart.

"God intended us to work. He made it necessary for us to work. Whether you know it or not, your day's work lights up the glad side of your ledger. And idleness is loss.

"The happiest moments in the life of a man are those in which he is at his best intellectually and physically working at high speed with the greatest necessity for good judgment and quick action. Then, if he has troubles, he forgets them in the exhilaration of the hour. Whether he knows it or not, his actual, everyday employment is his biggest boon to happiness.

"Look at President Harding. He has always been a worker; he is always working. He seems to be easy-going, but he works, as he plays, with great energy. He works at great speed. Today he is a fine example of physical and mental manhood at the age of fifty-five."

A BIG MARKET FOR COURAGE

America's stock of courage is today very low. I recently put out a little supply in the form of a short article calculated to inspire optimism and confidence. The demand for it proved extraordinarily keen. Permission to spread this word of cheer was requested from many directions. One concern alone (Oppenheimer Casing Company of Chicago) distributed 10,000 copies among the largest manufacturers throughout the United States. Is it not justifiable to draw the deduction that when so many people are beginning to feel eager to go ahead and do things, we can hopefully look for early and distinct improvement in business activity?

Practically all the materials for the making of better business are here, but they must be mixed with optimism and courage.

Carl G. Wenstrand Hardware Company at Shenandoah, Iowa, has been incorporated, with a capital stock of $150,000.



The Atlantic City Convention is always looked forward to with great interest by manufacturers and jobbers as an opportunity for sizing up business and trade conditions. Here were found some of the biggest and best business minds of the country.

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SUGGESTIVE ADVERTISING WILL PAY EVERY MERCHANT

If more retail merchants would pattern after the department stores they would not only display their goods to better advantage, but would advertise them in a different way. There is no doubt but what sales could be materially increased, even doubled and trebled.

Items You Need

LOW PRICED FROM **10c to $1** ON OUR MEZZANINE

The most modest sort of an expenditure in our Kitchenware Department will secure for you some novelty or necessity of the greatest value in house-work.

Inventions thought out and perfected by geniuses for your benefit are today available for such a trifling sum that to be without them would be unwise and unprofitable, to say the least.

Suppose you glance over the list below (merely a suggestion of what else you may expect to find here), check off what you require, and tomorrow or next day come in for them.

Check Here		Check Here		Check Here	
	Apple Corers....25¢		Chamois Skins, 14x18 in. ....85¢		Slotted Cake Spoons..25¢
	Ice Picks....30¢		Grapefruit Knives..35¢		Wire Potato Mashers ....20¢
	Teller Knives....15¢		Aluminum Sink Strainers ....50¢		Potato Ballers....30¢
	Steel Skewers, per set 25¢		Steel Fry Pans..30¢ to ....75¢		Wire Soap Shaker..30¢
	Brown Holders....15¢		Flour Sifters, 1-cup size ....25¢		Potato Ricers....75¢
	Canvas Pastry Bags..30¢ up.		Biscuit Cutters....10¢		Glass Measuring Cups ....20¢
	Pastry Tubes....15¢		Clean-cut Cake Pans 15¢ and ....18¢		Glass Lemon Squeezers ....20¢
	Cake Turners....15¢		Tin Graters....15¢		Fly Killers....10¢
	Meat Boards 40¢, 50¢, ...$1.00		Muffin Pans, 6-cup size ....20¢		Paring Knives, 15¢, ...25¢, 30¢
	Rolling Pins..45¢, 65¢		Can Openers, 15¢ to ....60¢		Spatulas, 6 in. long..65¢
	Towel Rollers....30¢		Gas Lighters, 20¢ and ....35¢		Steel Edge Dust Pans ....50¢
	Aluminum Fruit Jar Fillers ....15¢		Sterling Potato Parers ....15¢		Clothes Line Reels..45¢
	Aluminum Jelly Moulds ....10¢		Measuring Spoons, 3 to set, aluminum....15¢		Iron Waxing Pads, 2 for ....5¢
	Aluminum Tea Balls 15¢		Milk Bottle Openers..5¢		Spring Clothes Pins, dozen ....12¢
	Chopping Bowls, 13 in. long ....85¢		Strawberry Hullers...5¢		Glass Wash Boards..$1
	Butter Paddles....35¢		Aluminum Clothes Sprinklers ....10¢		Mop Handle....45¢
	Wood Spoons, 13 in. long ....10¢		Aluminum Milk Bottle Tops ....10¢		O-Cedar Polish, 4 oz. ....30¢
	Dish Cloths....10¢		Nickel Corn Slitters..25¢		O-Cedar Mops....$1
	Dust Cloths....30¢		Extension Strainers..55¢		Johnson's Floor Wax, per lb. ....85¢
	Floor Cloths....35¢		Asbestos Stove Mats, extra heavy....15¢		Bear Brand Silver Polish ....30¢
	Silver Brushes, 4 rows ....85¢				Egg Beaters, 25¢, 55¢, ...65¢
	Dish Mops..10¢, 15¢				
	Scrub Brushes....25¢				
	Pastry Brushes, 1-in. wide ....35¢				



For Those Who Dread or Dislike Dish Washing

$13.50 DOWN AND MONTHLY FOR ONLY 10 MONTHS

The Western Electric Dishwasher is a contrivance which can banish for you forever that most distasteful household task—DISH WASHING.

Saves space, as it takes the place of the kitchen table. Beautifully white enameled.

Absolutely efficient, too, or we would not offer it for sale in this store! Investigate!

Nathan-Dohrmann Co
GEARY AND STOCKTON STREETS

Too often merchants depend upon their customers coming in when they are in need of a certain item rather than to offer suggestions. They will be sure to meet with a quick response.

Every hardware and house furnishing merchant can advertise in a similar manner as that shown in the advertisement of Nathan-Dorhman Co. We wish to commend this method, giving a list of prices of these items with a memorandum or place for checking the items needed. Try this in your local papers to see if it does not increase your sale on each particular item.

THE TALE OF A ONE DOLLAR BILL

A citizen went down town to spend
Some of his hard-earned dough,
And in a merry jest, and just
To show his printing skill,
He printed his initials on
A brand new dollar bill.

He spent that dollar that same day,
Down in a grocery store;
He thought 'twas gone forever then
And he'd see it no more.
But long before the year rolled by
One day he went to fill
A neighbor's order, and received
That same old dollar bill.

Once more he spent that dollar bill
In his own neighborhood,
Where it would do himself and friends
The most amount of good.
Four times in two years it came back
As some bad pennies will,
And each time he'd go out and spend
This marked one dollar bill.

Had he been wise, that dollar might
Be in the town today;
But just about two years ago
He sent it far away.
The people who received it then
I know have got it still.
For 'twas to a mail order house
He sent his dollar bill.

No more will that marked dollar bill
Come into this man's town,
And never more will it help to pay
The taxes he planks down.
He put it where it never can
Its work of life fulfill.
He brought about the living death,
Of that one dollar bill.

J. M. Nelson has sold his hardware business at Elgin, Iowa, to Chas. Feller.

J. P. Miller has purchased the hardware business of W. L. Stroup at Ira, Iowa.

Edward Meier is putting in a stock of hardware and implements at Millburg, Michigan.

J. V. Ireland and L. Grace have purchased the Fred Harm Hardware Company at Bertrand, Neb.

SUPPORT YOUR OWN TOWN MERCHANTS

(By John Dillon, Secretary Venice Chamber of Commerce and Venice Merchants Association)

This thing of buying "at home" is an old, old song. You hear it in every community. I like to hear it in every town and I like to see the home people support their own home merchants, so there can be more stores and better stores, bigger varieties and lower prices.

Buying at home is very important. You save money and you save time. True, you may not be able to get the varieties at home that you get in the larger stores in the city, but you can get the quality and fresh merchandise. You may pay a little more, but when you do, you sure do get better quality. And quality counts. Quality remains in one's mind long after the price is forgotten.

I am strong for home buying, because I believe it is the only way to build your town earnestly and enthusiastically. Yes, you keep your investments on the climb and all business conditions progressive and prosperous. Every dollar you spend away from your merchants takes that much away from you as well.

If you do not buy everything from your own town merchants, try it once, and see. You encourage your home merchants to be more solicitous about keeping better values and larger varieties, selling at lower prices, which mean closer relations between customer and merchant, and lastly satisfaction.

By keeping your dollars working within the home town circle, you enlarge stocks, bring more investments, increase property values and make your community grow more prosperous, and surely you all want that.

Sure you can "save," or think you "save" once in a while. If you go a distance to buy remember it costs to travel and when one travels more is spent than is necessary for luxuries and things not essential. You buy this and you buy that. When you get home you commence to figure how much you saved here and saved there. After taking all into consideration, what you spent unnecessarily and in getting questionable quality, then you fully realize that you are out of pocket—and the thing that you did not consider at all—you kept just so many dollars from going through your own merchant's till, from increasing his service to you and the community.

You kept those same dollars from the home bank's deposits—and deposits make banks grow, and healthy growing banks are a strong asset to every town. You know that, everybody does. You induce another to do what you did, possibly hindered another store from opening to give you another live store to compete in competition—and competition makes trade, and a busy buying public makes a real business city.

Possibly you did not consider this, but you decreased the value of real estate investments, kept another house from building, held back the going up of another business block, the building of some great investment enterprise that will bring more people. Lastly, you kept those dollars from coming back to you again.

Let's trade at home. Invest your dollars at home. It will do you good; it will do the other fellow good. What helps you, helps your neighbor, and you should not be so envious of the fellow on the next lot that you do not want him to succeed. Shoot straight for your Own Home Town, everybody will enjoy it, everybody will be happy, and happiness makes us all live longer.

Suppose you try it out. It will not hurt—and it is sure to do a lot of good and make more money for all. Trade at home—it means better goods, lower prices, better service and increased wealth for the Old Home Town.

THE MERCHANT'S LAMENT

It's true, the farmer had some ready cash
At odd times in last year—
But he spent it all with the catalog house,
And now that the time is here
To pay his bills with the home town men,
He says, "I hope you can carry me again,
For it's right up against it, I truly have been."

"You know my tobacco was ornery as sin,
And it brought a very low price—
Corn is worth less than nothing at all—
I can't get a thing but advice.
Nothing of mine is worth a blame cent;
It near took the hide to pay taxes and rent.
Now I'm flat broke, not just badly bent.

"So I can't pay a thing, I'll give you a note;
It's the only thing left I can do—
You know I like to pay what I owe,
Of course, you know that is true.
Yes, it's true that during the year I have bought
From the catalog house, not from you as I ought.
Cash business, of course—they credit for naught."

And we sell them on time, as we always have done,
Because all are neighbors and friends—
We go through the same old rigamarole,
And always the same way it ends.
But when they burn out, and are all out of luck,
Do they go and ask help from Rears & Sawbuck?
They do not—we're the birds that they pluck.

Or when they want help to build a new church,
Right gladly we always shell out—
They solicit us quick when a farmer needs help;
It takes CASH to answer their shout.
'Tis a good we must do without hope of reward.
They ask us to help—and we do—praise the Lord—
They'll never get help from Gummelly-Ward.

—B. L. Thompson, Owingsville, Ky.

The Pioneer Hardware Company is a new enterprise at Hayes Center, Neb.

The Colon Hardware Company is erecting a new store building at Colon, Neb.

V. Snyder, who recently engaged in business at Macon, Neb., is adding to his stock.

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(To readers of the HARDWARE WORLD. Mr. Buckley is always glad to furnish free legal advice on current problems that vex them in their own business. Any dealer desiring this special service is invited to state his case clearly and briefly in a letter to the HARDWARE WORLD; a careful reply prepared by Mr. Buckley will be forwarded him as promptly as possible.—Editor.)

HAVE YOU A COMEBACK WHEN SOMEBODY SELLS YOU ON AN INCORRECT PREDICTION OF MARKET ADVANCE?

(Copyright by Elton J. Buckley)

I don't know to what extent the readers of these articles, outside of those in the grocery business, have heard of the sugar contract cases which are now being brought in various sections of the country, but those cases are exceedingly interesting and important because they involve legal principles which control any transaction for the purchase and sale of goods for delivery in the future.

The sugar contract cases are an echo of the war time conditions in sugar, which were indeed the war time conditions in many another commodity. In the spring and early summer of 1920 sugar was exceedingly high. The wholesale price of granulated was 22½ cents a pound and the retail prices ran up to anything that the dealer thought he could get. The refiners expected the market to go even higher and their representatives confidently predicted that the wholesale price would go to 30 cents before the end of the year. Sugar is the biggest end of the grocers' business, and the big sugar buyer faced the problem of sewing up enough to supply their trade for the balance of 1920. They therefore contracted with the refiners to supply them with sugar for the remaining months of 1920, delivering so many pounds per month, at the uniform price of 22½ cents per pound.

Before more than a small percentage of this sugar was delivered, it developed that everybody had misjudged the market. The very high prices ruling in this country attracted sugar here from almost everybody in the world who had it for sale, and in consequence it poured in here in such volume that the price was broken and fell to a mere fraction of the 22½ cents which was the basis of all the future contracts.

Since taking in all this sugar at 22½ cents, when the market had declined to half that, meant enormous losses to the buyer, many of them repudiated their contracts on various grounds, and refused to take the sugar. The refiners at once instituted suit. The grounds for cancellation given by the defendants mark the limit of legal ingenuity in some of the cases, but in others there is sound defense, and in all probability the refiners will be defeated.

Several of these cases have already been tried. Every one that has gone to a jury has been decided in favor of the refiners. Some have been decided by the Court without a jury and all of these but one, I believe, have also been decided in favor of the refiners. The single exception showed a difference in terms between the copy of the order held by the seller and the copy held by the buyer, and the Court ruled that that case should go to a jury.

The cases decided, and those not yet decided, involve a great many points of contract law, but of these I shall discuss only one. It was raised in one of the cases tried in Philadelphia, and took the form of this defense to the suit: "The refiners in this case falsely represented in the spring and summer of 1920 that sugar was scarce, that the scarcity would continue, that sugar buyers would not be able to get sugar unless they made contracts, that the wholesale price would advance to 30 cents before the year was out. The buyer relied upon these representations and bought. The representations were not true and the buyers were therefore left with large quantities of high priced sugar. It would be most inequitable to allow the refiners to collect damages under such conditions."

To apply this to an ordinary business transaction, when a manufacturer, or a jobber, or his salesman, comes to you and predicts an advance on something, and strongly advises you to buy in order to escape that advance, and you, relying solely on that prediction and that advice, do buy, but instead of advancing, the market declines, leaving you stuck with a lot of high priced goods, what redress have you against the seller? This is one of the questions involved in the sugar contract cases, and the Philadelphia case I have referred to decided in clear cut and unmistakable language. I quote:

The affidavit admits the making of the two contracts in question, and sets up two defences: (1)

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That the plaintiff secured the execution of the contracts by false representations, (2) That no tender nor delivery was made within the time limited by the contract.

(1) That fraud alleged is, that the plaintiff falsely represented to the trade during the spring and summer of 1920 that refined sugar was scarce; that the scarcity would continue; that defendant would not be able to get sugar unless allotments were made; that the price of sugar would advance to 30 cents before the end of the year; and the defendant avers that the scheme of allotment was intended to force large sales.

It is plain that none of these were misrepresentations of existing facts, but that all were predictions, and expressions of opinion or guesses about future conditions. Guesses about future events may be wrong or mistaken, but they can scarcely be called false. No relation of trust or confidence existed between the parties. They were merely buyer and seller who dealt with each other at arm's length. Each was entitled to his own opinion, and if the defendant chose to act on the broker's or the plaintiff's opinion of the market instead of relying on his own judgment, he has nobody but himself to blame. Further discussion is however unnecessary. It has never been held that unfulfilled predictions even insincerely made are, where there is no relation of confidence, proof of fraud.

Which means that so long as a seller confines his representations to predictions of something to come, he cannot be held to them, even though they all turn out wrong. Matters in the future are everybody's guess, and if you choose to act on the other man's guess, it is up to you. If the guess is wrong, the loss is yours. Of course, if you can show fraud it is different. If, for instance, you could show that the seller who made the misrepresentations had information at the time which told him that his predictions could not be verified, you can hold him.

Or if his representations are those of fact rather than prediction. If, for an example, he said: "The normal supply of ———— at this date is 50,000 barrels, but there are only 13,000 barrels, therefore the market is bound to go up," you could hold him, for then the misrepresentation would be one of fact, and that often constitutes fraud.

PEP

"Nobody without some pepper is worth his salt"
Vigor, vitality, vim and punch—
That's pep!
The courage to act on a sudden hunch—
That's pep!
The nerve to tackle the hardest thing,
With feet that climb, and hands that cling,
And a heart that never forgets to sing—
That's pep!

Sand and grit in a concrete base—
That's pep!
Friendly smile on an honest face—
That's pep!
The spirit that helps when another's down,
That knows how to scatter the blackest frown,
That loves its neighbor, and loves its town—
That's pep!

YOU MUST HAVE A GOOD REASON FOR REJECTING SALESMEN'S OR BROKERS' ORDERS

(Copyright by Elton J. Buckley)

There are few phases of the law about which there is more uncertainty than the right of a salesman or a broker to commissions on orders he has obtained and has had accepted by his principal, but which for some reason are never delivered. Under the settled law the commission of a salesman or a broker is due the minute he obtains an order from a responsible buyer and turns it in to his employer, if it is accepted, regardless of what becomes of it afterward. This rule of law, however, has been altered in many lines of trade by the custom on the part of brokers or salesmen to take commission only on orders which are delivered.

An interesting case has just been decided by the Supreme Court of Pennsylvania (Bodman vs. Fisher & Co., 268 Pa. 1920), which clearly settles the point that where a salesman has contracted with a merchant to get orders for goods on a percentage basis, he can collect his percentage on orders he has gotten, turned in and had accepted, even though they were never shipped. This is useful both for a salesman and his employer to know. I believe any court in the United States would have decided the case in the same way.

In the case I refer to, the salesman was to get 6 per cent on all goods which he sold or which anybody sold in his territory, "all goods returned and allowances made to be first deducted." And all orders obtained to be "subject to the acceptance of Fisher & Co."

The parties had precisely the same experience which everybody has who employs salesmen or brokers. First, orders were gotten by Bodman which had to be refused because of the buyer's weak credit. Fisher denied responsibility for commission on those, and Bodman agreed. Second, some orders were taken contrary to authority. Fisher refused commission on those and Bodman agreed. Third, orders were cancelled by the buyers. Fisher denied commission on those and Bodman agreed. Fourth, orders were obtained and delivered, but goods were sent back by the buyers. Fisher also said he wouldn't pay commission on these orders and Bodman agreed. Fifth, orders were obtained and accepted, but for various reasons not shipped. Fisher also refused to pay commission on these, but here Bodman disagreed and finally brought suit to recover. This was the case.

At the trial Fisher contended that Bodman must not only show the obtaining and acceptance (by Fisher) of the orders, but also shipment to the buyers. The Court knocked this contention completely out, and a verdict was rendered for Bodman for commission on the orders which he showed he got and had had

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accepted, without regard to whether they were shipped. Fisher appealed and the Supreme Court affirmed the lower court in a decision which clearly says that unless a salesman (or broker) and his employer have agreed to the contrary, a salesman can claim commission on orders which his employer has accepted, even though not shipped. The following is from the Supreme Court's decision:

We do not agree with the contention of defendant that the burden was on plaintiff to show the goods were, in fact, shipped into the territory alloted to him. The contract does not either expressly require this to be done, or make payment of commission depend upon the shipment of the goods, as was the case in decisions relied upon by defendant. In absence of such express conditions, fair business dealing required defendant to accept all orders sent in by plaintiff which, in the exercise of sound business judgment, they would reasonably be expected to accept. Defendant did not by entering into the agreement, place the conduct of its business in the hands of the agent by agreeing in advance that all orders the agent secured and delivered must be accepted and filled regardless of the existence of good business principles for not doing so. On the other hand, neither could plaintiff be expected to travel at his individual expense, as was done in this case, and be deprived of his compensation merely because the principal failed to ship goods regardless of valid reasons for not doing so. Each was bound to act in good faith toward the other and, upon receipt of orders from the agent and their acceptance by the principal, the former became entitled to receive his commission in absence of proper grounds for their rejection. The burden of proving a cause for rejecting an order covered by the contract was on defendant and, in absence of evidence tending to show a refusal under the terms of the agreement or other good cause, plaintiff was entitled to recover.

This decision goes even further than the principle I have laid down. It practically says that he who employs a salesman or a broker to get orders must accept his orders unless there is some good reason for rejecting them. The buyer's weak credit, or the improper taking of the order, or the exceeding of instructions by the salesman, and so on, would be sufficient reason for rejecting an order which the salesman had brought in, but under this decision the employer of a salesman who has gotten bona fide orders must fill them or be prepared to explain why to a jury if the salesman brings suit. Under this decision it would not be enough to say "we didn't see fit to accept the orders." You can do that if you are dealing direct with the buyer and not through the salesman, but if the salesman has gotten the order he must be protected.

The Double Hardware Store at Prattville, Mich., has been purchased by Mr. Hillard.

James J. Petro has erected a new store building at 9005 Buckeye Road, Cleveland, Ohio.

Carlson & Trofast are the successors to S. I. Briggs, hardware dealer at Kent City, Michigan.

The Gross Implement Co., La Grange, Ind., are successors to the La Grange Hardware Co., handling full lines of hardware and implements.

SUCK-SESS SEEK-RETS



Onst there wuz a Man who went into bizness for Hisself. He konceived the Brilliant idee that he wood put in Side Lines enuff to pay his rent an' General Overhead. This Tickled him mightily, for he sed, "I will then have awl of the reggler prophets of my bizness kleer.

Sew every agent who came to town with a freek proposition of any kind, hunted him up an' passed the Word along that he wuz A Easy Mark.

As a matter of fac' he fell for everythink presented to him, an' soon his stoar looked like a Ole Curiosity Shop. He wood no sooner get interested in pushing this line than another wood crop up with Superior Klaims an' he wood bob from one to the Other like a pea on a hot skillet.

After he had been in bizness for several Years nobody had any idee as to what his Main Line wuz, an' to tell the Truth he had forgotten hisself.

His kompetitors had put in Side Lines too—only they didn't put in sew many, an' for this reason could push the few they took on, harder.

He lost out, an' today has neither Main Line nor Side Lines to fall back upon. He has just been elected President of the Down And Out Club.

"THREE BUTTS TO A DOOR"

The carpenter smiled as he drove the last screw.
"Thank goodness," he said, "I am finished with you."
"How well," said the owner, "it opens and shuts."
"They're asking too much," thought the new pair of butts.

The carpenter left, and for almost a week
The door did its part without even a squeak
And swelled up with pride. Just a door out of luck!
For it stopped in the jamb, and there stubbornly stuck.

At the points where the butts were, 'twas all very fine.
But horrors! The center was much out of line.
Carpenter—troubles—and bills once again—
Another butt needed to lessen the strain.

The owner discovered it paid in the end
To do a good job that he'd not have to mend.
He doesn't buy butts by the pair any more;
He's strong for the slogan: "Three Butts to a door."

F. J. Pekoc, Jr., is erecting a new store building at 14009 Kinsman Road, Cleveland, Ohio.

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HEADS NEW IDAHO ASSOCIATION

When the hardware and implement merchants of Idaho got together recently and reorganized the association, one man stood out as the obvious leader—H. C. Baldridge of the Baldridge Implement Co., Parma. What was more natural than that he should be elected president? With his characteristic energy and contagious enthusiasm he has set about to secure the benefits of organization and cooperation for his fellow merchants in the Idaho territory, centering at Boise.

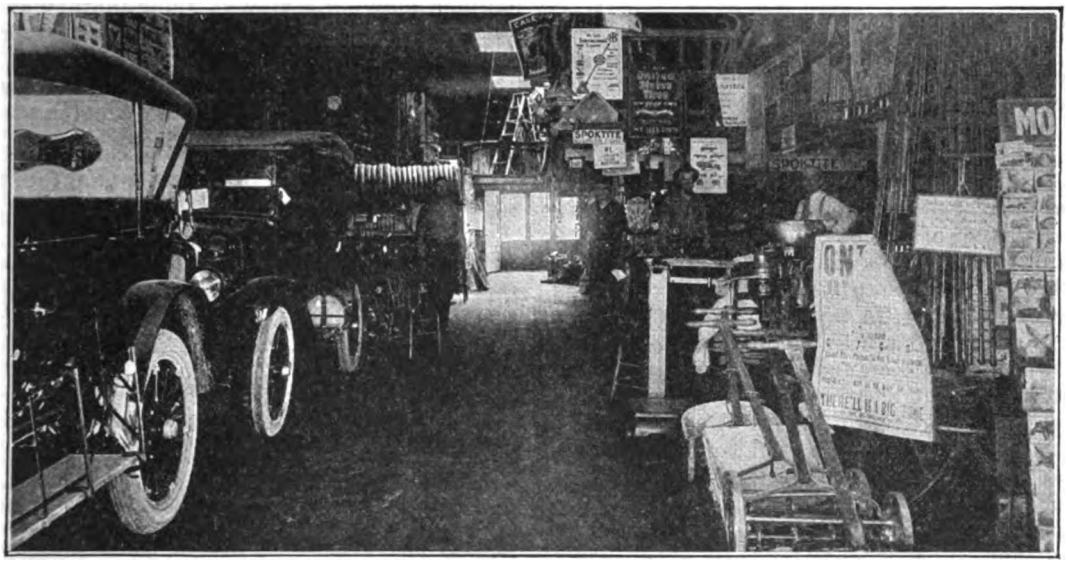
Mr. Baldridge is also vice president of the Oregon Association, so his new office is merely an outgrowth of the former one, which he really holds ex-officio. He carries out to the full the duties that were vested on him by the convention at Portland.

Mr. Baldridge is no newcomer into the Northwest. As a boy he farmed and taught school in Illinois. Then the grain business claimed his attention for seven years. When he first moved to Parma in 1904 it was to engage in general merchandising, but he gradually saw the advantages of specialization, and since 1909 he has been building on the implement foundation.

Today the Baldridge Implement Co. carries both the International and Case lines, together with a full line of implements, poultry supplies, harness and automobile supplies. The company is also successful agents for several standard automobiles, and these are carried along with the implement stock on the 10,000 square feet of floor space, which is available for display and stock purposes.

A leader in his community, Mr. Baldridge is president of the First National Bank of Parma, an institution of which he may well be justly proud. He also has extensive land and farming interests which he operates on the cooperative plan and is a prominent member of the Chamber of Commerce. He takes his place as a leader, commercially, socially and politically in his community.

Associated also in the Baldridge Implement Co. are A. A. Baker, vice president; E. E. McCreight, treasurer, and M. Clare Baldridge, secretary. Mr. Baldridge's son was prepared to work into and take over the business eventually with a full college course and a nine months' post graduate course under the Stars and Stripes overseas. Miss Baldridge, the new president's daughter, is a teacher in the Parma public schools.



This view of a portion of the Baldridge Implement Company's store is typical of many of our subscribers who handle accessories as well as automobiles.

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USE THIS IN YOUR STORE PAPER

Many subscribers of the HARDWARE WORLD send us copies of their store paper, which we are always glad to see.

Here are some practical suggestions covering necessary action in cases of bleeding—the result of many years of practice by many physicians and surgeons:

In Cases of Bleeding

Bleeding from slight wounds—Cover with surgically clean gauze. Bandage firmly.

Bleeding from veins—Blood is dark red, flows freely from the wound but does not spurt.

Lay patient down. Loosen tight clothing, garters or straps. Elevate wounded part. If severe, press on wound with hard pad or clean gauze. Apply cold by means of ice. If this does not stop bleeding, apply tight bandage near wound, on side farthest from heart.

In stopping bleeding by pressure, remember that flow of blood in veins is toward the heart, in arteries from the heart.

Bleeding from arteries—Blood bright red, comes in spurts.

There is great danger. Act quickly. Send for surgeon.

Lay patient down, cut away clothing and expose wounds.

Elevate wounded limb. Press with thumb or finger covered with surgical gauze or clean towel on or into the wound. Replace this by crowding gauze into wound and hold it with tight bandage.

If artery passes over bone, press there with fingers.

If bleeding does not stop, compress arteries with tight bandage near wound, between heart and wound.

When bleeding is stopped, give hot drinks of tea, coffee or milk.

After bleeding has been stopped, cover the wound at once with surgically clean gauze and bandage. Soiled covering is worse than none at all, and may cause blood poisoning. Keep patient absolutely quiet.

If tight bandage constricting the limb has been applied, release it slightly, so as to restore the circulation of blood.

Fainting from bleeding—Lay patient down with head lower than body, see that he has plenty of fresh air to breathe, loosen all tight clothing from waist up. Keep limbs elevated; apply warmth. When again conscious attend to any bleeding that occurs; give hot drinks.

Bleeding from tooth socket—Put ice in the cavity or a plug of cotton held tightly by closing the jaws. If not successful, saturate cotton in strong solution of alum or salt.

Nose-bleed—Lay patient on back; raise arms above head.

Apply ice or cold water to forehead, nose and back of neck.

Let patient snuff solution containing a tablespoonful of salt or alum in a pint of water. If these fail, stuff strips of surgical gauze or cotton into nostril tightly, pushing it well back.

The nose must not be blown for several hours.

Bleeding from lungs—Lay patient down with head and shoulders elevated and supported. Keep him absolutely quiet in a cool, darkened room if possible. Give small pieces of cracked ice. Also small portions of salt mixed with vinegar.

Place cold wet cloths on chest, but keep rest of body warm. Give no stimulants.

Bleeding from stomach—Lay patient down with head and shoulders slightly raised. Absolute quiet is essential. Feed cracked ice and give 15 drops of turpentine in a little warm milk at intervals of 2 or 3 hours.

Bleeding Don'ts

Don't use lukewarm water to stop bleeding—it only increases it. Use either ice, ice-cold water or water as hot as can be borne.

Don't apply cobwebs, tobacco, mud or other styptics to stop bleeding.

Don't give stimulants to bleeding patients.

Don't put bare fingers into a bleeding wound.

Don't keep tight bandages applied longer than necessary.

Don't apply any dressing or bandage except such surgically clean ones as are described.

ATTRACTIVE SPRING HINGE HANGER

Bommer Spring Hinge Company of Brooklyn has issued an attractive spring hinge hanger in colors showing their various styles of Bommer Spring Hinges.

The hanger is gotten out in an attractive manner showing a view of their factory and the various styles of their hinges which have proven so popular with the trade.

It makes a neat sales card and help, which they will be glad to send to any dealer.

Good habits will in time make the going comfortable and easy.

Be careful, be cautious of your thoughts—they rule you and the people you come in contact with.

A COAXER

The latest American church device for raising the wind is what a religious paper describes as some collection box. The inventor hails from Oklahoma. If a member of the congregation drops in a 25-cent piece, or a coin of larger value, there is silence. If it is a ten-cent piece, a bell rings; a five-cent piece sounds a whistle, and a one-cent fires a blank cartridge. If anyone pretends to be asleep when the box passes, it awakens him with a watchman's rattle, and a kodak takes his portrait.

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LIST OF STORE PAPERS

We often receive copies of the store papers issued by various retail merchants. Each of these embody some special feature, which is usually not found in any other, and the thought occurs to us that perhaps some of our subscribers would be glad to obtain copies of such store papers from other merchants, as they might thereby secure suggestions.

Among the papers that have been brought to our attention are the following:

Hardware News—M. E. Springer Co., Manila, P. I.
Warner Way—Warner Hardware Co., Minneapolis, Minn.
The Oyster—Oyster Hdwe. Co., Lumberport, W. Va.
Store News—John W. Welch, Berea, Ky.
Store News—Blodgett Merc. Co., Spokane, Wash.
Hardware Notes—Brown Bros., Richmond, Va.
Co-Operator—Dahl's Hdwe. Store, Goodridge, Minn.
Hardware News—Linder Hdwe. Co., Tulare, Calif.
Messenger—Faut Hdwe. Co., Brookfield, Mo.
Store Ore—Hennessy Co., Butte, Mont.
Store News—Heyne, C. H., Uehling, Neb.
Hardwar News—Wilson Hdwe. Co., Waterloo, Neb.
The Whetstone—Geo. A. Bullock, York, Neb.
Hardware News—Pierson Hdwe. Co., Pittsfield, Mass.
Messenger—Roberts & Phebus, Coldwater, Kan.
Hustler—Geo. W. Splaty & Co., West Terre Haute, Ind.
Sandpaper—Blanning Hdwe. Co., Williamstown, Pa.
Store News—Fowld's Hdwe. Stores, Uitenhage, Cape, C. S. A.
Buzz Saw—Clark & Burgess, Wilbaux, Mont.
Hardware News—Hoff & Bro., Reading, Pa.
Norvell News—L. B. Norvell, Newbern, Tenn.
Hardware News—C. Y. Schelly & Bro., Allentown, Pa.
Hardware News—Wollf, Kubly & Hirsig Co., Madison, Wis.
Sapper's Ink—Sapper's, Inc., Hermiston, Ore.
American Eagle—American Hdwe. Stores, Bridgeport, Conn.
Store News—W. H. Fox Co., Cincinnati, Ohio.
Co-operator—L. W. Waldorf, Western, Neb.
Store News—Bigelow Hdwe. Stores, North Lawrence, N. Y.
Store News—Vallender Hdwe. Co., Angola, Ind.
Hardware News—Baker Bros., Andover, N. Y.
Herald—J. D. Sandford & Son, Laurinburg, N. C.
Radiator—Arps Hdwe. Co., Nucla, Colorado.
Bulletin—McCue Merc. Co., Lamar, Colorado.
Dep's Pep—J. G. DePrez Co., Shelbyville, Ind.
Store News—Hartley Hdwe. & Sply. Co., East Palestine, Ohio.
Hardware Sandpaper—Wm. Jevons, Wakefield, Kan.
Hardware News—J. M. Stewart & Co., Indiana, Pa.
Hardware Hustler—Whitesell Hardware Co., Clearwater, Fla.
Store News—Ritchey & Grotthouse, Los Angeles, California.
Bulletin—Weinhold Bros. Hdwe. Co., Kansas City, Kansas.
Hardware News—Olson, Hegg & Co., Hatton, N. D.
Penn-Ware News—Penn. Hdwe. & Paint Co., Pittsburgh, Pa.
Hardware News—T. P. Jones & Son, Nanticoke, Pa.
Hardware News—J. E. Larrabee Co., Amsterdam, New York.
Nampa Booster—Christenson Hdwe. Co., Nampa, Idaho.
Store News—E. Hackley, Earle Park, Indiana.

NO WONDER A FAVORITE

The HARDWARE WORLD certainly has many "crackerjack ideas" in it each month to make it a favorite with retail merchants.

Yours truly,
New Mexico. R. W. ISAACS HDWE. CO.

A GOOD COLLECTION SUGGESTION

A Detroit hardware dealer was carrying an account that was long overdue, the customer having ignored numerous requests to come in and settle up. Finally the hardware man added a fictitious item to the man's bill in his monthly statement, "To six hammers at 85 cents each, $5.10."

A day or two later the man came in, visibly annoyed.

"You've charged me here for half a dozen hammers," he asserted, "and I've never bought a hammer in my life—either here or anywhere else."

"That's funny," said the dealer; "there must be a mistake somewhere. We'll just deduct $5.10 and you can pay the difference."

The customer acted on the suggestion and went away, happy that he had escaped an overcharge.

FRED GRIEBENOW GOES WEST

C. M. Clark and C. W. Jones of the Sierra Madre Hardware Company have disposed of their interests to Messrs. Fred Griebenow and C. B. Klunk. The third partner, W. S. Hull, maintains his interest.

Messrs. Clark and Jones were prominent in helping to develop the Sierra Madre community.

Fred Griebenow, one of the new partners, has had twenty-five years' experience in the hardware business in Wisconsin, being a former president of the Wisconsin Retail Hardware Association.

C. B. Klunk has been with the firm for nine years in charge of the plumbing department, and likewise is a new member of the firm.

Mr. Griebenow became enamored with the climate of California some time age, when on a visit and decided to locate in business.

SELLING CLINTON LOCKS

The Clinton Lock Co. of Clinton, Iowa, announces to the trade that they will be represented in the West hereafter by the Dowd Sales Co., at San Francisco, Seattle and Los Angeles.

Clinton makes a full line of builders' hardware locks, as illustrated by the new catalog of the company. The trade has found that the new catalog is particularly easy to use, in that the numbering of the locks and parts in each design are so arranged that there is a minimum of confusion in making estimates and in placing orders. As a matter of fact, one of the largest hardware jobbers in the West is said to have recently changed their complete stock, closing out a line they have carried for 15 years, and installing a complete Clinton stock.

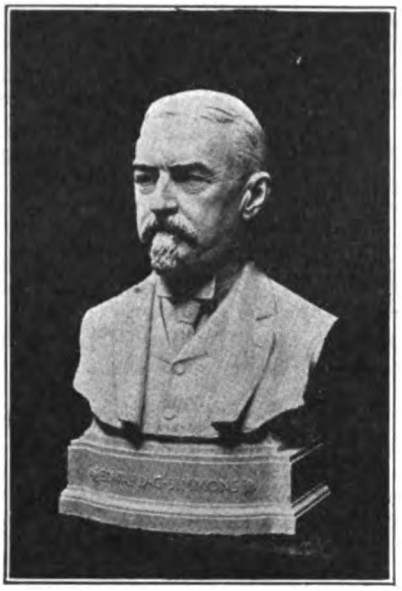
J. K. Ofsthus has sold his hardware store at Northwood, Iowa, to W. B. Williston.

FAR BETTER THAN MOST OTHERS

I want to compliment you upon the articles and the editorials appearing in your publication. They are far better than the average, such as we usually find in trade journals. I want a half a dozen extra copies of your last issue at your earliest convenience and please send invoice for same.

Yours truly,
WEBER-KIRCH MFG. CO.,
Keokuk, Iowa. C. A. Weber, Pres.

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TRIBUTE TO E. C. SIMMONS--FOUNDER AND BUILDER

A deserved tribute indicative of the high regard and esteem in which the late E. C. Simmons was held by his associates and co-workers long identified with the Simmons Hardware Company, was a happy conception that resulted in celebrating Founder's Day on September 21, in memory of Mr. Simmons.

Often we have been told that there is no sentiment in business, but those of us who are more closely in touch with the everyday life of the business world know that sentiment plays a large part in business today. Well it should, for if you take sentiment out of business you are taking out of it the real pleasure and the true enjoyment of business life.

A beautiful booklet was issued commemorating Mr. Simmons' life and work and the principles for which he stood.

In closing his response to the presentation, Wallace D. Simmons, president of the institution, said:

"It now remains for us to carry on his work; to make our interests one with the interests of those with whom we have business dealings, remembering his principle that no deal is a good deal unless both parties to it profit by it. There never was a time when the recognition of that practical adherence to it was of greater importance to the nation and to the welfare of the people generally.

"Let us make this Founder's Day the beginning of a new era of vigorous effort on our part to contribute our full share to the work of reconstructing the nation's trade upon a sound and wholesome basis. Let us make our methods reflect the spirit of the founder and service measure up to his standards."

HOW E. C. SIMMONS BECAME KNOWN AS "No. 8"

When the bronze bust of E. C. Simmons, founder of the Simmons Hardware Company, was unveiled in the office at St. Louis recently, it was recalled that Mr. Simmons was known as "No. 8" among his associates, traveling salesmen and his letters and memoranda were always signed with that number.

The bust was paid for by the contributions of the older employes, to whom Wallace D. Simmons, president of the company, sent a letter of appreciation, in which he referred to his father as "No. 8" instead of by name.

This designation came about through a new office boy, who in noting Mr. Simmons' initials, which was a long "S" which resembled the figure 8, the lad inquired, "Who is this Number 8 that writes over everything." It was from this remark of the new employe that Mr. Simmons became known among all of his employes as "No. 8."

AUTO EQUIPMENT REPRESENTATIVES

The Automotive Equipment Representatives' Association has made distinct progress during the year. The eligible members are the manufacturers' agents on the Pacific Coast. One of the main issues is that sales are to be made exclusively to jobbers. The full policy and aim of the association can be obtained at the Executive Office, 900 O'Farrell Street, San Francisco.

Weekly luncheon and monthly business meetings are held under the leadership of the following officers: President, W. S. Greenfield; vice president, A. E. Mohrig; treasurer, J. H. Collins; executive secretary, A. D'Ettel; counsel, Albert M. Elliott; board of governors, Paul Gardiner, Louis Graf and the officers.

The membership is at present as follows: Allied Industries, Inc.; W. D. Caldwell, J. H. Collins, of Sanford Bros.; Norman Cowan, Paul Gardiner of the Bailey Drake Company; Thomas M. Gardiner, Graf Sales Company; Harold L. Hardwick, Hughson & Merton, Inc.; C. N. & F. W. Jonas; A. E. Mohrig; Norton Munter Company; Geo. A. Sanborn, Jr.; Sprake Sales Company; V. S. Walsh; Wright & Lacey; Louis J. Ziesel; Monroe Sales Company, and J. C. Griffiths.

HOW ABOUT THE CIGARS?

Congratulations are in order to Mr. Young Moore of the International Electric Company, Indianapolis. He's the proud father of a brand new 1½ pound baby. Lest you stop to wonder, we hasten to add that the baby spoken of is no less than the new International Electric Baby Iron, which is to retail for $3.50.

Housewives everywhere will welcome the "Baby" for pressing laces, lingerie, plaits, tucks, baby clothes, ribbons, millinery and other small pieces. Congratulations in the form of big orders from all over the country are being received in Indianapolis.

Wells & Stump will open a hardware store at Oskaloosa, Iowa.

Adolf Quarberg has purchased the Henry Marquardt business at Nelson, Wis.

Nord & Westlund have purchased the hardware stock at Yankton, S. D.

E. J. Pollock has purchased the hardware business of Bert McKinley at Morning Sun, Iowa.

Ziegler Bros. have sold their hardware business at Delta, Iowa, to John B. Crew and Elmer Root.

W. T. Willoughby has purchased an interest in the H. C. Bourne & Company at Grundy Center, Iowa.

The Old Trail Hardware Company has been incorporated with a capital stock of $15,000 at Spencerville, Ohio, by Messrs. G. E. Winger, G. G. Hileman, O. I. Robbins and H. B. Robbing.

NO DELAY TOLERATED

I have always been a reader of the HARDWARE WORLD, and now since I have moved to another location it is hard for me to do without it. Please enter my subscription and do not keep me waiting long for a copy.

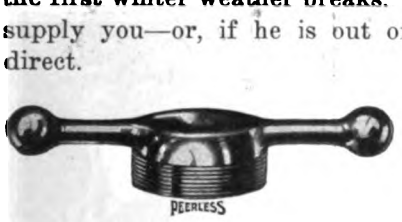
Yours truly,
Indiana. SAILER-MOREHEAD HDWE. CO.

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Before Winter Comes— Stock Peerless

Winter with its sudden snow-storms, its biting winds and zero nights is only a few weeks away. To Ford owners it spells stalled motors—frozen, leaking, bursted radiators. To Peerless dealers it opens a season of bigger, easier sales. It means thousands of requests for new radiators—thousands of dollars in Peerless Radiator profits. For the famous Peerless Guaranteed Honeycomb Core resists freezing—it expands with the water and eliminates the chances of bursting.

If you're handling Peerless now, be sure your supply will meet the winter demand. If you aren't handling it, get acquainted now with this rapid-selling Ford replacement—stock it before the first winter weather breaks. Your jobber will supply you—or, if he is out of them, write us direct.



At fifty cents, this Peerless Radiator Cap is becoming the biggest seller of its kind on the market. Get 'em from your jobber

PEERLESS
HONEYCOMB
GUARANTEED
RADIATORS
FOR FORD CARS

The CORCORAN Mfg. Co.
Dept. 14
Section Ave., Norwood, Cincinnati, O.

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Western Industry Grows to National Importance

THE course of industry as well as the course of empire is taking its way westward with ever-increasing speed as the years pass. During the last year two factors have accelerated western movement—high freight rates and the comparatively prosperous and flourishing condition of western markets. So there has been a great incentive to western industries and western manufacturers, particularly of bulk and heavy goods.



W. J. BOYLE, SR.
Founder and President



LEW M. BOYLE
Vice President and Sales Promoter



J. W. THOMAS
Sales Manager

The Boyle Mfg. Co. is a notable example of an institution which has taken full advantage of the present situation. Here energy, enterprise and high quality products have been rewarded and in marked degree with phenomenal growth, continuing and increasing demand and notable possibilities and promise for the future.

By way of illustration, the big Boyle stamping and galvanizing plant has been in continuous and full operation all through the year, but a recent large order made it necessary to put on extra speed. The company wired to one of the rolling mills in the East inquiring the earliest date that they might have delivery on an order already placed.

In his reply the mill executive wrote that this was the first wire the mill had received this year asking the earliest date for delivery.

The Man Who Has Built With Vision

So much for results. Let us look for a minute at how it has all come about. Consider W. J. Boyle, Sr., the man behind the plant, who for more than a quarter of a century has been directing the course of the Boyle Mfg. Co. that is today.

A native of Wisconsin in 1856, his father died when he was 15 years old, after the family had moved to Missouri. This made it necessary for the boy to go and work. For a year he was a railroad brakeman on the M. K. & T. After learning and working at the tinsmith's trade for several years, at Ft. Larned and Ft. Dodge, Kansas, the gold rush broke out in Colorado, which provided his real start in business.

He drove two mules and a freight wagon with shelled corn and bacon to Pueblo, where he sold the outfit at a profit, and then returned to Augusta, Kan., where he bought a stock of hardware and began business. For the next 12 years his textbooks were hardware catalogs and he learned and taught, both as retailer and wholesale salesman.

Los Angeles Start in 1893

In 1893 he associated himself with a group of steel men from Niles, Ohio, in the manufacture of steel sheets under the name of the Los Angeles Iron & Steel Co. These were the pioneer days, and the Los Angeles Iron & Steel Co. traveled a rocky road. About 1895 the company became involved and the courts made Mr. Boyle receiver. He made short shrift of the receivership under a $50,000 bond. Then in 1896 Mr. Boyle combined with Chas. L. Pinney in a sheet iron and metal business known as the Pinney & Boyle Mfg. Co. Here was the real start of the present business, but back of all was Mr. Boyle's preparation as railroad man, tinsmith, hardware man, rolling mill man and financier. Seven years ago Mr. Boyle took over the Pinney interests, and four years ago the name of the business was changed to the Boyle Mfg. Co.

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Every Rusco Product sells another Rusco Product



IF YOU are unfamiliar with Rusco Products, it probably means little to you to have Rusco Brake Lining mentioned. Yet, on two separate counts, Rusco Brake Lining and Rusco Products in general can be a source of profit to you.

First, each and every individual Rusco product—10 in all—is a quality article. It gives the kind of satisfaction that makes it easy to sell other Rusco Products when the need for them arises.

Second, sales made on a family of quality products net you more profit because they require less buying, less selling and less bookkeeping expense. Adjustments are made more promptly. Quality is always uniform.

Write today for complete selling and advertising plans

THE RUSSELL MANUFACTURING COMPANY

Middletown, Conn.

Every Rusco Product is made for *service*

- Rusco Brake Lining
- Rusco Clutch Facings
- Rusco Hood Lacing
- Rusco Tow Line
- Rusco Fan Belts
- Rusco Tire Straps
- Rusco TABBUCKLER Straps
- Rusco Emergency Brake for Fords
- Rusco Transmission Lining for Fords
- Rusco Denonco Non-Chatter Bands for Fords

RUSCO DENONCO NON-CHATTER BAND FOR FORDS

They Speak for Themselves

TRADE MARK REG.

RUSCO PRODUCTS

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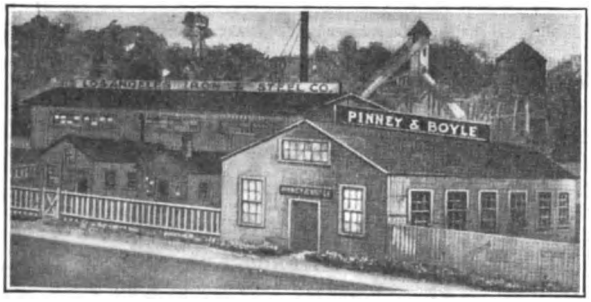
C. E. MOCKBEE

Honor graduate of the Simmons Hardware Co. sales organization, who is in charge of the Boyle branch sales office at San Francisco. "Charley" has friends all over the country, and he welcomes this opportunity to specialize on "cans of all kinds."

Great Plant Now Supplies West

It is claimed that the Boyle galvanizing plant is the largest in the West, and the only one west of St. Louis equipped to galvanize all types of work. For Boyco products include a full line of cans, tubs, pails, boilers, canteens and other sheet galvanized products. Many of these articles are of patented, improved design, and have been especially adapted in the Boyco plant to new uses or for added convenience or service.

The new Boyco plant occupies a five and one-half acre tract at 51st and Santa Fe Aves., Los Angeles, with a floor space of 140,000 square feet. Adjoining, the company owns four and one-half acres, where it is planned to erect additional warehouse facilities. The growth of the institution has been phenomenal, and it has been necessary to open its own branch offices in a number of the principal cities to handle their sales.



The birthplace of the present business, 25 years ago, a little corrugated iron work shop on the outskirts of town, with a brain under the roof and an idea behind that.



"Can" is the word, never "can't," with the Boyle family. Here is a hot day sales conference between father and sons. Reading from left to right: W. J. Boyle, Jr., W. J. Boyle, Sr., and L. M. Boyle.

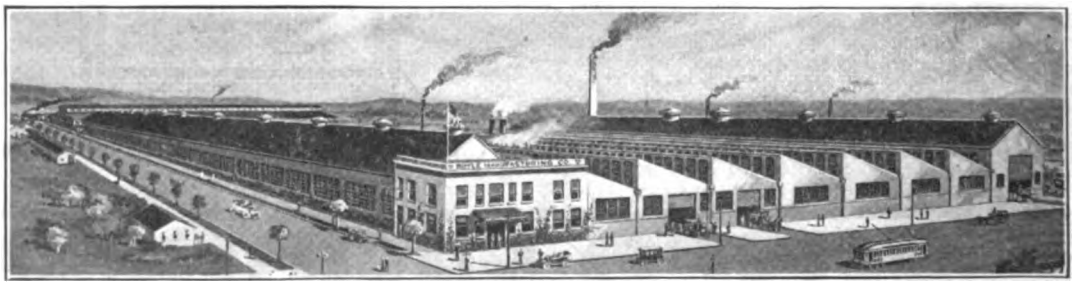
Boyco products are sold strictly through the jobbing trade, and the sales plans of the company include the fullest cooperation to both jobbers and dealers in Boyco products, so that superior lines of galvanized ware may be handled with convenience in receiving prompt shipments, as well as meeting long-haul freight charges.

Able Executive Corps Controls Activity

In the present organization Mr. Boyle is assisted by strong men, both of his family and out, who think as he does, have grown up with the organization, and who have been trained under his able direction. Mr. Boyle's two sons fall naturally in line. Mr. W. J. Boyle, Jr., is the technical engineer, superintendent and factory manager. Prepared by schooling as a mining engineer and intending a career in Mexico, greater opportunity near at home absorbed his abilities.

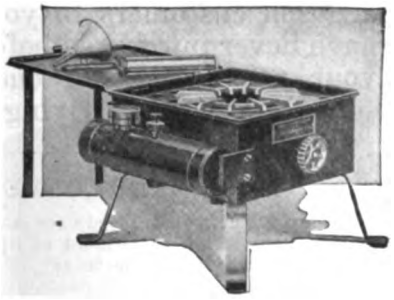
L. M. Boyle, "Lew," the younger son, is vice president and manager of sales promotion. He is the man who has popularized Boyco products, and is his father's able understudy in the executive management. His publicity and advertising of the Boyco line is notable in the West. Mr. Boyle's brother, M. C. Boyle, is secretary.

As sales manager, W. J. Thomas comes to the company after a well rounded and successful career in the hardware business with the Shapleigh Hardware Co. and Simmons Hardware Co. For many years he traveled particularly in the Texas territory. For over ten years Mr. Thomas has been in the retail business, both in Texas and California, but the opportunity was irresistible and he has entered into his new work with the enthusiasm that has always characterized his work.



Present plant of the Boyle Manufacturing Co., covering 5½ acres with 140,000 square feet devoted to Boyco products in all stages of manufacture

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One Burner "Hunter's Special"
Open for use



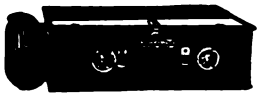
"Hunter's Special"—Closed
All equipment packed inside

The "Hunter's Special"



Two Burner Kit—open for use

Price with equipment.....$17.50
Price without equipment....$15.00



Two Burner Kit—closed
All equipment packed inside



Every owner of an Auto-Kamp-Kook-Kit should have an Auto-Kamp-Kook-Oven. Makes it possible to have roasts and baked foods. Size of oven 12"x12"x11"; folds up to 12"x11"x2".

Price $5.00

AUTO KAMP KOOK KIT

A SMALL size one burner kit, built especially for hunting and fishing trips, where space is at a premium. Takes up no more room than a camera, yet as efficient as a gas stove.

Auto-Kamp-Kook-Kit burns motor gasoline—gives a steady hot blue flame that a thirty mile wind will not blow out. Made of heavy stamped steel, with black baked enamel finish. Folds up like a suit case with handle for carrying. Light, compact, efficient.

Auto-Kamp-Kook-Kits are made in several sizes from the one burner Hunter's Special to the Six Party Suit Case Outfit, and retail at from $10.00 to $47.50.

Order today and have a supply of this Special Hunter's stove on hand for the approaching season.

Prentiss-Wabers Stove Co.
18 Spring Street, Wisconsin Rapids, Wis.

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GETTING BUSINESS AFTER HOLIDAYS

The average merchant is inclined to think that after a holiday, such as Fourth of July, Thanksgiving, Washington's Birthday, or Decoration Day, people are not in the humor of buying. But did you ever notice how department stores feature their merchandise immediately after a holiday? As a matter of fact, often the issues of the papers both on the holiday and the morning following direct special attention to what is being offered.

It should be realized that human nature is very much the same whether you live in a small town or in a large city. People are influenced by the same emotions, and the desire to gratify their wishes is common to rich and poor, no matter where they may live.

As a matter of fact, actual statistics prove that more people transact business on the day following a holiday than on ordinary days. Whether it is to make up for the loss of the previous day, we do not know, but people return to their work and homes with renewed zest and want to do things, want to buy and want to make up for the day that was lost.

This principle is to be seen emphasized in the sales and offerings every Monday morning in the large department stores. Announcements are to be found in the Sunday edition as well as in Monday's paper.

Applicable to Any Line

Simply because you are not catering to department store trade or to women's furnishings is no reason why you would not find hardware, housefurnishings, silverware, glassware, electrical appliances would interest customers.

One successful merchant tells us he has a young lady who telephones to fifty or a hundred people the day before a holiday for four or five days, reminding them of the sale that will be made on the day following the holiday. This is supplemented by newspaper announcement so their customers will not forget it.

Remember that if you can bring twenty-five or fifty customers or even a dozen customers to your store, who have never purchased before and add to your present list of customers, it is something worth striving for.

HARDWARE CONVENTIONS

Pacific Northwest Hardware and Implement Association Convention to be held at Spokane, Wash., Jan. 17, 18, 19, 20, 1922. Secretary, E. E. Lucas, Hutton Bldg., Spokane, Wash.

Western Retail Implement, Vehicle and Hardware Association Convention to be held at Kansas City, Jan. 17, 18, 19, 1922. Secretary, H. J. Hodge, Abilene, Kan.

Oregon Retail Hardware and Implement Dealers' Association Convention to be held at Portland, Ore., Jan. 24, 25, 26, 27, 1922. Secretary, E. E. Lucas, Spokane, Wash.

Indiana Retail Hardware Association, Inc., Convention and Exhibition to be held at Indianapolis, Ind., Jan. 24, 25, 26, 27, 1922. Secretary, G. F. Sheely, Argos, Ind.

Kentucky Hardware and Implement Association Convention to be held at Louisville, Ky., Jan. 24, 25, 26, 27, 1922. Secretary-treasurer, J. M. Stone, Sturgis, Ky.

West Virginia Hardware Association Convention and Exhibition to be held at Wheeling, W. Va., Feb. 1, 2, 1922. Secretary, James B. Carson, Schwind Bldg., Dayton, Ohio.

Idaho Retail Hardware & Implement Association, Boise, Idaho, February 1, 2, 3, 1921; E. E. Lucas, Secretary, Spokane, Wash.

Nebraska Retail Hardware Association Convention to be held at Lincoln, Neb., Feb. 7, 8, 9, 10, 1922. Secretary, George H. Dietz, Little Bldg., Lincoln, Neb.

Wisconsin Retail Hardware Association Convention and Exhibition to be held at Milwaukee, Wis., Feb. 8, 9, 10, 1922. Secretary, P. J. Jacobs, Stevens Point, Wis.

Michigan Retail Hardware Association Convention and Exhibition to be held at Grand Rapids, Feb. 7, 8, 9, 10, 1922. Secretary, A. J. Scott, Marine City, Mich.

Pennsylvania and Atlantic Seaboard Hardware Association, Inc., Convention and Exhibition to be held at Philadelphia, Pa., Feb. 13, 14, 15, 16, 17, 1922. Secretary, Sharon E. Jones, Fulton Bldg., Pittsburgh, Pa.

Illinois Retail Hardware Association Convention to be held at Chicago, Feb. 14, 15, 16, 1922. Secretary, Leon D. Nish, Elgin, Ill.

Minnesota Retail Hardware Association Convention to be held at St. Paul, Minn., Feb. 14, 15, 16, 17, 1922. Secretary, H. O. Roberts, Metropolitan Life Bldg., Minneapolis, Minn.

Ohio Hardware Association Convention and Exhibition to be held at Columbus, Ohio, Feb. 14, 15, 16, 17, 1922. Secretary, James B. Carson, Schwind Bldg., Dayton, Ohio.

Iowa Retail Hardware Association, 24th annual convention and exhibition at Des Moines Coliseum, Des Moines, Ia., February 21, 22, 23, 24, 1922; Secretary, A. R. Sale, Mason City, Ia.

Missouri Retail Hardware Association Convention and Exhibition to be held at St. Louis, Mo., Feb. 21, 22, 23, 1922. Secretary, F. X. Becherer, 5106 N. Broadway, St. Louis.

New England Hardware Dealers' Association Convention and Exhibition to be held at Boston, Mass., Feb. 21, 22, 23, 1922. Secretary, George A. Fiel, 10 High St., Boston, Mass.

New York State Retail Hardware Association Convention and Exhibition to be held at Rochester, N. Y., Feb. 21, 22, 23, 24, 1922. Secretary J. B. Foley, City Bank Bldg., Syracuse, N. Y.

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SAFETY DEMANDS

That YOU and Every Other Driver Have a



SEES-ALL Mirror on His Car

—Ed. Kennard, President Sees-All Mfg. Co.

Beveled Plate. Non-rusting Enamel Frame. Weighs 156 lbs. per gross, packed. Comes in individual cartons. In ordering be sure to specify open or closed types, as clamps differ.



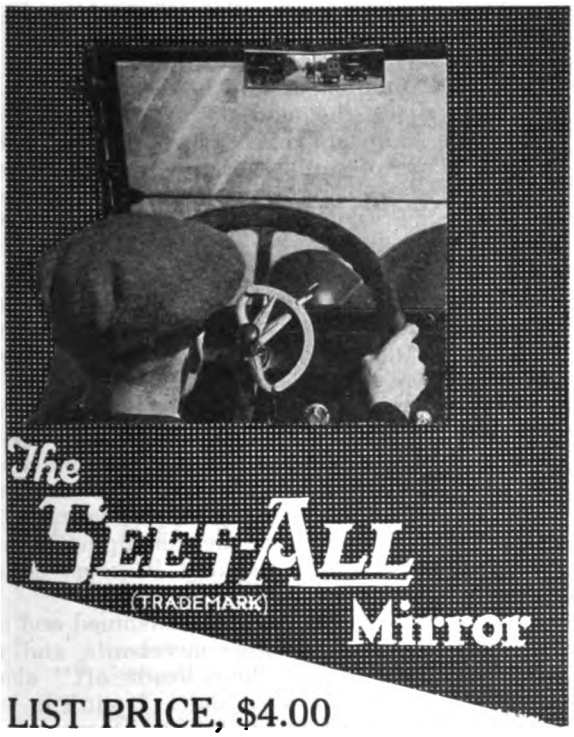
A Dealer writes: "I have received your Sees-All Mirror and have installed it on my car with greatest satisfaction. I find that it is all that you claim for it."

A Jobber says: "Never have I appreciated anything on my car so much as the Sees-All Mirror. The duplex feature enables me, either as driver or passenger, to fully command the view behind. No car is complete without the Sees-All Mirror, and I am telling this to all my friends."

It's the best thing in the world for avoiding automobile accidents and goodness knows there are enough accidents these days.

My little Sees-All Mirror is really two mirrors in one—heavy beveled plate glass mirrors—in a neat and substantial metal frame, and are at the exact angle which permits the driver and his companion to see the road, both sides and behind, while looking ahead.

It is quickly and firmly attached to the top center windshield, right before your eyes.



Try This Sees-All Mirror on Your Car 10 Days Free

So positive am I that when you once use this mirror on your car that you will recommend it to every car owner and sell it readily, that I am willing to send you one right now to try for yourself.

JUST SEND THIS COUPON and the Sees-All Mirror will come to you postpaid. If you don't like it, just send it back. If you keep it, remit $2.50. Please enclose your card or letterhead.

Dealers and Jobbers Write for Our Proposition

ADDRESS OFFICE NEAREST TO YOU

1220 Boatmen's Bank Bldg. St. Louis, Mo.
866 Phelan Building San Francisco
1810 Westlake Ave. Seattle
388 Taylor St. Portland, Ore.

Ed. Kennard, SEES-ALL Mfg. Co.

Alright, Ed: I'll try your old Sees-All Mirror on my wagon for ten days that you offer to readers of the Hardware World. If I don't like it, I'll return it to you. Otherwise I'll remit you trade price, $2.50.

Name .....

Street .....

City .....

My Car is Open Model ( ) Closed Model ( )

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Missouri Merchant "Shows His Customers"

IN our August issue we referred to a system that enables some far western retail merchants to meet the price of catalog or mail order houses on most of the commodities they sell.

Here is an illustration of how the Aid Hardware Company at West Plains, Missouri, are "going to the bat" so to speak and quoting their own prices against catalog houses. They believe in full publicity. They do not believe in sitting back and allowing their customers to rest under the impression that the catalog house can undersell the local merchants.

The average retail merchant has no idea of the amount of business that is going out of his town. Only a few of them keep track of freight shipments, but by far the greater portion of goods received from catalog houses are shipped by parcel post and express, so the average merchant doesn't really know what is taking place in his own community. The Aid Hardware Co. believe there is nothing to be lost, but on the contrary, everything to be gained by placing the facts before their customers. We are reproducing a portion of the circular which they recently sent out, which was producing splendid results for them. Would there were more Aid Hardware Co.'s in business.

As We See the Right! Here Is Positive Proof, See for Yourself

Montgomery Ward & Co., of Kansas City, have recently filled this county with their large new fall and winter catalogues No. 95 for the season of 1921 and 1922 and it is a beauty. Full of pretty pictures, printed on good paper, well bound and is a very expensive piece of work that some one must pay for.

After carefully going through we find that their prices are high with the exception of a few items that are priced low as order starters or bait. You will note that the majority of merchandise is of a nature that it is almost impossible to make comparisons, such as dresses, suits, hats, furniture, silks, woolen goods, etc. That is one reason why they can get their price. But we have picked out at random a few staple items and have made comparative prices to show you we are right.

No. 95 Catalogue

	M. W. Price	Our Price
Half hatchet	.78	.75
Pointing trowel	.35	.25
Short globe lantern	1.49	1.25
Jews harp	.17	.15
22 cal. cartridges	.24	.25
16-gauge loaded shells	.91	.90
Rid-o-Skid chain	2.80	2.65
Revolving punch	1.23	1.00
Tubs, No. 1	.85	.75
Tubs, No. 2	.94	.85
Tubs, No. 3	1.15	1.00
White enameled wash basins No. 1	.69	.50
White enameled wash basins, No. 2	.79	.60
Retinned knives and forks	.98	.75
Steel corn poppers	.42	.40
Butcher knives, No. 1	.55	.50
Butcher knives, No. 2	.69	.60
Butcher knives, No. 3	.85	.75
5 gal. milk can	4.45	3.50
10 gal. milk can	6.00	4.75
Steel spades	1.35	1.25
Door lock and knobs	.52	.50
Brass wash boards	.79	.75
White slop jars	2.10	2.00
Coil bed springs	7.95	6.75
Kitchen Cabinets	37.75	33.00
Blacksmith hammers, No. 1	1.18	.75
Blacksmith hammers, No. 2	1.30	.85
Blacksmith hammtrs, No. 3	1.53	1.25
Hollow auger	3.28	2.25
Double bit axe	3.05	2.50
Double bit axe handle	.62	.35

In buying from a mail order house there are these things to be taken into consideration that we save for you:

You must make out an order.

You must send the cash in advance.

You must wait a week or two for your goods.

You must pay freight or express on same.

You must make out your claim for damages in shipping, and other inconveniences that we eliminate.

Read their front page announcement, as follows:

"For forty years, Ward's have been dealing fairly with the public. We pledge our customers continued fair dealing, also better service, better merchandise, and even lower prices."

Now please read our comparison of prices.

This is not a fair comparison, from the fact that we have not added the transportation charges to their prices; these charges are high, whether by freight, express or parcel post.

And they are real artists, too. Just turn to the ladies' underwear and hosiery department. (It may shock the modesty of us old fogies.) Why, the Angels in Heaven have no such lovely forms as are pictured there. Can you blame a woman for wanting these regardless of cost?

They are very adept in selecting some one popular item and making a leader of it, for instance take the Champion-X Spark Plug at 49 cents each. This plug, as they tell us, is used on all Ford cars, and is one of the best known articles in the trade, as most every body owns or has owned a Ford car.

We wrote the Champion Spark Plug people, asking how Montgomery Ward & Company could sell their Champion-X for 49 cents when they charged us the same price in a wholesale way? They wrote us that they have not sold and will not sell them the Champion-X, and what they have was secured in some underhanded way.

This style of business is condemned and not resorted to by respectable merchants, and yet these people "holler their heads off" about their honor and honesty. Bah! It ain't in 'em.

AID HARDWARE COMPANY,
C. T. Aid, President.

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Pocket Gasoline Computers Free to Dealers of Weed Chains



Name of Dealer Imprinted Here without Cost

WEED Pocket Computers are extremely practical and popular. They are just what you need to keep your name before your customers and help sell more Weed Chains. They are exactly what your customers have been looking for to help them compute instantly the cost of the gasoline they buy.

We will gladly send you a quantity FREE with your name carefully imprinted on each.

They Help Sell More Gas, Too!

Read what one dealer has to say about them:

"Since my customers have these pocket computers, I notice that I have been selling more Weed Chains—more gas, too!

"It may sound strange, that I am selling more gasoline, but this seems to be the psychology of it. When a driver stops for gas and he sees that his tank is partly full, he is likely to order five, ten or some even number of gallons because he doesn't like to burden his mind figuring the cost of an odd number of gallons at the prevailing price. On the other hand, if he is equipped with a pocket computer, he doesn't hesitate to order his tank filled because he can tell immediately what 17 gallons will cost at 27c or compute any other difficult combination."

Write us to-day for your supply of Weed Gasoline Computers

AMERICAN CHAIN COMPANY, INC.

BRIDGEPORT CONNECTICUT

IN CANADA: Dominion Chain Company, Limited, Niagara Falls, Ontario
General Sales Office: Grand Central Terminal Bldg., New York
District Sales Offices:
Boston Chicago Philadelphia Pittsburgh Portland, Ore. San Francisco

LARGEST MANUFACTURERS OF CHAIN IN THE WORLD



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THE TIDE HAS TURNED TO RISE

Editor HARDWARE WORLD:

Over a year ago we urged our customers to save themselves from losses by bending every energy to reduce their surplus stocks and get rid of the slow moving items. Now we say, be alert to grasp the opportunities for gain to offset the losses.

A year ago the tide had passed the flood and was running out. Now it has passed the ebb and is slowly turning to come in. The waves will come forward and fall back, but each wave of progress will be higher than the last and the fall-back less.

This means a change in policy. No longer can attention be centered only on the saving of losses. Caution is still necessary. Any surplus or slow moving items of stock must be sold on the best terms obtainable, but the man who looks ahead will no longer allow a surplus of one item to offset a shortage in another. The time has passed for driving only to reduce the total inventory. The time has come to guard against a shortage of salable items.

Business is on the mend. It is not good. It will not be good for some time to come, but it is getting better instead of worse. For the last three months the average wholesale price of the leading basic commodities has advanced. Hardware lags behind just as it lagged behind on the decline. Price readjustments are not over, but the market is growing larger. The Federal Reserve Banks are advocating a more liberal policy in regard to loans. This is the opportunity for the man of courage.

There will not be business enough for all. It will go to the hardware man who is prepared to give service and service requires a small but complete stock of salable items. The man who carries on too long the policy of retrenchment, will lose business to his more far-sighted competitors. Customers won, good will built up by the service of past years can be quickly lost through failure to supply urgent wants.

Business can be won by the man who makes a determined drive for it. He must base his drive on ability to serve as he used to do, from a complete stock, without substitution. Fill up the holes in your stock. Get ready to win the business that the better selling market and the improvement in the financial situation are opening up.

Yours very truly,

FAYETTE R. PLUMB, INC.,
Fayette R. Plumb, President.

SIOUX

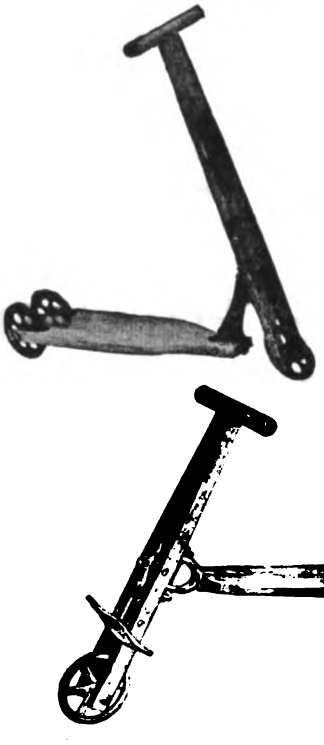
Sioux Tools are the standard tools in garages everywhere for
REMOVING BUSHINGS
RE-FACING, RE-SEATING, GRINDING
ANY AND ALL SIZE VALVES
ALBERTSON & CO., Manufacturers, SIOUX CITY, IA.



The Peerless Radiator Cap for Ford Cars has been placed on the market by The Corcoran Manufacturing Company, of Cincinnati, Ohio, and is already proving a worthy addition to the well known family of Peerless Products for Ford cars made by that company.

The new radiator cap not only adds neatness and attractiveness to the front of a Ford, but it is extremely serviceable. It is made of the very best materials, is heavily nickel-plated and has all the wearing qualities and appearance of much more expensive caps. The popular dumb-bell type handles make handling easy and do not retain heat. It is non-leakable, rust-proof, and will last as long as the Ford it is on. The cap retails for 50 cents.

STEARNS ROLLOMOBILES



E. C. Stearns & Company of Syracuse are putting on the market what is known as the Stearns line of Ridamobiles and Rollomobiles.

This is a line to keep the kiddies riding and exercising out in the open. They claim that safety, comfort, strength with lightness and practicability are their main features, supplemented by exceptionally moderate prices that places them within the reach of every parent.

There is a model for every youngster—a model that combines many exclusive features of durability, staunchness, ease of propulsion and operation without fatigue, due to the roller bearing construction.

There is the low-built but sound construction, so essential to positive safety and extraordinary weight.

These children's vehicles are equipped with long wearing rubber tires, the tires being applied so that they won't creep or slip or come off under the strain.

They will be glad to give full information to any of our readers upon request.

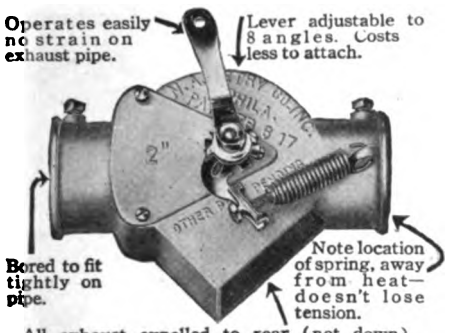
Anton Quarberg has purchased the interest of H. P. Marquardt at Nelson, Wis.

Chas. F. Eder has purchased an interest in the hardware business at Nyssa, Ore.

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Petry Tuning-Up-Valve

"The Scientific Detector"



Why do particular motorists demand the Petry Tuning-Up-Valve in preference to all others? Motorists find that the Petry Tuning-Up-Valve is a carefully designed, well-made product, and not some castings carelessly assembled. It appeals, on sight, as a "good job." Compare it yourself with any other tuning-up valve—and your verdict will be that it is America's Best Tuning-Up-Valve and "Scientific Detector" for tuning up and locating trouble. Sixteen sizes for all makes of cars.

N. A. Petry Co., Inc., 345 N. Randolph St., Philadelphia

Makers of Petry Pump, Ventilator and Pedal

Western Distributor:
Norman Cowan Company, 445-51 Rialto Building, San Francisco, California

Copyright 1921, N. A. Petry Co., Inc.

AUTO TOPS *and* Seat Covers



Top Recovers, Seat Covers
Radiator and Hood Covers
Side Curtains, Rain Guards

Tire Covers, One-man Ford Tops
Trimmers' Material and Supplies
Tents, Paulins, Wagon Covers
Cotton Picking Bags

Clifton Manufacturing Company

Main Office and Factory
Waco, Texas

SAN FRANCISCO - LOS ANGELES
DENVER, COLORADO
KANSAS CITY, MISSOURI
DALLAS, TEXAS

MOTOR MERCANTILE COMPANY

Wholesale **Exclusively**

Carrying Complete Stock of Automotive Parts Equipment and Supplies

EXCLUSIVE DISTRIBUTORS FOR THE FOLLOWING LINES

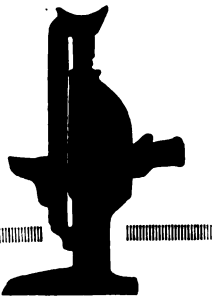
Motul Oil
Gearese
Motile Tubes
Stromberg Carburetors
Wainwright Pistons
Stan-Par Perfection Springs
Spirex Radiators
H & D Shock Absorbers for Fords
Gabriel Snubbers
Gilmore Fan Belts
Kay Bee Spot Lights
Momeco Bronze
Momeco Tool Kits
Pemko Ignition Parts
Lockwood Seat Covers
Tire and Radiator Covers, Etc.
Fairbanks Garage Equipment.
Canedy-Otto Garage Equipment
Arrow Grip Chains
Du Pont Top Material
Laidlaw Seat Cover Material
DriKure Retreaders

And a Complete Line of Mechanics' Tools and Garage Equipment

New 1920 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY

115-117 South West Temple Street, Salt Lake City



No. 16 ReHable
Weight 10 lbs.
Will Lift 3000 lbs.
Height Lowered 11½ in.
Height Raised 17½ in.

Reliable Jacks—

All that the Name Implies

A jack that lives up to a name must be dependable, serviceable and efficient.

"Reliable" Jacks live up to their name.

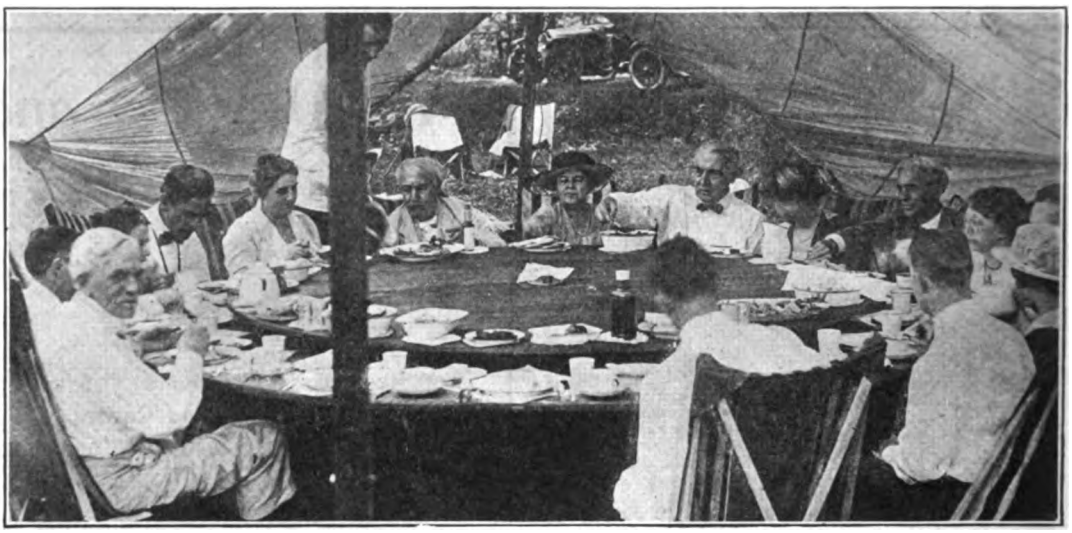
Reliable Jack customers are satisfied customers and when they need other hardware articles they go to the store that sold them that Reliable Jack.



Write for the Reliable Catalog or Ask Your Jobber

ELITE MANUFACTURING COMPANY
Ashland, Ohio

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VIRGINIA MERCHANT'S IDEAS OF PRESIDENTIAL DEMOCRACY

Editor HARDWARE WORLD:

I am enclosing a snapshot of a week end outing of a somewhat remarkable group, which I believe many of your readers will be interested in seeing—in fact as a real illustration of "democracy" (of which people have gotten tired of hearing), I doubt if it could be duplicated in any other nation—President Harding, Thomas A. Edison, Henry Ford, and members of their families, enjoying outdoor camp life near here recently.

My interest in this is due to the fact that a country merchant sold them a part of the camping outfit. You will note an entire absence of silver and cut glass or fine china, but on the contrary all American made white enamelware dishes, ordinary table cutlery, etc. Such an example of Jeffersonian democracy is worth all the preachments about it that we have had for the last ten years.

I wonder if a former occupant of the White House had gone on a similar outing a year ago, if he wouldn't have required an expensively fitted out camp—glass enclosed, finely decorated, with a retinue of chefs and cooks from one of New York's hotels, a forty piece orchestra, the mosquitoes and other nocturnal insects being kept away by the burning of Japanese incense from the island of Yap and Shantung.

At least there would have been a massive parade of entry, through all the adjacent towns, a large stage erected, a welcome from the mayor or town council to afford opportnuity for a dissertation on the fourteen cardinal principles.

I beg your pardon for introducing a tabooed topic, but if anyone disagrees with me, let him answer through your columns. Why I should mention this I don't know, except I remember Thanksgiving is approaching, and we have many things for which to be thankful, aside from the fact that Samuel Gompers is not now helping to run the government.

Virginia. J. A. MOORE.

SCREW HOLES WITH RAWLPLUGS

Fastening fixtures to walls by ordinary wood screws, whether the walls be of soft plaster, hard plate, concrete or metal, has been made possible by introduction into the American market of Rawlplugs, originally an English invention, the device of G. G. Rawling, a British engineer. This unique plug is a tube of stiffened longitudinal jute fibre strands cemented in position so that they will not crumble. This plug expands as the screw is inserted, becoming an integral part of the brick or other material in which it is placed. The screw automatically threads the fiber, permitting removal and reinserting as often as desired.

These plugs can be used in plaster, tile, marble, slate, metals, glass, concrete, wood, cement and stone. They are applied by making a small neat hole with a special tool that comes with the plugs or any drilling tool and inserting the fibre plug in this hole. They are used extensively by electricians for metal moulding outlet boxes, etc., and in bathrooms for fastening fixtures.

The Rawlplug comes in cardboard boxes, packed 100 in a box. They are manufactured by the Rawlplug Co., 471 Eighth Ave., New York City. As an introductory offer, the company will send its No. 10 mechanical outfit to any dealer on receipt of $2.75 in stamps, money order or check. This contains 100 Rawlplugs, tool holder, two drills and a supply of screws, and is admirably suited for demonstrating or experimenting with the plugs. The company is represented in the West by the Dowd Sales Co., San Francisco, Seattle and Los Angeles.

SAW STYLES STANDARDIZED

Hardware dealers and jobbers who handle the Simonds brand hand saws are being notified by the Simonds Manufacturing Company of Fitchburg, Mass., and Chicago, Ill., of a new departure in manufacturing and selling their line. The company announces that in line with the era of business reconstruction, and to assist their dealers and jobbers, it has decided to reduce the numbers or styles of its hand saws, so that hereafter there will be no duplicates of patterns appearing under different numbers.

The Simonds Blue Ribbon Hand Saws with numbers 10 and 10½ will constitute the new hand saw line. Seven other styles which closely resemble these numbers have been discontinued. This plan, it is expected, will assist dealers and jobbers. They will not find it necessary to carry such a large number of saws while at the same time they will have high, medium and moderate price saws in all styles necessary to meet demands of carpenters or for general use.

The idea of fewer numbers is in accordance with the general policy of many manufacturers, and simplifies the problem for the retailer and jobber so far as carrying a fairly complete stock. The Simonds Blue Ribbon line will sell at the same price as was formerly asked for the regular line.

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NEW QUARTERS FOR QUAKER CITY RUBBER CO.

On November 1, the Quaker City Rubber Company, manufacturers of Daniel's P. P. P. Rod Packing, Ebonite Sheet Packing, Ironsides Rubber Belting, and a complete line of mechanical rubber goods, will move into their new modern Quaker Building, 624-28 Market Street, Philadelphia.

This company has been located on Market Street for considerably more than a quarter century, and this new building will house the main offices and salesrooms. It is the culmination of continuous growth and success enjoyed by this prominent rubber company since its beginning.

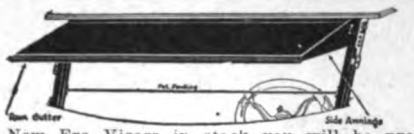
The new building, which is just across the street from their old address, is the latest in builders' art. Large plate glass windows with ample depth for display purposes are on the street floor. The exterior is of Indiana limestone and tapestry brick. The interior equipment has been selected for efficiency and comfort, and consists of high speed electric elevators; vacuum steam heating system, thermostatically controlled; lighting, plumbing and all interior fixtures modern in every respect.

Well appointed offices for the executives and clerical force have been planned and laid out that makes possible the highest efficiency in the daily work, while ample space for shipping and receiving materials has been provided.

In addition to mechanical rubber goods, this enterprising company is also the manufacturers of the Trusty Friend, Quaker Cord, "Miles Cheaper" tires and Multi-tubes.

The Quaker City Rubber Company extends a cordial invitation to its many customers and friends to visit them in their new building.

The Engelman Hardware Company at Ione, Ore., report a very satisfactory season. They had an especially good business the last fall and report a good outlook.



With New Era Visors in stock you will be prepared to offer your car owners every feature of real value that can be obtained in other visors, some of which sell for much higher prices. Rain gutter, awning ends, sturdy throughout and a price of $10 makes the New Era line ideal. **Write for Catalog.**

NEW ERA SPRING & SPECIALTY CO.
65 Cottage Grove Ave., Grand Rapids, Mich.
Manfrs. also of New Era Springs and New Era "Better" Bumpers

NEW ERA
DeLuxe (All Metal) VISORS

Users Buy *By Name*

those things that give greatest satisfaction. **Which is true of wrenches.** Carry the **best** socket wrenches that users have found, thru experience, to be thoroughly dependable—

"HEXALL"
Trade Mark Reg. U. S. Pat. Off.

and you have a fast-moving line, generous in profit, a promoter of lasting friendship. There are no better wrenches made than **"HEXALL"**—twelve sets—**a set for every need.** Sold under this guarantee:

Break Any 'HEXALL' Wrench and We Repair It—No Charge"

R. F. SEDGLEY, Inc. *Est. 1897*
Also Makers of "BABY" Hammerless Revolvers
2311-13-15 North 16th St. Philadelphia, Pa.
Pacific Coast Representatives, McDonald & Linforth, San Francisco



"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pneu. Mchy. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.



Waterproof Matchbox: Keeps matches bone dry under water; seamless brass, plated—size 10 gauge shell. List 60c.

Handy Compass: Guaranteed accurate—finest agate bearings. List prices: **Pocket Compass,** No. 184, stationary dial, $1.25; No. 186, revolving dial, $1.50. **Safety Coat Compass,** No. 182, stationary dial, $1.50; No. 082, revolving dial, $1.75. **Luminous Dial Compass,** shows plain at night, pocket, No. 186L, $2.00; coat, No. 082L, $2.25. Dealers or direct.

MARBLE ARMS & MFG. CO.
5380 Delta Ave., Gladstone, Mich.

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REPRESENTING O'KEEFE & MERRITT

Thomas M. Gardiner, nationally known western sales representative of general manufacturers, announces to the trade his connection as sales representative for O'Keefe & Merritt Co., with products in the automobile accessory and sheet metal lines, and whose plant is at Los Angeles. Mr. Gardiner thus adds this to his other lines sold through the jobbing trade.

Among the feature items in the "line with Merit in it" are their Cook-quick gasoline stoves, Swing-tong luggage carriers, anti-rattling and velvet finished, their wire camp grids, and other sheet metal products. The makers of these products have years of experience and skill in producing sheet metal goods, and their output is being readily absorbed by the jobbers, accord-to Mr. Gardiner, one of the most active, energetic, hard-working men in the trade.

Although Mr. Gardiner covers a dozen western states in his activity and may be almost anywhere, doing all but appearing in two places at the same time, he makes his headquarters and receives his mail orders at 320 Market Street, San Francisco.



Among the features of the auto camp stoves are: Detachable legs, even-burning, long lasting burners at any fire height, either of which may be used independently of the other, cast iron grates and top completely covered, top folding back to provide table while cooking, detachable acetylene welded sheet steel tank lined with asbestos guards against blow-ups and fire, hooks in place, and removable to fill or carry.

Do You Sell Hack Saw Blades That Do Not Break or Shell Teeth?

THOSE are the two important features about Blades. They are the two things which will make users say you sell first-class hack saws. They are the two chief features around which the whole success of SIMONDS HARD EDGE Hack Saw Blades for hand use has been built. It hasn't increased the cost of the blades to put this wonderful steel quality in them, but it has increased their attractiveness as a selling proposition for any Dealer—Read our offer on next page.

Simonds Manufacturing Company

Portland, Oregon
San Francisco, Calif.

"The Saw Makers"

Seattle, Wash.
Vancouver, B. C.

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NOW RATHBONE SARD SALES MANAGER

C. F. Jacques, known to every large buyer and seller of stoves in the West, and for several years past representative for Rathbone, Sard & Co. at their different western offices, has been appointed sales manager for the company over the entire United States, and he is now at Aurora, Ill., in active charge of affairs.

Mr. Jacques is a native of British Columbia, we believe, yet his hardware career began in Mexico and along the southern border. In his many years of contact with the trade he has been associated with such well known institutions as the Hoffman Hardware Co., Pacific Hardware & Steel Co. and the General Sales Corporation, as well as Rathbone, Sard & Co.

In his new work, Mr. Jacques will have the broadest possible outlet for his abilities and the opportunity to put into practice his reactions to the invaluable experience he has been storing up during his long service on the skirmish line in the sales department. We may assure Mr. Jacques that we express the unanimous sentiment of his friends in the West when we wish him all good fortune and success in his new and larger work.

ONEIDA REDUCES PRICES

Effective the first of October, the Oneida Community Company have made a reduction of 15 per cent on their silverware prices.

Coupled with the accelerated sales of the holiday season, this well timed drop should result in a phenomenal business for the next few months.

REPRESENTING W. H. GILBERT

The W. H. Gilbert Sales Company announce the appointment of W. E. Hendrickson as branch manager in charge of their San Francisco office. Among the manufacturers whom the Gilbert Sales Company are aggressively representing are McNab & Harlin of New York, the Bowers Pottery Company of West Virginia, and S. S. Fritz & Company of Philadelphia.

The Ririe Hardware Store of Ririe, Idaho, have been increasing their stock in anticipation of a good outlook in business conditions.

The Jones Hardware & Furniture Company have been incorporated with a capital stock of $30,000, at Collinsville, Oklahoma.

W. P. Gaydeski a hardware merchant of Monse, Wash., has splendid crops in his locality and consequently this is a good season for trade.

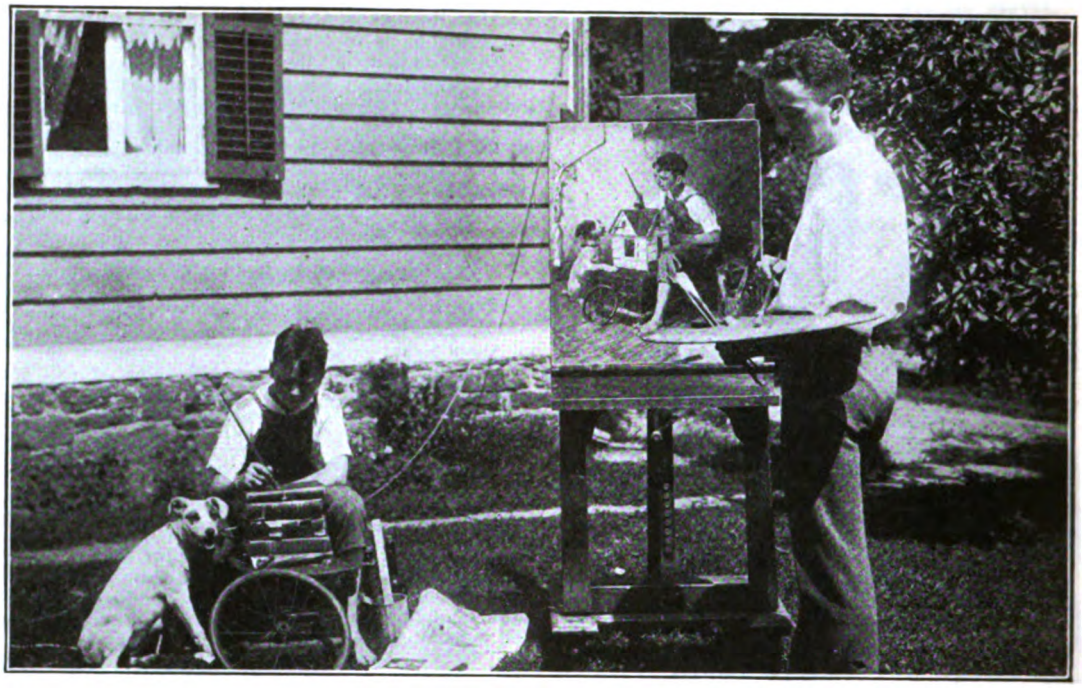
That is the Kind Most Economical for Your Customers and Most Profitable for Yourself

THESE Blades are made in 8, 9, 10 and 12 inch lengths, 14, 18, 24 and 32 teeth per inch. A "silent salesman" stock cabinet to set on your counter, bright colored, attractive design, holds four gross assorted blades and helps you sell them by its uniqueness. One of these given free with an order for four gross of blades to be billed at regular Dealer's discounts. This involves such a small amount only, that you ought to order today and get in line for Hack Saw Blade profit.

This picture of the free cabinet doesn't do it justice. You ought to see the real thing.



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(Copyright International News)

Norman Rockwell outside of his studio at New Rochelle, N. Y., putting the finishing touches on his Painting for the Save the Surface 1922 Calendar. No wonder it is true to life. Note the real boy and real dog—his models.

SAVE THE SURFACE CAMPAIGN LAUNCHES ONE THOUSAND DOLLAR PRIZE CONTEST

One thousand dollars in cash prizes is being offered by the "Save the Surface" Campaign to the public for the most appropriate title to a painting by Mr. Norman Rockwell, the famous artist, which is to be used as the illustration on the 1922 "Save the Surface" calendar.

Mr. Norman Rockwell was secured to paint the picture reproduced on this page because of the human interest he puts into his boys, so often seen on the covers of the Saturday Evening Post, Literary Digest and American Magazine. His painting for the "Save the Surface" calendar ranks as high as anything he has done, and what is more, his painting will sell paint and varnish. It reeks with them.

This $1,000 prize contest is to be announced in a full page advertisement in the Saturday Evening Post of December 31, and in the January issues of the American Magazine and Farm Journal, a combined circulation of nearly five million.

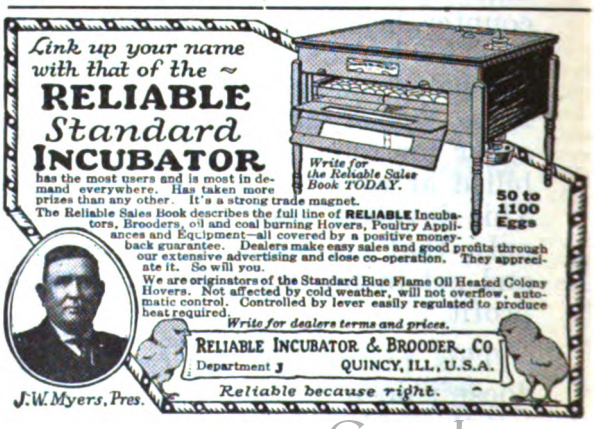
The real reason for advertising the 1922 calendar illustration is not apparent until it is understood that the participants in the contest, in addition to submitting a title to the picture must accompany same with a story of some particular surface which they have caused to be saved or know to have been saved with paint or varnish, or know to have been ruined through lack of same. It is expected as a result of this contest to get a rather comprehensive view of the public's attitude toward paint and varnish, as well as many valuable illustrations which can be used by manufacturers, jobbers, dealers and master painters, in their efforts to convince the public that it is cheaper to paint than not to paint.

The 1922 "Save the Surface" calendar, based on Mr. Rockwell's design, is available as an advertising calendar to the entire paint and varnish trade. A great many orders have already been received by Save the Surface Headquarters for this calendar, from paint and varnish dealers, the hardware trade, and from master painters in all parts of the country. A very handsome promotion feature giving full details concerning the calendar, is being mailed out to the trade. If you haven't received your copy of it, we suggest that you write at once for it to the Save the Surface Campaign Headquarters, 507 The Bourse, Philadelphia.

Every paint and varnish dealer and every master painter who has set for himself the goal, "Make 1922 the Greatest Paint and Varnish Year," will see in the "Save the Surface" calendar a fine way to start off the year for this goal.

The calendars will be in great demand as a result of the national advertising and on account of the $1000 prize contest. The design alone puts this calendar in a class by itself and the great quantity being printed brings the cost of the four-color printing to the low figure of $10 per hundred, including mailing container and cost of imprinting dealer's name, business, telephone number and address.

Here is a true "art calendar" pertinent to the paint and varnish business. It ought to sell paint and varnish 365 days in the year 1922.



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"Educating the Public to Use Paint and Varnish"

Every One of Our Readers Who Sells Paint (and More Than 10,000 of them do) Will Get Ideas From This Helpful Address That Will Help Him Increase His Sales. It Is Real Worth While Information

(By Ernest T. Trigg)

SOMEONE said: "Experience is the best teacher." Upon occasion, we repeat this adage. We should be more accurate, if we were to say: "Experience is the most convincing teacher." But even then we would be only partially truthful, for there are other very potent educational forces, which, in come cases, are more far-reaching than individual experience.

The effectiveness of experience as a teacher is diminished because of her limitations. Experience may be one-sided and develop in her pupil distorted, unsymmetrical character. She may repeat the lesson over and over, in spite of our best efforts, and become not only a disagreeable preceptress, but an inefficient one as well. Upon occasion, experience may become laggard and neglect us entirely.

Experience teaches in a most convincing manner. She is convincing because she is realistic; she speaks in concrete terms. And realism and concreteness beget interest and attention.

Besides experience, there is another great educational force of the most far-reaching influence, which we sometimes call "Public Opinion." Legislatures may deliberate ad nauseam and eventually enunciate a code of behavior affecting the lives of every one of us; but unless the law is backed by public opinion, it is impotent—it will not be enforced.

Value of Public Opinion

We like to assert that we are "free agents," but our ethical and moral relationships are founded largely upon public opinion. In the case where public opinion eventuates in a condition which is beneficial, the combined effects of public sanction and personal satisfaction constitute an almost invincible force. Experience may teach us that a certain action results in slight physical injury, and we may persist in the practice notwithstanding. But let public opinion express itself, and a very brave or callous heart is needed if we are to run counter to its mandates.

Now it happens that public opinion is pliable. Like glass, it can be slowly bended. Where a sudden shock would have a shattering effect, a slow, persistent pressure will produce almost any desired result. And the rapidity with which the change can be accomplished will be closely proportional to the degree of truth embodied in the force at work.

This natural law applies as fully in the education of paint and varnish consumers as in the education of any other group. There is probably no commodity more universally used than paint and varnish. Everyone is familiar with it, with its appearance and, in a more or less ill-defined way, with its uses. To the esthetic sense, paint is a beautifier, whether it be on house or canvas. To the engineer and scientist, paint and varnish appeal as surface protectors and conservers of wealth.

I suppose I would be justified in saying that on the average, we are not very highly specialized either esthetically or scientifically. But in general, we seem to have a greater inherent appreciation of pleasing appearance than we have of conservation of property.

Most people, upon seeing a dilapidated building, will remark as to its ugly appearance, rather than as to the condition of the material structure. We are depressed by a gloomy environment. We are uplifted by pleasing surroundings and harmony of color. It is, therefore, quite natural that the consuming public, which has caused the manufacture of paint and varnish to develop into one of our greatest industries, should have placed the emphasis upon the improved appearance of surfaces covered with these products, rather than upon their protection from decay and attrition. It is only recently that serious consideration has been given by the public to the value of paints and varnishes as preservative materials.

If our products were to be used for beautifying purposes only—that is, if there were no need of surface protection—tones and tints would perhaps be the major considerations involved in the manufacture of these products. But when emphasis is placed upon paints and varnishes as protective films, which are really to serve as a shield between our property and the onslaught of the elements, the question of the ability of these surface coaters to withstand attack becomes one of commanding importance.

Manufacture of Paint a Matter of Careful Study

The doctor is successful to the degree that he is specific. And the practice of medicine and surgery has become so complex that to be specific means to be a specialist. The conditions under which paint and varnish must stand up are so diverse that the manufacture of them is attended by a similar high specialization. Paint, deserving of the name, has to be made according to prescription. The prescription can be determined only after detailed study, not only of the disintegrating forces to which it will be subject, but also of the surfaces to which it will be applied.

The demand for and requirements of surface coaters are multitudinous. They are required for preserving surfaces of every conceivable type. They must withstand successfully exposure to a legion of destructive agencies.

Probably no other article of public consumption requires so much research and technical skill in manufacture as do modern paints and varnishes. By modern paints and varnishes, I mean those which are purposely made, with precision, for specific purposes of the most exacting nature.

For instance, the manufacturer of cement selects his cement-rock, limestone and coal with a view to a standard quality of cement; the iron master gives attention to the character of his ore, fuel and flux purposely to produce a standard quality of steel. These comparatively simple considerations, complicated in special cases by the introduction of a limited quantity of other ingredients required for special products, constitute about all that the makers of these two important commodities have need to worry about from the standpoint of raw materials.

Did You Ever Think of This?

Let us look for a moment at the paint and varnish industry. There, we have a thousand chemical and earth pigments or colors, oils, resins, thinning liquids and waxes which enter into one or another of the products of this great industry. And each of these must be selected with the greatest care. Furthermore, the properties of each of these many raw materials must be made the subject of extended research in order that it may be used under varying conditions of combination with other ingredients, always in a precise and perfectly effective manner.

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Because of these conditions, the outer reaches of possibility in the paint and varnish industry have never even been glimpsed. Through tedious centuries its technique has slowly evolved. More recently this ancient heritage has been builded upon by intrepid spirits, who dared to vision a new era in manufacturing methods. Through the far-sightedness of these leaders, surface coaters, made according to specific prescriptions, are now being produced by a number of leading manufacturers.

As a result of this policy, the Paint Manufacturers Association organized its Educational Bureau. In their preliminary study, which was made to determine what initial activities of the bureau would be most conducive to carrying out the work for which it was organized, the members became convinced that a policy should be adopted by which information should be supplied not only to the members of the association, but to the consuming public as well. The need was early felt for wide-spread demonstrations, which would call the attention of the public to the economic, as well as the aesthetic, value of paint.

Value of Exposure Tests

Because of these considerations, the bureau in 1911 authorized the erection, on the grounds of the Institute of Industrial Research at Washington, D. C., of a vehicle test-fence on which all known paint vehicles are now undergoing practical exposure-tests, for the purpose of obtaining data which will benefit both the manufacturers and the consuming public.

The bureau laboratories are under the supervision of Dr. Henry A. Gardner, who is also director of the bureau's scientific section. These laboratories are located in the Institute of Industrial Research at Washington, D. C. They are quite generally recognized as the best equipped laboratories in the world for research in the field of paints, oils and allied materials.

The bureau early took steps to prevent the threatened abandonment of flax raising in America. As a result of its suggestions, made in 1907, all of the principal paint manufacturers of the country united in an effort to rehabilitate flax raising. A special committee was appointed to have charge of this important matter, with which the bureau has remained in close touch ever since; cooperating with it at every step.

The Bureau has not confined its activities to raw materials. It has given much attention to the physical properties of paint films, as a necessary prelude to its study of the chemical conditions affecting them.

This work has all been done, fundamentally, in the interest of the consumer. The bureau has not developed "trade secrets" for any one manufacturer or for a small coterie of manufacturers, but has made its information available, world wide, to all who might desire to use it.

By these methods of operation, the bureau has exercised a mighty influence upon public opinion. It has not attempted any far-flung propaganda. It has devoted itself to a genuine effort to give the public a better product for its money. At no time has it resorted to spectacular advertisements of itself. But it has exerted a slow, steady pressure upon public opinion, which has educated the consumer to the fact that the paint and varnish industry is a highly developed one, that surface coaters best serve which are manufactured with an aim to specific uses, and that "cure-alls" in paint and varnish are no more possible than in medicine.

Thus has the foundation been well laid, for a second great step in the paint and varnish industry. The foundation was laid among manufacturers by the development of an esprit de corps, which has never existed before, and of their appreciation of and pride in superior quality.

Upon this foundation has been built a campaign, with which you are all undoubtedly familiar, purposely designed to influence public opinion. I refer to the great lesson embodied in the slogan, "Save the surface and you save all."

Unlike the bureau referred to above, the sole purpose of the "Save the Surface" Campaign is deliberately to mould public opinion slowly and, hence effectively.

The "Save the Surface" Campaign was launched in the spring of 1919, through the joint efforts of all important paint and varnish interests, including producers and handlers of raw materials, paint and varnish manufacturers, jobbers and dealers in paint and varnish, and master painters. The campaign is impersonal. It is impartial. It is not designed to confer special benefit upon any one person or firm.

Need of Property Conservation

The campaign is the result of a strong conviction on the part of thoughtful men in the industry that a large proportion of the property in the United States is not being properly protected from preventable wear and decay. In many cases, no attempt is being made at protection at all.

A rough estimate has been made that not over 25 per cent of the property in the United States is being painted and varnished with sufficient frequency properly to protect and preserve it. The 25 per cent estimate, a more or less arbitrary one, is undoubtedly high. it was made high purposely, in order to be conservative. I feel confidence in the assertion that if it were possible to subject the paint repair condition of all of the property in the United States to an exact determination, the result would show that less than 25 per cent is being protected from the action of the elements by proper and sufficiently frequent paint coatings.

Our primitive forefathers seem first to have used equally primitive pigments for decorating their bodies. It was probably long afterwards that the idea occurred to them to decorate their tents as well. Thus by slow steps has the art of decoration developed. The tents were not painted for the sake of preserving them from the weather; they were painted to make them look pretty.

The great teacher, Experience, has never taught the masses that paint is for any other purpose than that of decoration. She has taught a few scientific souls that so long as a film of paint or varnish is maintained, like a shield between the surface and the forces which tend to disintegrate it, the forces are impotent to destroy anything except the paint film; and that if this paint film is made of a material which has been produced with a detailed understanding of how these destructive forces act, the film itself will wear only very slowly.

In order to get across to the general public the facts which technical experts have learned by experience, the "Save the Surface" Campaign is necessary. The results of this campaign will be to mould public opinion into the same conviction relative to surface protection as that held by these technical experts.

Packed into the terse slogan "Save the surface and you save all"—a brief imperative of seven simple words—is the whole reason for the existence of the paint and varnish industry. It is well known that rot in wood and rust in metal are caused by moisture, coming into contact with their surfaces. It follows that if all exposed surfaces are completely covered with coating which are impervious to moisture, the surface of the wood or iron cannot begin to rot or rust. If the surface does not disintegrate the interior is forever safe. The campaign addresses itself to the education of the consuming public on this point.

Large corporations attend to the proper painting and varnishing of their plant and equipment surfaces, and of their products, with as much care as they give to any other phase of operation. The executives of these corporations would as soon think of neglecting fire insurance as decay insurance. This attitude on the part of large organizations is well illustrated by the attention paid by the federal government to its paint and varnish problems.

For example the specifications by the government during the war for the construction of ships were just as explicit relative to surface protection as they were to any other detail, and were checked up just as carefully. The repainting of these ships, both during and since the war, has been as exact and as regular as any other

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part of the ship's repair. This condition holds true in all government activities both in times of war and in times of peace.

Large manufacturing plants. under the direction of careful and far-seeing executives, are invariably kept in excellent paint repair. Such executives realize the economy of their policy. They are not at all influenced by the subsidiary decorative feature, which can be incidentally worked in, without additional expense.

The railroads are consumers of what to the lay mind might seem to be fabulous quantities of paint and varnishes. We all understand how great the financial problems of the railroads have been since the war. They have not spent a cent for anything which their executives did not consider to be absolutely necessary.

And yet—during the years of 1919 and 1920, the railroads of the United States purchased, annually, well in excess of $20,000,000 worth of paints and varnishes. These large purchases were made as a matter of absolute necessity. These materials were not bought from the standpoint of decorative considerations.

They were used for the purpose of preserving and prolonging the life of certain carefully selected equipment, much of which was in extremely bad condition, and which, under ordinary conditions, would have been replaced by new equipment. Here is an instance where paint and varnish were used as the only means of getting further use out of equipment which would otherwise be of little value.

There has probably been no group of men more burdened by financial problems during the last two years than the executives of our great transportation systems. Their resourcefulness in the use of paint and varnish is a striking example of the truth which we desire to get across to a hundred and twenty million people through the "Save the Surface" Campaign.

The word "property" refers not only to structures, but to many other classes of capital investment; as for instance, automobiles, vehicles of all kinds, farm implements and tools, and articles of every nature, whether of wood, metal or other material, which comes into contact with the elements or other destructive forces.

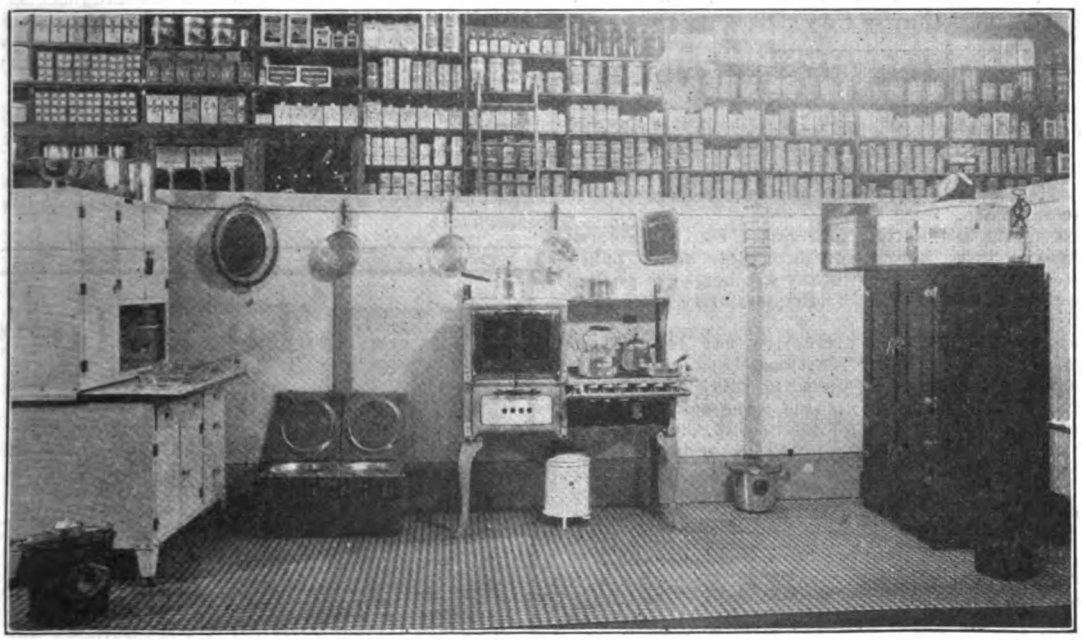
Property owners who fail to insure their property against loss by fire are considered improvident; they are not good credit risks for the banks and the merchants with whom they desire to do business. Banks ordinarily will not extend credit to a man who does not carry fire insurance on his property. And yet, statistics of fire insurance companies show that practically one-half of one per cent (fifty year average 56-100 of one per cent) of all the risks insured by them are destroyed by fire.

Property owners who fail to insure their property against destruction by the less spectacular, but universal destruction through wear and decay, are facing a 100 per cent loss. Wear and decay may be slow at first, but it is a well-known fact that after depreciation has reached a certain stage, complete destruction invariably follows with great rapidity, in spite of all efforts to retard it.

Expensive fire prevention equipment and tens of thousands of men are held in readiness night and day to respond to isolated threats of property destruction by fire. Until recently no concerted step has been taken to protect our national wealth from the slower, but inevitable, disintegration by natural processes. I mentioned above that it has been estimated that 25 per cent of the property of the United States is adequately protected by surface coaters. The annual production of paints and varnishes in the United States amounts approximately to $300,000,000. This expenditure is for the protection of 25 per cent of our property. The "Save the Surface" Campaign is moving inevitably in the direction where public opinion will condemn the man who permits his property to be destroyed for want of proper surface protection.

Eventually, we shall reach a condition approximating closely a 100 per cent protection of property by the adequate use of surface coaters. Allowing for the probably high estimate of 25 per cent, above referred to, and for the continued growth and development of the country, even an approximation of 100 per cent property protection will cause the paint and varnish industry of the United States, through this great educational campaign—through the slow, but steady moulding of public opinion—to assume the giant stature of a business producing well in excess of one billion dollars worth of commodities annually.

In the meantime, the attention of the public and of manufacturers is being focused upon quality of paints and varnishes as never before; and the adventurer who would "get by" with imitation surface coaters is experiencing considerable "hard going." In time, he is going to learn from experience, that great teacher, that unless he crowns the arch of his business effort with the Keystone of Integrity, he cannot exist.



The Nicholas Hardware Company has sent us the above photo showing how they feature their line of paints and varnishes, having it immediately adjacent and above the house furnishings. The display kitchen at once suggests to the prospective customer as well as to the salesman the thought that even if they do not make a purchase in this department the housewife is sure to have brought to her attention the fact that there is something at home that needs paint or varnish.



J. S. RAWLINS AS MANUFACTURERS' REPRESENTATIVE

J. S. Rawlins, for many years identified with the Pacific Hardware & Steel Company as sales manager and later serving in a similar capacity with the consolidation of Baker, Hamilton & Pacific Company, has entered the field as a manufacturers' representative.

His territory will be the Pacific Coast. By reason of his knowledge and acquaintance with the trade and his many years' experience in the hardware business, he is well fitted to prove a most desirable western representative for manufacturers seeking a man who is well informed and with a wide acquaintance.

Mr. Rawlins recently attended the convention of the American Hardware Manufacturers' Association at Atlantic City.

ALUMINUM WARE SELLS READILY FOR CHRISTMAS PRESENTS

The Aluminum Products Company are offering to retail merchants throughout their territory on the Pacific Coast a special Christmas package of aluminum ware, which is sure to enable the retail merchant to increase his sales.

A six quart tea kettle, four quart convex covered kettle and a three quart wooden handle sauce pan—the three most used utensils in any kitchen—are packed in a special Christmas box. Their popularity goes without question.

These are put up in an attractive way and offered to the public for $5.00 for the three.

Retail merchants who feature this "Lifetime" Christmas package are sure to find a big sale for them.

In cooperating with retail merchants they plan to feature in the leading newspapers, the middle of this month, an advertisement of this Christmas package, in which the names and addresses of all participating dealers will appear in the announcement. Where newspaper advertisements will not reach the dealers' customers, they will furnish handbills, dealer helps and counter cards.

These Christmas packages will be packed in twelve packages to the case and costs the dealer only $42 and retailing for $60, or a profit of 42 per cent on the investment.



DEATH OF REAL SPORTSMAN

J. A. (Al) Cook, one of the best known outdoor sportsmen and hardware men in the West, died suddenly of acute appendicitis in a Portland hospital recently. The news came with a shock to the host of friends who always thought of Al Cook as the personification of vigorous, robust good health.

For years Al Cook has been well known and well beloved in the hardware trade. His ten years with Pacific Hardware & Steel Co. and his six years with Remington Arms Co. gave him an unusually large circle of friends in the western trade.

Mr. Cook was every inch a sportsman. As a fisherman and big game hunter, as an amateur and professional trap shooter, he was far above the average. Only the week before he died he won high honors for professionals at the Rose City tournament.

For the past six years, first in Seattle and then in Portland, Mr. Cook has been the representative of the Remington Arms Company. He was a prominent member of the Elks. Mrs. Cook and his daughter survive him.

All his many friends will remember with affection "Al" Cook, who has passed on into the great beyond.

The Oneonta Hardware Company of South Pasadena recently sent us a copy of the Oneonta Hardware Hook, featuring their various lines. It is an attractive store paper, well gotten up, calling attention to local events, and one that is sure to be of value to these enterprising merchants.



Tumblers

PLAIN AND CUT
OPTIC AND
DECORATED

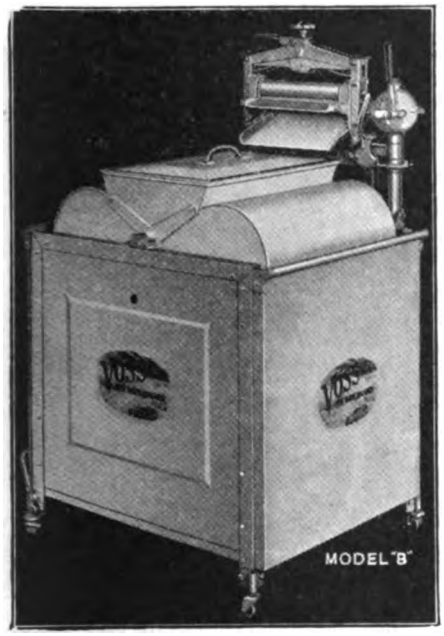
Everyone Buys a Few

TRY OUR ASSORTED
BARREL

SELLS ON ARRIVAL

The BELMONT TUMBLER CO., Bellaire, Ohio

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VOSS SEA WAVE WASHER MODEL B

Voss Bros.' Manufacturing Company, the well known washing machine manufacturers, are placing on the market their new Voss Sea Wave Model B Washer, which will retail at a price of $125.00 F. O. B. factory or warehouse.

In manufacturing this machine they are emphasizing the fact that they are making this machine at a price which is very low indeed when one considers the type and quality of the machine in comparison with other machines now on the market retailing from $100.00 to $150.00.

This is sure to prove a popular model; it is most attractively gotten up, presenting an inviting appearance, and Voss dealers will be sure to find a ready sale for them.

THE EVEREDY BOTTLE CAPPER

Attention is called to the announcement of the Everedy Bottle Capper which is warranted unbreakable and made entirely of malleable iron and steel.

This capper costs dealers $18.00 per dozen but retails for $2.50.

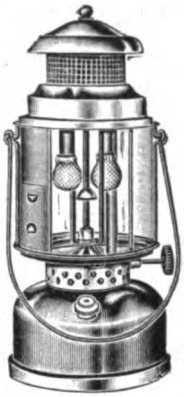
Each capper is furnished with a rubber cushion or with a 10-inch hardwood base.

Their products are meeting with considerable favor wherever known and are proving ready sellers.

Further information can be obtained from any of their jobbing connections, or if your jobber does not handle this capper, write the manufacturers direct.

J. & C. Hardware Company at Libby, Mont., report a very satisfactory season of trade and are planning for a good fall business.

LET THERE BE NULITE



The National Stamping & Electric Works of Chicago, Illinois, announce with pride the appointment of the Omer Cox organization as exclusive sales representatives for the National Nulite line of gasoline lighting and heating appliances throughout the West.

The National Works are among the leaders in their line and make one of the most complete lines of gasoline devices in the country, including single and double mantle lanterns, heaters, stoves, portable lamps and also high class, medium priced camp cook stoves.

The business was started in 1891 and in 1893 they produced what is claimed to be the first gasoline lamp. In 1910 their famous "Storm King" lantern was invented and in the three years that followed it was accepted by the trade throughout the country, together with a similar portable table lamp.

One of the features of the line is the patented generator on the lantern and lamp, said to be a distinct innovation. As is the case with all products handled by the Omer Cox organization, the line will be sold through the jobbing trade.

R. P. Shanks has opened a hardware store at 7087 Venice Boulevard, Palms, Cal.

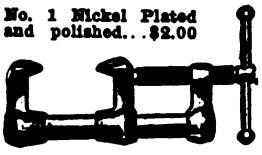
Mr. Peterson is preparing to install a line of shelf hardware at Arroyo Grande, Cal.

James J. Dalgliesh of Grundy Center, Iowa, has sold his interest in the Dalgliesh & Smith Hardware Company to Carl T. Cohrt.

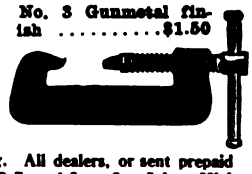
The Van Nuys Paint & Hardware Company have moved from their former location at 214 Sherman Way, Van Nuys, Cal., to a new location at 509 Sylvan Street, giving them increased ability for carrying a new stock. Business is good with them and they report excellent prospects for the coming season.

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated and polished...$2.00



No. 3 Gunmetal finish $1.50



Easy to operate. Fits any spring. All dealers, or sent prepaid
Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.
Western Representative, Walter A. Scott Co., Mills Bldg., San Francisco, Cal.

Electric Appliance Company
807-809 Mission St., San Francisco

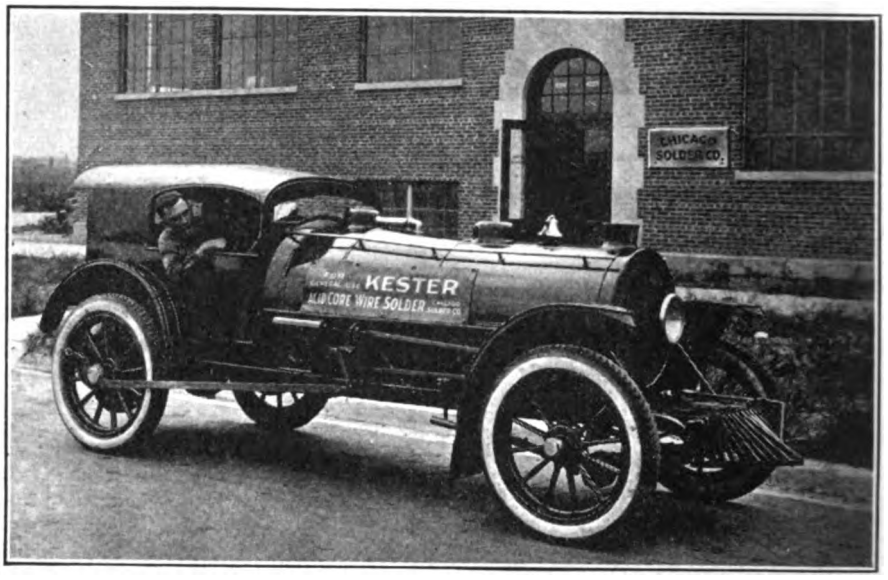
JOBBERS OF ELECTRICAL AND AUTO SUPPLIES AND ACCESSORIES

Electric Ranges — Washing Machines
Suction Cleaners — Ironing Machines
Fan Motors — Heating Devices
Wiring Materials — Auto Accessories
Tires—Tubes—Ford Parts

Genuine Crank Shaft and Connecting Rod Bearings, Etc.

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THE CROSS-COUNTRY LOCOMOTIVE



This extraordinary looking vehicle is not an automobile; it's a gas propelled locomotive. Its designer has named it "The Cross-Country Locomotive."

Though it has a gasoline engine like an automobile, and runs over roads on automobile tires, it's not an automobile in disguise. Almost every part from frame to whistle was especially built and designed by the man who conceived it—F. A. Sternad, designing engineer of the Chicago Solder Company, Chicago, Ill.

Every locomotive feature has a part to play in its operation. The cylinder and connecting rods on the sides that correspond to the driving parts of a steam locomotive are actually pumps that compress air up to 125 lbs. pressure in the tank behind the cab. This compressed air is used to inflate tires and to blow the whistle. The "steam dome" in front of the cab affords access to the gasoline tank. The "sand dome" provides an opening for ventilating the motor. The "smokestack" is the opening to the radiator. What looks like "clean out doors" forward of and just below the cab, are handy ventilators for the cab; the "air brake cylinders" above these doors are an auxiliary air supply for the whistle.

Mr. Sternad spent four years building the Cross-Country Locomotive. He could devote only his spare time to its design, for during the day he was occupied by a more practical task. As designing engineer of the Chicago Solder Co. he was designing and building special machinery for manufacturing Kester acid-core wire solder.

The Kester is a self-fluxing solder. The flux is contained in little pockets in the hollow wire of genuine tin-and-lead solder. Just before the solder melts the flux is released and flows out on the job. The automatic application of the right amount of the right kind of flux at the right time assures a perfect bond every time, cuts soldering time in half, and enables the unskilled workman to do expert soldering.

Free samples of Kester acid-core wire solder will be mailed on request to the Chicago Solder Co., 4229 Wrightwood Ave., Chicago.

MILWAUKEE CORRUGATING PRICES BACK TO NORMAL

The Milwaukee Corrugating Company at Milwaukee, Wis. with their various branches, have announced their price list of September 1, 1921. They are back to normal prices on their complete line of sheet metal building products. They or any of their branches will be glad to supply our readers with their complete price list and catalog of their entire line.

This reduces practically everything in the line of building products and farm specialties that can be made of galvanized iron.

The Kansas City branch house has recently issued a new catalog, which they will be glad to supply to their western readers.

In the far West they are represented by the well known manufacturers' and sales representatives of John T. Rowntree Company and their products are distributed through leading jobbers.



EYELET TOOL CO.

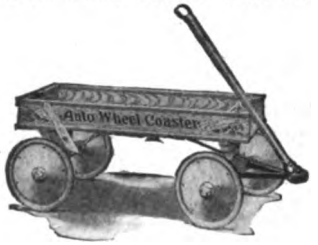
Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

190 Dorchester Ave.
BOSTON, MASS.

NEWEST ADDITION TO AUTO-WHEEL LINE

Right in line with the Auto-Wheel Coaster Company's policy in the coaster wagon, is the new steel disc wheel now being placed on the market. Much of the popularity of the line has been developed around the idea of "a real automobile wheel—just like Dad's car."

The general acceptance of the disc type wheel on many of the most recent models of high-priced automobiles determined the addition of this innovation—an Auto-Wheel coaster with steel, disc wheels.



Made of cold-rolled steel with shrunk-on steel tire, wood felloe and wood cushion center, this new wheel withstands the roughest kind of usage. A shiny automobile hub cap completes the resemblance to a real auto wheel. Reinforced steel axles, new rear braces and a round support brace are further improvements found in this new member of the Auto-Wheel family.

To the dealer the new disc wheel presents added selling points—sturdy construction, smartness, beauty—which make sales come easier. Rubber tires are provided for the boy who lives in an apartment or a quiet street.

National advertising and articles in "The Spokesman," the Auto-Wheel house magazine for boys, are directing prospects to the dealer for further information. Although just recently announced, indications point already to a phenomenal sale of Auto-Wheel coasters and convertible roadsters, equipped with the steel disc wheels. For full details address Mr. J. E. Baumler, advertising manager, Auto-Wheel Coaster Company, Inc., Buffalo, N. Y.

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A NEW "MAGAZINE" SHAVING BRUSH

A new specialty in the class of popular priced gifts for men is the Duo Lather Brush, which is about to be distributed to the trade through jobbers, with the intention of securing initial distribution as a Christmas gift specialty, and then continuing as a staple commodity, which the manufacturers describe as "a companion tool to the safety razor."







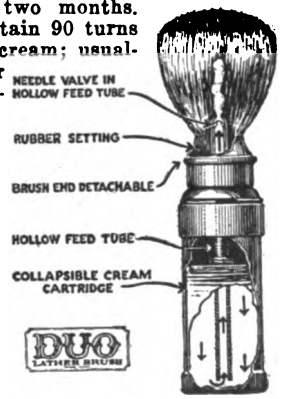




The Duo Lather Brush has a detachable bristle knot which is a combination of badger hair and bristle set in rubber. This knot detaches for cleansing and sterilizing, and extra knots are sold in whatever quantity is desired, so that one can have a separate knot for each individual customer. This sanitary feature has insured the popularity of the brush with barbers, and the Duo Brush is now being used in many first-class barber shops in New York, Philadelphia and other cities.

The brush handle is a hollow tube of white metal, nickel plated, with a detachable cap on the lower end. A threaded hollow feed tube runs throughout its length, penetrates the rubber setting on the upper end, and protrudes about a half inch into the bristles. In the upper end of this feed stem a needle valve is placed which controls the flow of cream. The composition of this feed stem is German silver and Monel metal; is non-corrosive.

Collapsible tubes filled with a choice of several popular brands of shaving cream are provided by the company, which fit snugly into the handle of the brush. The lower end of the feed stem screws into the neck and body of the collapsible tube, and when the cap is adjusted the brush is ready for use. One loading lasts two months. Cartridges contain 90 turns or charges of cream; usually enough for one shave; however two turns are allowed to each shave; an average of 45 shaves per cartridge.



Barbers break a glassine envelope and remove an individual knot that has been scoured, sterilized and scalded thoroughly, without being touched by human hands until ready for use. This knot is attached in an instant to the handle which carries the shaving cream. The cream is fed into the bristles by a quarter turn of the brush handle. It is fed through the hollow stem and the flow is controlled by the needle valve on the upper extremity of the feed stem. This device measures off the shaving cream automatically, and when enough cream for a normal lather has been thrust into the bristles, the needle valve automatically slides into position and closes the feed stem, protecting it from leakage and cream waste, as well as from contamination by air or water. When the needle valve in the feed stem is closed, nothing can get either in or out of the cream cartridge.

It is claimed by the manufacturers that the brush saves six operations on every shave, and that it eliminates two or three pieces of equipment, which might otherwise be necessary. A choice of four well-known advertised brands of shaving cream is available.

A PROFITABLE SELLER



The Arcade Crystal coffee mill which is nationally advertised possesses features not found in any similar mill.

The air tight glass hopper, keeping its contents free from dust and atmospheric action, has two great advantages—screwing into the neck of the frame it can be taken off for cleaning purposes as well as packed separately to avoid breaking.

The glass cup is marked with tablespoon graduations, insuring correct amount of ground coffee.

It is finished in black, blue and white enamel, nickel plate and oxidized copper.

The Arcade Manufacturing Company also make a full line of toys, banks, culinary articles, garden sets, mop sticks, riveting machines and many other profitable and rapid selling hardware items.

They will be glad to give full particulars to any of our readers upon request and to send catalog No. 28, showing these lines. Address them at Freeport, Ill:

WESTCLOX STOCK IN THE WEST

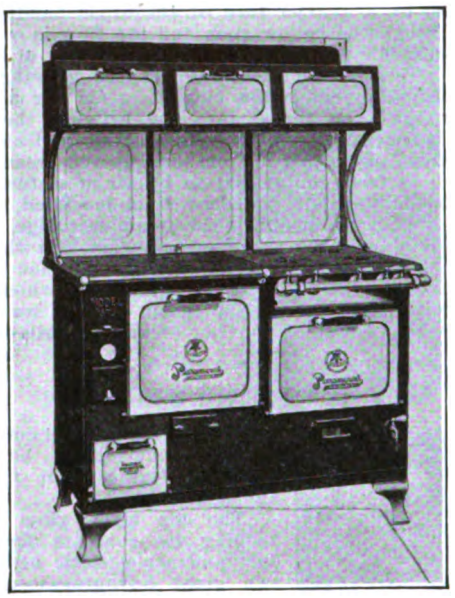
The Schloss Manufacturing Co., sole far western agents for the Western Clock Co. of La Salle, Ill., announce that they now have on hand at San Francisco a complete reserve stock of clocks and Pocket Ben watches, from which reservoir they can make immediate delivery to western merchants on orders of any size.

Under present conditions, with the trade attempting to keep stocks as low as possible, merchants will appreciate this cooperation by the Western Clock Co. and its agents, whereby they may serve their customers with a minimum stock, insuring a rapid turnover.

Westclox need no introduction to the hardware trade. In fact, they are so well known to the entire country through their national advertising that every sale has been prepared. They are sold under a positive guarantee, and so make an attractive line of clocks and watches for the trade. In fact, it is at this time of year, when the nights are long and the mornings dark, and when household gifts are in order, that the main sales on alarm clocks and luminous dial clocks and watches should be made.

If you are not getting your share, you are missing an opportunity.

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PARAMOUNT GAS-COAL RANGES

The Malleable Iron Range Company, who for 22 years have manufactured the well known Monarch Malleable Coal and Wood Ranges, are now placing on the market a new line of combination ranges.

To be known as Paramount Malleable Gas-Coal Ranges, these new combinations possess many newly developed and practical features in point of design and construction.

Before introducing the Paramount Gas-Coal Range, the Malleable Iron Range Company spent several years conducting extensive experiments and tests to develop a combination that would render most efficient service to the housewife.

A feature of interest to both dealers and consumers is the fact that no attempt is made to heat one oven with two fuels. Paramount ranges are constructed with a separate oven for the use of coal only and another for the use of gas exclusively. Both ovens being conveniently located in a single compact body.

Another important item, which is really a new feature in combination construction, is the use of malleable iron. The entire top of these new gas-coal ranges is made of malleable iron and it is also used in other parts where strength is necessary, thereby reducing all excessive weight.

Paramount malleable gas-coal ranges are manufactured complete in the modernly equipped factories of the Malleable Iron Range Company, located at Beaver Dam, Wis. The entire plant of this company covers over eight acres of ground space, where they operate their own malleable Iron foundries and annealing ovens.

CORRECTED LUFKIN SQUARE PRICES

In our last issue, in mentioning the new Lufkin No. 65 try and mitre square, retail prices were mentioned on the tool with both 9 and 12 inch blade. The Lufkin Rule Co. have since notified us that the prices published were supplied incorrectly. The correct prices are: No. 65, 9 inch, $2.00; No. 65, 12 inch, $2.25.

LYON BUMPERS STANDARD EQUIPMENT

The Norman Cowan Company, western distributors for the Metal Stamping Company of Long Island City, New York, on Lyon bumpers, announce that they have been accepted and adopted as standard equipment for Studebaker and Cadillac cars by some of the largest automobile distributors in the West.

The selection of accessory equipment on any automobile is a matter of choice with each individual distributor, and therefore in this "survival of the fittest" and judgment on merit alone, the western jobbers are particularly pleased that the Lyon bumper has been accepted by the distributors of the kind of automobiles that go to people who know and care.

NEW WINDOW DISPLAY CARDS FOR "MIRRO" DEALERS

Attractive window display cards are of great value in obtaining and holding the attention of passing crowds. An unusually striking set of window display cards has just been issued by the Aluminum Goods Manufacturing Co., of Manitowoc, Wis., to their dealers who sell "Mirro Aluminum." We show a cut of these cards on this page.

The "Mirro Aluminum" line of cooking utensils is the quality line of the Aluminum Goods Manufacturing Co.'s products. It is sold direct to the dealer. Great emphasis is placed on proper display of the line, both in store windows and interior counters.

The three cards shown are printed in four colors. The larger card is 20 by 40 inches. The two others are each 12 by 12 inches. The reproduction of the effect of the brilliant, mirror-like surface of the "Mirro" utensils shown has been accomplished with unusual success. This window display material is now being furnished to "Mirro" dealers.





J. E. Etter is the successor to Etter & Trimmell, at Greensburg, Ind.

E. E. Seagly & Sons have sold their business at South Milford, Ind., to A. Sucker.

White & Jones have sold their hardware business at Fairbury, Neb., to O. H. Buchanan and J. G. Moore.



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WHAT ALUMINUM IS

What Aluminum Is and How Cooking Utensile Are Made is the title of a most attractive folder issued by the Aluminum Goods Manufacturing Company at Manitowoc, Wisconsin. It is of a most excellent educational nature for when a merchant or a salesman understands the various methods or processes in which goods are manufactured, he can talk them much more intelligently, whether it is aluminum ware or anything else.

No manufacturer goes to greater length to co-operate with the dealers to a larger extent than the Aluminum Goods Manufacturing Company.

They supply, not only attractive literature and cutouts and window displays, but they co-operate with their dealers in the most effective way to help them to increase their sales and extend their trade, and a dealer handling the Mirro line is sure of wonderful co-operation which produce results in increased sales.

NEW PIKE RAZOR HONE



The Pike combination razor hone is announced by the Pike Manufacturing Co., of Pike, N. H., the outcome of several years' development by the company's research department.

As every user of a razor knows, the hone problem has been to secure the right combination of abrasive elements to hone quickly and at the same time leave an edge which is not harsh and wiry. The Pike Company confidently believes that the new combination hone does this very thing and therefore, production is now under way.

It is the first combination hone that the Pike Co. has ever felt sufficient confidence in to back with its own name and trademark, notwithstanding they are extensive manufacturers of oil stones, razor hones, grinders, scythe stones and abrasive specialties.

The new hone is said to be two hones in one. One surface is for rapid cutting and the other side slower for finishing. Neither side is said to give a harsh, wiry edge; in fact when a razor leaves this hone it should be ready for the face with but little stropping.

I. W. Coats is engaging in the hardware business at Stewart, Iowa.

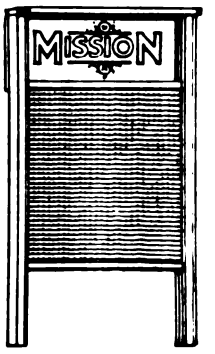
Willard Snapp has purchased the hardware business of Homer Hett at Findlay, Ill.

E. E. Seagly & Sons have sold their business at South Milford, Ind., to A. Sucker.

Shupe Bros. Hardware Company are succeeded by Stanley Shupe at Clarion, Iowa.

W. B. Williston has purchased the hardware business of J. K. Ofsthus, at Northwood, Iowa.

Carl and Henry Oven have purchased the business of Aarestad Bros. & Toseth at Hannaford, Neb.



HOWARD WOODENWARE

Made of Select Sitka Spruce

Ironing Boards
Pastry Boards

Clothes Driers
Step Ladders

A COMPLETE LINE OF

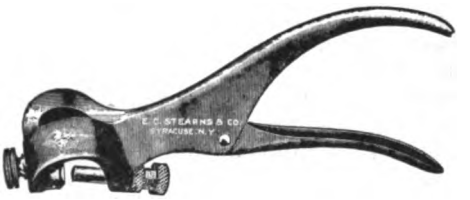
WASHBOARDS

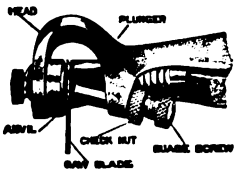
The Rubbing Surface Plates in the HOWARD Washboards are all of the best materials. The frames are of Sitka Spruce, Strong, Durable and Bright Appearing.

The quality of the HOWARD LINE has been established for years.

Stocked by All Leading Jobbers

HOWARD MANUFACTURING CO.
Seattle, Wash.







Matchless Saw Set

REVERSED LEVER

THE PERFECTION OF SAW SETS

Combines the revolving anvil and indicator dial with other features that give it marked practical advantages.

Lever is **placed below the body of the Saw Set**, where it is operated by moving the fingers only, doing away with the motion of the entire hand necessary with the older types.

E. C. STEARNS & CO.
155 Oneida St. - - Syracuse, N. Y.

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Plumbing and Heating

Making Sales by Asking Questions

ONE of the "Hardware and Plumbing World" subscribers tells us of a method which he uses in really making sales by doing little more than asking questions, even among his friends and business acquaintances as he meets them on the street or when they come into his store.

He is not at all impertinent and his sincere interest in the welfare of his clients often prompts them to suggest that he give them information.

For example, when a customer comes into his store, he says to him something like this:

"Mr. Jones, you have a fine up-to-date bathroom, haven't you, and I am sure you take great pleasure in it."

Then if Mr. Jones says "no, he hasn't, that he has an old one, and has an old tub, that he has been intending to get a new one," Mr. Plumber tells him that he must have had someone else in mind.

Nevertheless, the ice is broken and he suggests to him, "Won't you let me show you some of the modern equipment and fixtures?"

Or he may vary it by saying, "I will send you a catalog showing some of the most modern and up-to-date fixtures in plumbing supplies."

Don't you readily see that here is a splendid introduction and it can easily be followed up without the slightest embarrassment. In fact, Mr. Prospect will appreciate your interest in his welfare and the comforts of his home.

Suppose he knows that a man hasn't a shower in his bathroom, he will make some such remark as "You don't know what a satisfaction it is to have a shower always on tap. It is so easy and my family take great delight in it."

Particularly would this reference to a shower be appropriate if you know that the prospect has boys in his family.

Often, Mr. Plumber gets information from his papers relative to need of plumbing equipment or perhaps from the real estate people where houses are vacant and they are trying to rent the houses.

He will often go to the owner of the house and says that he is sure that if his plumbing equipment was more up-to-date that it would be a big point in keeping permanent tenants.

These are just a few suggestions, and one question will naturally suggest another.

This is a method that a plumber, no matter where he is located, in a large city or in a small town, can use to advantage, not only on his customers in the immediate locality but likewise on prospects of the farmers.

As a matter of fact, he can circularize his prospects and develop a big business in this way by merely such suggestions.

Remember department stores keep up their volume of business through such methods, and human nature is the same in your line as in theirs.

YOU CANNOT HIDE YOUR VIRTUES

People who are fortunate enough to possess virtues and good habits cannot possibly hide them. Individuals whose life bespeaks honesty, integrity, morality and kindliness speak for themselves.

In the same way, bad habits cannot be hidden. Those who are careless and guilty of vicious practices often have ostrich-like characteristics, thinking that when they hide their head in the sand the whole body is out of sight.

Bad habits will show; they are indelibly written on our faces, in our lives and in our words and we cannot avoid showing them.

KEEP ON LIVING

It's the plugging away that will win you the day,
So don't be a piker, old pard;
Just draw on your grit; it's so easy to quit;
It's keeping-your-chin-up that's hard.

It's easy to cry you're beaten—and die;
It's easy to crawfish and crawl;
But to fight and to fight when hope's out of sight—
Why, that's the best game of all!

And though you come out of each gruelling bout
All broken and beaten and scarred,
Just have one more try—it's dead easy to die—
It's the keep-on-living that's hard.

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Carl Closse—Bred on Brass

Director of Sales for the Rickersberg Brass Co. Has Grown Up in Cleveland at the Very Hearth and Home of the Plumber's Brass Goods Industry

SCIENTIFIC sales direction is a comparatively new merchandising step, which leading manufacturers in various lines have taken. Along with the innovation the office of "director of sales" is an art in itself. As the opportunities and needs have grown the sales director has had to build his own ship and sail it on his own sea.

Perhaps the pioneer director of sales in the plumbers' brass goods line is Carl L. Closse, serving in this capacity for the Rickersberg Brass Co., of Cleveland, Ohio. He is in every sense an Argonaut, and the golden fleece of his quest is a new selling plan by new and original methods through all parts and branches of the trade throughout the nation.



Instead of sitting in an office, receiving reports from salesmen and personal representatives in all parts of the country, Mr. Closse does his own investigating. He makes it his business to bring closer together the buyer, the manufacturer's representative and the factory. He searches out any trade irregularities wherever they may exist in the nation. It is he who irons out the difficulties, sees where new opportunities exist and cooperates with the company's representatives, with the distributors, with the jobbers and the users of Rickersberg brass goods. He charts new sales seas and sets the courses for their successful navigation as trade routes.

For 20 years Mr. Closse has unconsciously, but at the same time systematically, prepared himself for the present work. He was in every sense born and bred on brass. Very naturally there is a whole lot of brass in his makeup, but it is brass of the right sort, which tends to strengthen him in his conviction that it is a high service to introduce quality goods and straightforward, business-like sales methods.

Cleveland seems to be the home of plumbers' brass manufacturing in the United States, so naturally it is Mr. Closse's birthplace and home, and he has grown up and developed there, just as the plumbers' brass goods industry has developed and during about the same time.

20 Years With Brass Goods

Mr. Closse's connection with the industry traces back 20 years, during which time he has contributed to the success of many of the largest and most successful organizations in the field, both in the sales departments and in their production branches. Moreover he has conducted his own business as broker and manufacturer and there is no branch, nook, corner or thread in the process of manufacture and distribution of high quality brass goods with which he is not familiar.

The growth and development of this industry which supplies the country with its finished, high quality bath and basin cocks, bibbs and finished valves is just as interesting as any romance in Greek mythology. Perhaps several hundred years from now, when mythology, romance and fable are founded on the industrial development of today, rather than the geographical development of the past, we shall have the story of the brass god Farnam, corresponding somewhat to the stories of Tubal Cain or Vulcan and their worthy sons among the artificers.

Farnam the Father of Plumbers' Brass

At any rate it was Farnam who was the father of modern high grade plumbers' brass goods, and the little Farnam Brass Works in Cleveland, where cocks and bibbs were supplied to the community to meet the demands of revolutionized sanitation, was the germ which developed the later, greater growth. "Ike" Glauber learned his trade with Farnam and the Glauber Brass Mfg. Co. was founded to project on a larger field the development that had taken place under the master. Since then, 60 or 70 different institutions have been founded at Cleveland, manufacturing high grade plumbers' brass goods on a national scale.

Among the leaders in this group is the Rickersberg Brass Co., and others include Republic Brass Mfg. Co., United Brass Mfg. Co., Central Brass Mfg. Co., Royal Brass Mfg. Co., Monard Brass Co., Atlas Brass Foundry Co., and Empire Brass Mfg. Co., and many others.

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L. A. FRAHM



K. D. CARLSON

Ample, able, amiable, aggressive western representatives of the Rickersberg Brass Co. They are just as enthusiastic about the line and work, as hard in the interests of high type plumbing fittings, as Mr. Closse and the principals. Both these men have spent many years with the largest institutions in both purchasing and selling, and their energy, business-like service and thorough knowledge and experience have brought their organization into the front rank among western manufacturers' representatives, with such other products as those of the Cincinnati Tool Co., Madewell Pipe & Culvert Works.

It is no self-centered boast of Mr. Closse's on the part of the Rickersberg Brass Co. that his institution admits no competition. Since they do business on a little different plan, in that their line differs from any other manufacturer's, naturally their proposition to the trade is entirely separate and apart.

Specialize on Most Popular Items

The present Rickersberg line, as a matter of fact, is more or less a result of the war. Since they are the sole makers of the ball thrust valve, naturally the war placed a tremendous demand on their factory for this single item and the production on it was systematized and made methodical to the point where ball thrust valves could be turned out in large quantities at a minimum cost.

With this experience in mind, the company set about to standardize on certain other items in the plumbing line. They have taken the most popular models and sizes—only a few of them—and specialized. They produce a special bath and basin cock, a representative composition cock, representative bibb, No. 1 standard brass valve, in addition to the ball thrust valve. This is not in any sense a full line, but it represents selections in the lines in demand. These are produced under the most efficient methods consistent with highest quality. Thus they offer to the dealer a very limited line of fine goods at a price that is the very minimum consistent with the most efficient production and a fair profit.

Keeps in Touch With Sales Everywhere

With this proposition and with this background, Mr. Closse goes about the country cooperating with the agents and the distributors everywhere, for the Rickersberg Brass Co. have sales representatives in every part of the United States.

Within the last month Mr. Closse has visited Rickersberg's western connections, working particularly with their energetic sales representatives, Carlson & Frahm, at San Francisco and Los Angeles, going over the territory with them, meeting buyers, and in every way making the Rickersberg volume larger and making the work easier and more fruitful.

Fox & Clarke Hardware Company recently suffered a fire loss at Pablo, Mont.

James Campbell, for many years a resident of Seattle and proprietor of the Union Hardware Company of 106 Occidental Avenue, passed away recently at the age of seventy-four years. Mr. Campbell first engaged in the hardware business in 1875 under the firm name of Wald & Campbell. He was a native of Scotland and came to America when seven years old. He was a member of the Seattle Commandery of the Knights Templar and of the St. Johns Lodge of A. F. and A. M. He is survived by a widow, one son and two daughters.

A GOOD HABIT HARD TO STOP

While I have been out of the hardware business for some time, I still want the HARDWARE WORLD to continue, as I get a great deal of good out of it.

Marshfield, Mo. C. W. ROBERTSON.

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BETTER NOT TO GO UP LIKE A ROCKET

You may feel that your progress is painfully slow, that you are not winning advancement reasonably rapidly. Most of us do feel that way. It is better, however, to climb slowly and surely than to shoot up like a rocket. I know one man who pulled strings so that he maneuvered himself into a more important position than he was capable of filling. He had enough "pull" with the boss to hold his job. Then came a change in the management. And the man was dropped. He had by this time accustomed himself and his wife and family to a rather expensive way of living. He could not afford to take any position paying much less salary. But he could not find anyone willing to employ him at anything like the amount he had received in his big job. Moreover, he was swayed by pride. He argued that if he took the kind of position he had held before he jockeyed himself into the high-salaried place, he would be written down a semi-failure. All his friends and associates would figure that he had gone backwards. The result was that this man is today far worse off, both financially and mentally, than he would have been had he been contented to move up by degrees on merit.

We all admire men who have courage to "tackle anything." But courage must always be combined with common sense, or it becomes not courage but foolhardiness.

Dependable Service Quality Goods

We are exclusive agents for

Homestead Quarter-Turn Blow-Off Valves
Witt Pump Governors and Regulating Valves

Durabla { **Valve Discs** / **Rod Packing** / **Sheet Packing** / **Union Gaskets** / **Gauge Glasses** }

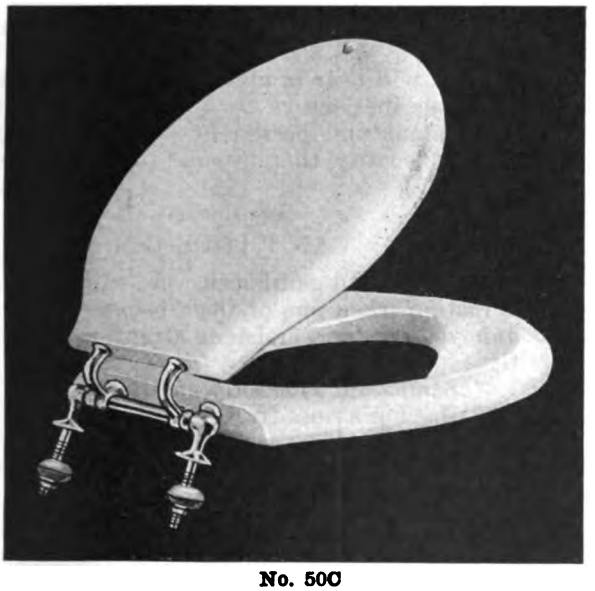
Distributors of
Wm. Powell Valves and Specialties

The M. L. Kline Co.

Wholesalers
PLUMBING, HEATING AND STEAM SUPPLIES

84-86-87-89 Front Street, Portland, Ore.

Church Seats



No. 500
With Non-Soil Hinge
No Metal on Under Side of Seat or Cover

The glistening pure whiteness of Church Closet Seats recommends them for use on your most particular installations.

People demand sanitation and expect lasting satisfaction—that is why Church is the natural choice.

Write for Latest Catalog

C. F. Church Mfg. Co.

Holyoke, Mass.

New York San Francisco Chicago

These goods can be obtained from the leading jobbing houses in the West. Insist on them. If you cannot get them, address for information W. B. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by all the leading jobbing and supply houses.

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HOT WATER CAMPAIGN

The trade should give the fullest cooperation to the hot water campaign recently inaugurated throughout the country. Aside from the convenience of having hot water available, there is another side to it in its value for medicinal purposes that could be emphasized from time to time with good effect.

It is well to educate your own employes to the Hot Water Campaign and put in a good hot water display in your sales window or in your store or shop, and make the change frequently.

The Trade Extension Bureau Service will give full information.

A prize contest is suggested offering first, second and third prizes for the best essays by school students on domestic hot water service and the various methods of heating hot water.

You can get the merchants in your own towns to cooperate by pointing out how the extended use of hot water will stimulate sales of all sorts of merchandise and greatly improve sanitation of dwellings and business buildings.

It would be especially easy to secure the support of the gas and coal companies, local health and school organizations, who are always interested in improved sanitary conditions and would prove splendid allies.

Local newspapers would likewise be glad to cooperate if the matter is put before them.

The A. P. Swoyer Co. merchandise stock at 17 North Seventh Street, Philadelphia, has been purchased and the premises formerly occupied by Swoyer leased to U. T. Hungerford Brass & Copper Co., 510 Arch street, Philadelphia. Possession will be taken by the Hungerford Company September 1, and they propose carrying a full line of brass, copper, tobin bronze, nickel silver and monel metal products in Philadelphia, in sheets, rods, tubes, wire, nails, tacks, etc.

ROOSEVELT ADVOCATED THRIFT

Extravagance rots character; train youth away from it. On the other hand, the habit of saving money, while it stiffens the will, also brightens the energies. If you would be sure that you are beginning right, begin to save.

—Theodore Roosevelt.

An old darkey got up one night in meeting and said:

"Bredders an' sisters—you know an' I knows that I ain't been what I oughter been. I'se robbed hen-roosts an' stole hogs and tol' lies an' got drunk an' slashed folks wi' ma' razor, an' shot craps an' cuss'd an' swore; but I thank de Lord dere's one thing I ain't neber done—I ain't neber lost ma religion."

Good habits will in time make the going comfortable and easy.

DON'T OVERLOOK YOUR FARMER PROSPECTS

It is too often true that plumbers have confined their efforts largely to the town or city in which they live. They don't realize that the farmer and rancher has been educated up to more comfortable and better means of living and that the farmer's families are just as much in need of economical and sanitary conveniences as is the town or city dwellers. The market in the country and adjacent community has hardly been touched. It is not that the farmer lacks means to purchase, because they normally have a high average of income, neither is it due to any unwillingness to purchase, because the farmers are really anxious to increase their standards of living and to keep their children on the farm.

It should not be thought that merely because the farmer does not have gas available that plumbing fixtures and all of their accessories cannot be utilized. Most farmers are now provided with satisfactory water supply.

With the extension of the electric service particularly in the West, a source of power as well as the means of providing these really necessary conveniences is available.

As a matter of fact, the plumber should not overlook selling electric power plants and systems. This is something that the "WORLD" readers will find well worth while investigating.

The same methods that you use in selling in the city would be doubly effective in the country, because the farmer has not been canvassed to the same extent. One should not, however, be discouraged just because their first efforts do not meet with the results they anticipate.

You will bear in mind that it is the constant dripping that wears away the stone, and so it is constant and persistent efforts in any line in any locality that is sure to bring the best results.

CAN'T FOOL 'EM

Two colored gentlemen were engaged in conversation when one of them became very much annoyed by the persistent attention of a large fly.

"Sam, whut kin' a fly am dis?"

"Dat am a hoss-fly."

"Whut am a hoss-fly?"

"A hoss-fly am a fly whut buzzes 'roun cows n' hosses 'n jackasses——"

"You ain' makin' out for to call me no jackass?"

"No, I ain' makin' out for to call you no jackass, but you cain't fool dem hoss-flies."

Be careful, be cautious of your thoughts—they rule you and the people you come in contact with.

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Savill Patented Swan-Neck Faucet

The Savill Patented Swan-Neck Faucet is opened and closed quickly, a half turn of the handle allowing a full stream of water. It can be shut off quickly; this feature has led to its introduction in hotels and restaurants, and it also finds a ready place in the kitchen, where time and labor are of importance in drawing water.



THOMAS SAVILL'S SONS

Wallace and Watts Sts. - - Philadelphia, Pa.

Send postal card for catalogue showing 23 styles

Sold by Jobbers of Plumbing Supplies Everywhere



No. 10 Steel ¼" to 4"

Plates that Please

ORDER NOW

and be ready with a stock

Increasing Demand for "B & C" Styles

Catalog on request

THE BEATON & CORBIN MFG. CO.

Largest and Oldest Plate Company in the World

Pacific Coast Representative

W. ERWIN GILCHRIST

681 Market St.
San Francisco, Cal.

SEE OUR CATALOGUE IN SWEETS



Nye the Die Man

When a man has rheumatism, he is a little stiff.

When a man talks pessimism, he is a **big—**

Well, anyway, don't be a killjoy, a business buster!

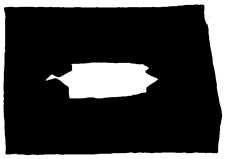
Be an optimist, and you'll have reason to be!

The Nye Die

is for the man who believes in the best, and wants the best, the man who is after the best business, with the best tools, and the best methods!

The Nye Die is the easiest cutting, fastest, longest-lived, best pipe threading tool on earth.

AND THE EARTH IS QUITE A LARGE PLACE.



Nye Solid Die

HARRY G. NYE

The Nye Tool & Machine Works

108-128 North Jefferson Street
Chicago, Illinois



Nye Armstrong Die

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The Man With the Ball

Plumbers Can Learn Many Lessons by Watching the Game

(By Harry G. Nye)



The football season is upon us—but, thank heaven it is the season and not the team. We older fellows are permitted to sit on the bleachers, outside the line of fire, and watch the carnage. And, if we do, we shall learn a valuable business lesson—for playing a football game is a good deal like running one of five shops in a three-shop town.

There is more or less struggle in a football game; and, we might add, there is also more or less competition in the plumbing business. The lad who wants to play football has to learn how to meet opposition, and the man who wants to run a business has to learn how to meet competion and get through it or around it, or somewhere, or somehow, and advance the ball.

The business man won't learn it much better anywhere than at a football game. So we suggest that some Saturday soon you leave Jim or Jack or whoever your right man is—provided he is right—and go out to the game and see what you can learn. Watch the man with the ball.

Up to You to Kick the Goal

For in any business there is a man with the ball, and you are probably it. You can hire all the men between here and Peking, China, but don't ever think you are ever going to get a man who will take the lively interest in your game that you will.

It will always be your game, not his. And it will always be up to you to carry the ball, and all you can hope for is a reasonable amount of help from the men you hire.

If there is some Jack or Jim around to whom you can occasionally snap the ball, you are a lucky man. But down on the one-yard line, whether you are under the other fellow's goalposts or backed up against your own, you are the fellow who will have to take the pigskin and put it over or run it out.

You Need the Help of Your Teammates

But you will have to have a team around you and behind you, helping you push your way through the line or pulling you around the end, or you will never get there. The man with the business ball who tries to do it alone and go it alone, who neglects to create an organization around him that will give him teamwork when teamwork is what will win, is overlooking the secret of business success just as much as the football captain who doesn't do the same thing.

You may not be able to develop a man who will buck the line as hard or carry the ball as far as you can, but you always ought to be able to show the other fellow every way he can help. Organization in a business is not teaching everybody to carry the ball, but it is inspiring everybody to lend a hand when the ball is carried.

What is the use of your advertising "Service" in the newspapers, if your customers cannot get it in the shop? Put your men on your mailing list, if you use circulars. See that they see your advertising. Let them know what you are promising the public—and perhaps sometime the thought will permeate their brains that you can only promise but they must perform.

Every Prospect a Signal to Advance

Every job is a down; every prospect a signal to advance the ball. You are not going to have the ball in your possession every time and all the time. Sometimes the fortunes of business are going to snap it to your competitor. You must watch your chance to get it back, not only watch it but grab it, not only grab it but make it.

No football game was ever won by calling names, and no business game was ever won by knocking your competitors. There is only one man in the world who doesn't need to advertise, and that is the man whose competitors talk about him.

The football player who cusses is only using up his wind, and the business man who knocks isn't accomplishing one bit more. Whenever I hear that a competitor has knocked my goods or me, I rub my hands and say: "Thank goodness, they aren't letting the trade forget about me!"

One Reason Why People Get Married

When a competitor tells a prospect that your goods or your work are not as good as you say they are, the customer begins to wonder right away if they are. A man prefers to find things out for himself rather than to take the say-so of some other fellow. That is why so many men get married.

Remember, too, that it is a long field and that business is a long grind. Now and then some fellow wins a game with a hundred-yard run, but more often it is the one, three and five-yard bucks that bring success.

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The Unimportant Jobs Are the Important Ones

They are what keep your business from being a feast or a famine. You can generally tell in the first five minutes of play how much of a chance a team has to win by the way it bucks the line for a yard or two when a yard or two is needed. You can generally tell if a business is going to be a success by the care with which it does small jobs.

Now and then, too, you are going to be thrown for a loss. If a team could take the ball and walk from one end of the field to the other and never lose possession of it, it would be a darned uninteresting game. But, when it does lose possession, if it also lost its nerve, it would be a darned sight more uninteresting.

Never stop playing the game. A lot of us have been thrown for a loss in these last few years since the big game over there, but we will have the ball, we are still in business, and we are all set to grab the first opening to bust through tackle or skip around the end.

Go out to the game. Watch the man with the ball. Remember you are he, and watch how, win or lose, he is up and at 'em, all the time.

ROAD TO SUCCESS, SAID J. J. HILL

Said James J. Hill: "Show me a man who can save part of what he makes and I will show you a man who in 10 years will be a real success."

The foot that used to rock the cradle now steps on the accelerator.

People who sit around waiting for their ship to come in usually find that it is hardship.

If you lazily remain of no account you'll never have much of a bank account.

Behind each business that keeps up with the times is an individual with a periscope who keeps ahead of them.



No. 208 Torch
List Price
Each $17.00
Ask for
Discount

A Big Business Boom

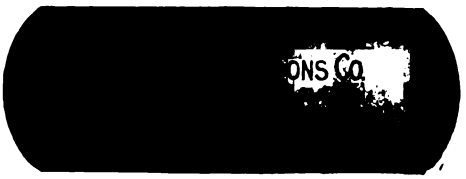
Is just around the corner. Do not get caught with a short stock of C. & L. Torches and Fire Pots. Be prepared to supply your Trade with the No. 208 IMPROVED DOUBLE NEEDLE TORCHES. They will give perfect satisfaction and save time and fuel, with much less expense for upkeep than any other make of Torch. Jobbers supply at factory price. Ask for catalog.

Clayton & Lambert Mfg. Co.
10611 Knodell Ave.
Detroit, Mich., U. S. A.

SCAIFE "Copper-Brazed"

TANKS

For Air, Gas and Liquids



Pneumatic and Storage Tanks

Range Boilers, Riveted or Welded

SEND FOR CATALOGUES

WM. B. SCAIFE AND SONS CO.
PITTSBURGH, PA.

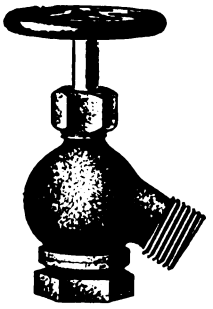
38 South Dearborn St. Chicago, Ill.

Garden Hose Valves

OF

Recognized Quality

Which command repeat orders for you



Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., *Erie, Pa.*

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.

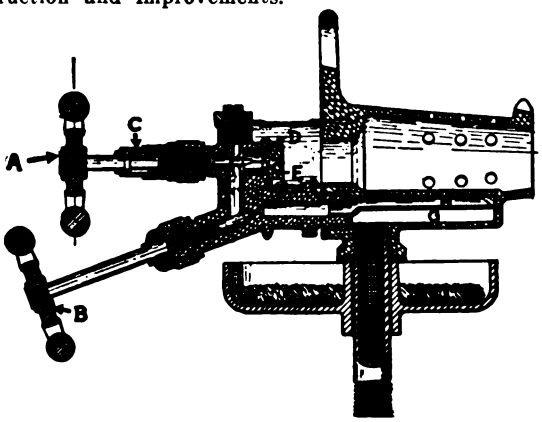
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CLAYTON & LAMBERT IMPROVED DOUBLE NEEDLE BURNER PREVENTS BURNER TROUBLES

It is a well known fact that gasoline fire pots and blow torches, such as are commonly used by the mechanic, can be put out of service within a very short time and the burner ruined if the sharp pointed needle that controls the generator is screwed up too tight, or if by any other means the small orifice or fuel opening in the burner is made larger. The reason for this is that the enlarged orifice in the generator allows a larger amount of gas to pass through into the combustion chamber, which produces an imperfect mixture with the air, thus reducing the generating and heat producing qualities of the burner.

In fact, it is claimed by the Clayton & Lambert Mfg. Co., Detroit, Mich., who are well known makers of gasoline and kerosene fire pots and torches, that over 60 per cent of all burner troubles are caused by the needles that control the generator being made with sharp points, and to overcome these troubles they have designed and secured patents for their new improved double blunt needle burner, a section view of which is shown below and clearly indicates the construction and improvements.



Both the needles used in the improved burner have blunt points, which makes it impossible for the user to enlarge the burner orifice. The lower needle "B" regulates the supply of gas and the upper needle "A" has a small wire tip "E" that cleans the orifice in the jet block "D." The safety stop "C" prevents the upper needle from being unscrewed too far. All double needle burners are supplied with two jet blocks, one for burning gasoline, the other for kerosene. They are interchangeable and the jet block in the burner can be quickly removed and the other jet block screwed quickly into place.

The makers claim that these double needle burners have wonderful generating power producing from 100 degrees to 300 degrees more heat than any other make of burner, and that the consumption of fuel is reduced to the minimum. This being due to the improved construction of the burner and the extra long vaporizing chamber "G" and vein tube "H" through which the gas passes, causing it to become super-heated before entering the combustion chamber.

These improved double blunt needle burners have recently been applied to a full line of the Clayton & Lambert torches—pint, quart and two quart capacity, Nos. 206 to 211 inclusive. They have also been adapted to their fire pots, Nos. 1, 5, 71 and 72, which have been favorably known to the trade for many years and all of these new improved tools have recently been placed upon the market and it is claimed that they will enable the user to save time and fuel, with much less expense for upkeep.

Complete information can be obtained by writing the makers, The Clayton & Lambert Mfg. Co., Detroit. Mich., and a catalogue showing their full line will be mailed upon request.

HOMER FURNACE COMPANY OPENS NEW SOUTHERN BRANCH

The Homer Furnace Company, of Coldwater, Mich., announces the opening October 1 of a new southern branch, located at No. 72-74 Mariette Street, Atlanta, Ga.

Everyone familiar with the furnace business knows the tremendous strides made by the pipeless furnace since it was invented and patented by Samuel Strong several years ago.

Entering this business first, the Homer Furnace Company, founded by Mr. Strong, has naturally been the leader in this development. Gradually a chain of strong. well-equipped branches and warehouses has been thrown across the country until now dealers in every section are assured of the closest sales cooperation and immediate shipments.

The sale on Homer furnaces has grown with particular rapidity in the South. The volume of this business will make the Atlanta branch one of the company's largest and strongest branches.

The company has picked one of their most able executives for the position as manager of the southern branch—John D. Bohm, a man who has made an enviable sales record in the eastern and southern territory. Mr. Bohm has traveled this territory for some time past and, as a consequence, is already well known to the trade.

A large stock of furnaces will be kept constantly on hand at the Atlanta branch warehouse, thus insuring immediate deliveries.

At Last---



A SELF BLOWING ALCOHOL BLOW TORCH

THE DUPLEX

Just what Electricians, Auto Mechanics, Dentists, Battery Repairmen have been waiting for.

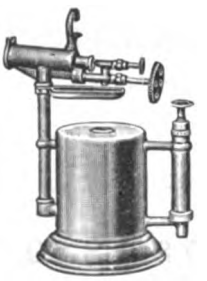
ABSOLUTELY AUTOMATIC

The finest thing in the torch line ever made. Write for prices and particulars.

MANUFACTURED BY

PEERBLOW MFG. CO., Leetsdale, Pa.

No. 24



Real - Satisfaction

With the present low grade fuel is only possible with the Turner New Line Blow Torch.

THE BAFFLE

in the burner (Turner Patent) will positively generate gasoline or kerosene— and more than that—it will stay generated.

The only Torch made with the Shut-off and Needle valve separate. No more enlarged orifices, so frequently caused on other makes.

Guaranteed to give satisfaction.

Price $15.20 Ask for Discount

The Turner Brass Works

Sycamore, Ill.

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E. Brunetti, a plumber at Santa Cruz, Cal., is planning a new building, which will give him facilities to carry increased stock.

Elway & Miller have been awarded the plumbing contract at Aberdeen, Wash., in the construction of the first armory unit.

Whiting-Mead Commercial Company have leased a building at East San Diego, Cal., in which they will install a hardware and plumbing stock.

C. C. Burritt has sold an interest in his plumbing business to C. A. Reicard and the firm will hereafter be known as Burritt & Reicard. They are located at Huntington Park, Cal.

Coker & Taylor, enterprising plumbers at Glendale, have recently moved to a new building, which will give them the necessary facilities for increasing their stock. They report a splendid trade and a good outlook.

The University Plumbing & Heating Company at 3939 14th Avenue, N. E., Seattle, has been awarded the plumbing and heating contract on a school building. The amount of the contract is $22,270 for heating, and $7,598 for plumbing.

G. H. Turner Company of Los Angeles have leased the storeroom at 800 East Seventh Street, in which they will move the headquarters of the automatic water-heating division of the business. The new branch will operate as a subsidiary of the Turner Company, but under the firm name of G. H. Bennett Company.

Do you read thoughtfully and retentively, that is, do you just skim through a paper or magazine seeing a lot and yet not being able to tell one thing you have read in a clear-cut and complete manner?

You can cultivate the habit of exactness. Or you can be so fuzzy-minded that your reading is a mere mental dissipation. Do not attempt to read so much that none of it does you any good. Read a certain amount thoroughly every day, demanding that your mind grasp and hold the important facts. If you only glance through the heading of the newspaper, let each one register clearly as to its meaning before you go on to the next.



No. 208 Torch. List Price Each $17.00
Ask for Discount

Sharp vs. Blunt Burner Needles

A Gasoline Torch or Fire Pot can be quickly ruined by forcing the needle, if it has a sharp point such as is in common use, as the orifice is made larger causing an imperfect gas mixture. Over sixty per cent of all burner troubles are overcome by using the C. & L. DOUBLE BLUNT NEEDLE TORCHES and FIRE POTS as the burners have blunt needles. They are the HOTTEST and BEST TORCHES and FIRE POTS made and save time and fuel. Jobbers supply at factory price. Send for catalog.

CLAYTON & LAMBERT MFG. CO.
10611 Knodell Ave., Detroit, Mich., U. S. A.

Prepare for the Winter Rush

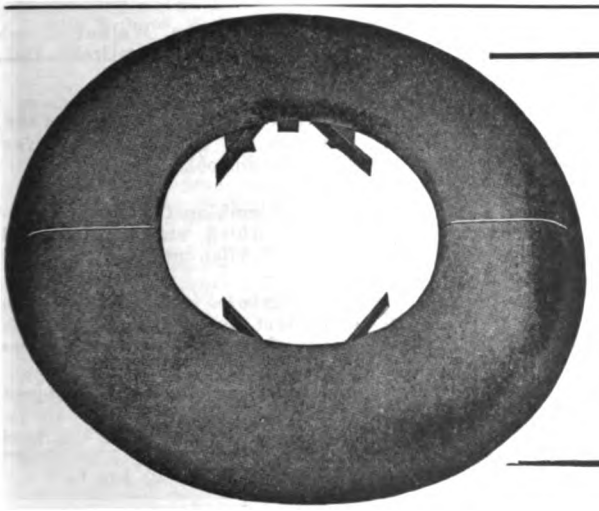
Look over your stock of TORCHES and FURNACES now. If it is not complete, place an order at once so you will receive the tools before the cold weather arrives.

You know that during the cold weather there is an unlimited demand for TORCHES and FURNACES. If you are short of those tools then you cannot complete promptly all of the orders you receive.

You should purchase a reliable make so that your customers can obtain satisfactory results. Order the "ALWAYS RELIABLE" and your trade will never again purchase the other brands.

Jobbers supply at factory prices.

OTTO BERNZ CO., NEWARK, N. J.
Established 1876
Manufacturers of the "ALWAYS RELIABLE" TORCHES and FURNACES



THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

The Beaton & Cadwell Mfg. Co.
NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, J. R. Devereux, New Birks Building, Montreal, Quebec, Canada.

SEE OUR CATALOGUE IN SWEETS

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WHICH BOY WOULD YOU CHOOSE?

Almost directly opposite from the window by which my desk stands is a strip of green grass between the curbing and the pavement.

Last summer the curbing at this point was taken up and replaced according to definite specifications required by the city engineer. In disturbing the curbing a strip of the grass was taken up and spoiled. This made an unsightly spot for some distance, and early in the spring workmen appeared to smooth down this surface, to put on some fine, rich top soil, to roll down the surface and to seed it.

At the present time the tender new shoots of grass are coming up thick and green, but are plainly of different age and sturdiness from the older growth of grass just back of the newly seeded portion.

Now each day a lot of boys of different ages come past on their way home from a school near by. A large number of them make a diagonal cut across the street at this point, and it is interesting to watch them as they troop along. About one young chap in twenty will step across the newly seeded strip. It is an easy step at that curb to the old growth of grass, but at least nineteen out of the twenty will walk right over the young sprouts, crushing them down and not even knowing that they have done a reprehensible thing. The twentieth youth will go right along, apparently making no pause at all, and yet automatically sparing the grass and reaching the pavement a little ahead of his companions.

What kind of business men will the nineteen make? Can you see the qualities of natural leadership in the twentieth—the young chap who does the right thing and still keeps a little ahead of his fellows? And yet some people claim that the wealth of the world should be evenly distributed!

CONSOLIDATION OF FILE AND TOOL COMPANY

Announcement has been made of the consolidation of the Rex File Co. and the Vixen Tool Co. with Heller Brothers Company of Newark, New Jersey.

Paul E. Heller, president of the company, states that this move will result in a better service to both dealers and consumers and at the same time they will continue the production of their usual quality of files, rasps, tools and steels.

Walter D. Craft, who has been connected with the Vixen Tool Company as secretary-treasurer, will act as domestic sales manager of the consolidated companies.

The G. E. Turner Company of Los Angeles are taking a lease on property at Figueroa and Ninth Street, where a building will be erected especially designed for a display room for their plumbing supply stock.

VOLUME VS. WEIGHT

The Hercules Powder Company have issued an interesting little booklet with the above title. It presents a phase of the explosive question which the average user very seldom considers.

However, it is an important point and should not be overlooked because in many cases the use of bulky explosives will show a considerable saving over costs obtained by using the regular grades of dynamite.

Everyone who is interested in reducing blasting costs, and every merchant should read it and distribute it.

Any reader who wishes a copy of this can have it by writing to the Advertising Department of the Hercules Powder Company at Wilmington, Delaware, or to any of their branch offices.

THE TRAGEDY OF RUST

"A cracked gusset plate was responsible for the collapse of a section of the Third street bridge over the Chester river, Chester, Pa., September 10, 1921, hurling 25 persons to their death in the murky waters below."—New York Herald, September 12, 1921.

"Thomas J. Feeley, member of the board of commissioners, Chester, Pa., admitted that the collapse was due to unusual weight being thrown upon a badly rusted and broken supporting arm. The break in the arm was completely concealed from view."

Dixon's Silica-Graphite Paint is popular with county and city engineers and other municipal officials because it gives guaranteed long and perfect protection against rust in hidden places. Rust causes loss of property, money and life. Call in the services of the strongest conqueror of rust — Dixon's Silica-Graphite Paint.

Fitzgerald & Glezen is a new plumbing firm at Coronado, Cal.

Lewis Levitz is erecting a new building to be occupied by his plumbing shop at Ramona Park, Cal.

J. McPherson has purchased the Walnut Creek Plumbing & Hardware Company at Walnut Creek, Cal., and has taken possession.

The Butte Stove Repair Company of Butte, Mont., are the state distributors for the Caloric pipeless furnace and report a good trade outlook.

The Richmond Sanitary Plumbing Company opened for business at 309 Twenty-third Street, Richmond, Cal. The proprietors are F. P. Allen and E. P. Howard.

The Pacific Plumbing Fixtures Company of Richmond, Cal., have let a contract for addition of 150x300 to their plant to take care of their increasing business.

R. F. Carter has purchased the plumbing interests of his partner, A. Terkel, in what is known as the Valley Plumbing Company and will continue the business at Reedley, Cal.

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PLUMBING GOODS—RETAIL SELLING PRICES

The following are the present market selling prices (corrected up to the time of going to press) of various lines of plumbing goods, ruling in some of the larger western cities. At the request of some of our subscribers among the plumbing trade in interior and smaller towns and cities, who do not have the opportunity of checking up their prices and costs often, we are giving these prices as some we have obtained that are being charged by plumbers in the larger cities. These prices are usually based on the cost of goods, plus the overhead or cost of doing business, usually ranging in the neighborhood of 25 per cent. Where plumbers are some distance from their source of supply, freight and transportation charges would naturally be added. We will be glad to receive suggestions and corrections as to any errors or omissions, or any further information that might be desired, will be gladly answered.

BATHS AND LAVATORIES

(Bath Tub Prices Less Fittings)

BATH TUBS—K64, C370, P1990, Essex, on Feet, 4-ft., $44.00; 4½-ft., $44.00; 5-ft., $42.00; 5½-ft., $47.50; 6-ft., $66.70.

K57, C360, P1991, Essex, on Base—4½-ft., $55.50; 5-ft., $55.50; 5½-ft., $61.50; 6-ft., $82.70.

K80, P1993, Knickerbocker—5-ft., $45.50; 5½-ft., 58.50.

K10 to K10¼, P2160 to P2173, Conred Enam. Allover, Cardinal—4½-ft., $76.00; 5-ft., $80.00; 5½-ft., $86.70.

K10 to K10¼, P2160 to P2173—Conred, Enameled Inside, Cardinal—4½-ft., $60.00; 5-ft., $64.00; 5½-ft., $70.70.

K10½, P2180 to P2186, Recona, Enam. Allover, Cardinal—4½-ft., $72.00; 5-ft., $74.70; 5½-ft., $81.50.

K10½, P2180 to P2186, Recona, Cardinal (Enam. Inside)—4½-ft., $60.00; 5-ft., $64.00; 5½-ft., $70.70.

F12 to F15, C316 to C319, P2305 to P2318, Pembroke, Viceroy, Sierra (Corner)—4½-ft., $90.70; 5-ft., 94.70; 5½-ft., $102.70; 6-ft., $133.50.

F16 to F17, C320 to C321, P2315 to P2318, Pembroke, Viceroy, Sierra (Recess)—4½-ft., $81.50; 5-ft., $86.70; 5½-ft., $94.70; 6-ft., $128.00.

F10 to F11, P2319 to P2322, Pembroke, Viceroy (Pier)—5-ft., $199.50; 5½-ft., $141.50; 6-ft., $157.30.

F7 to F8, P2380 to P2388, Woodmere, Imperator (Corner)—5-ft., $177.50; 5½-ft., $184.00.

F9, P2390 to P2393, Woodmere, Imperator (Recess)—5-ft., $166.70; 5½-ft., $177.50.

F5, Imperator (Standing Pattern)—5-ft., $261.50; 5½-ft., $278.70.

F6, Imperator (Wall Pattern) 5-ft., $280.70; 5½-ft., $244.00.

BATH TUBS, PORCELAIN—H5015, 2028N, Regular selection, light weight, Corner—5-ft., $145.85; 5½-ft., $158.35.

H5015, 2028N, Special selection, light weight, Corner—5-ft., $177.00; 5½-ft., $198.35.

H5020, 2029N, Regular selection, light weight, Recess—5-ft., $133.33; 5½-ft., $146.70.

H5020, 2029N, Special selection, light weight, Recess—5-ft., $166.70; 5½-ft., $183.35.

SHOWER RECEPTORS—K112, P2510, with Strainer and Waste—36x36-in., $84.00; 42x42-in., $112.00.

K108, P2511, with Strainer and Waste—36x36-in., $113.50; 42x42-in., $150.70.

K107, P2512, with P2530 Drain—38x38-in., $149.50.

K105, P2525, with P2530 Drain—36x36-in., $120.00; 42x42-in., $158.50.

SHOWER MIXING VALVES—NC1, H15, P2745, $30. NC1, H12, P2746, $30.00. NF1, H10, P2747, $30.00. P2748, $30.00.

SHOWERS—

H965, P2766, Shower and Rose Sprays	$110.00
H1014, P2771, Shower and Needle Bath	109.00
NF1200, H911, P2790, Shower	54.70
H909½, P2791, Shower and Shampoo	64.00
NC100, H952½, P2803, Shower	29.35
H953½, P2804, Shower	30.70
NC1100, H954½, P2807, Shower	41.35
NC1100 (with stops), H954½, P2809, Shower	40.70
H943½, P2815, Shower	48.70
H944½, P2816, Shower	46.70
H945½, P2819, Shower	56.70
H946½, P2820, Shower	55.35
NC1100½, H956, P2821, Shower and Shampoo	47.70
P2823, Shower and Shampoo	54.70
H1402, P2826, Shower	16.00
H1406, P2827, Shower	15.70
H1400, P2828, Shower and Shampoo	31.70
H1404, P2829, Shower and Shampoo	30.70
H1410, P2836, Shower	36.70
H1411, P2837, Shower	38.00
H1408, P2841, Shower and Shampoo	50.70
H1409, P2842, Shower and Shampoo	52.00
NF1050, H900, P2855, Shower	38.70
NF1050½, P2856, Shower and Shampoo	51.00
NF1055, H895, P2857, Shower	46.70
H904, P2860, Shower	45.35
P2861, Shower and Shampoo	58.00
H1246, P2868, Shower	34.70
H1250, P2870, Shower	27.70
H1600, Industrial Mixometer Shower	34.70
H1625, Industrial Combination Valve Shower	14.15
H1202, P2914, Shower	52.00
H1200, P2916, Shower	66.35
H1206, P2918, Shower	44.35
H1204, P2919, Shower	46.00
P2920, Shower and Shampoo	59.00
P2921, Shower and Shampoo	60.35
Portable Showers—	
H1275, P2946, Portable Shower	22.70
S124, Portable Shower	15.00
Wall and Ceiling Showers—	
H1270, P2950, Wall Shower	18.00
H1268, P2952, Ceiling Shower	18.00

LAVATORIES—(Less Fittings)—

C105, P3050, P3055, P3057, Copley—18x27-in., $52.00; 22x33-in., $66.65.

C114, K205, P3110, P3115, P3117, Laton—20x24-in., $37.35; 22x27-in., $42.65; 22x30-in., $51.30.

C145, K332, P3840, P3845, P3846, P3847, Ophir—17x21-in., $14.50; 18x24-in., $18.20; 20x24-in., $22.30; 22x27-in., $38.70.

C145, K332, P3847, Ophir—20x24-in., $22.30; 22x27-in., $38.70.

C145, K332, P3850, P3855, Ophir—20x24-in., $22.30.

C152, K582, P4045, Ralwon—17x19-in., $12.30.

P4125, Arion—19x24-in., $22.65.

P4205, Othello—18x21-in., $13.80.

K580, C150, P4206, Othello—18x21-in., $13.80.

K608, C162, P4335, Beverly—18x21-in., $13.20.

K614, C164, P4345, Crescent—17x19-in., $10.00.

K752, P4365, Alva—16x24-in., $10.00.

K668, C180, P4940, P4945, Athena—20-in., $30.00.

K668, C180, P4946, Athena—20-in., $30.00.

K672, C182, P4950, P4955, P4956, P4957, Anglo—19-in., $20.00.

K690, C184, P4980, P4985, Verdun—16-in., $15.20.

P5080, P5085, P5086, P5087, Everett—19-in., $18.70.

K732, C190, P5110, P5115, Yale—16-in., $11.50.

K762, C192, P5145, Aida—16-in., $11.50.

Add for Waste when required—P11285, Imperial, $9.35; P11289, Empire, $8.00; P11290, Princess, $6.70.

BRASS AND RUBBER GOODS

BATH FITTINGS, BUILT-IN—

H7025 Special, P11000—Compression, ½-in., Valves, 2-in. Waste (End Wall), $29.00.

P11001—¾-in. Valves, 2¼-in., Waste, $42.70.

H7025 Special, P11002—½-in. Valves, 2-in. Waste (Back Wall), $31.70.

P11003—¾-in. Valves, 2¼-in. Waste, $45.85.

P11010—½-in. Valves, 2-in. Waste, $37.35.

P11011—¾-in. Valves, 2¼-in. Waste, $44.70.

P11012—½-in. Valves, 2-in. Waste, $42.70.

P11013—¾-in. Valves, 2¼-in. Waste, $47.85.

P11015, "Quicko"—½-in. Valves, 2-in. Waste, Top Nozzle, $42.70.

P11016—¾-in. Valves, 2¼-in. Waste, Top Nozzle, $47.85.

P11017—½-in. Valves, 2-in. Waste, Top Nozzle, $45.85.

P11018—¾-in. Valves, 2¼-in. Waste, Top Nozzle, $50.00 Compression—

P11025—½-in. Valves, 1⅜-in. C. W. & O., $23.70.

F11026—¾-in. Valves, 1½-in. C. W. & O., $28.85.

P11030—½-in. Valves, 1⅜-in. C. W. & O., $27.35.

P11031—¾-in. Valves, 1½-in. C. W. & O., $32.00.

P11040—½-in. Valves, 1½-in. Waste, $46.70.

P11041—¾-in. Valves, 2-in. Waste, $51.35.

NC2570—Fittings for Por. Tubs, ¾-in. Valves, 2¼-in. Waste, $64.00.

H2466—Speakman Dishler, ½-in. Valves, 2-in. Waste, for Por. Tubs, $36.00.

Exposed for Essex Baths—Compression—

P11065—½-in. Valves, 2-in. Waste, $34.70.

P11066—¾-in. Valves, 2¼-in. Waste, $50.70.

"Quicko"—

P11090—½-in. Valves, 2-in Waste, $46.00.

P11091—¾-in. Valves, 2½-in. Waste, $50.70.

Exposed for Conred Tubs—

H6978 Special, 11115—½-in. Valves, 2-in. Waste, $30.85.

Exposed for Pembroke and Woodmere Baths—Compression—

H6978 Special, P11115—½-in. Valves, 2-in. Waste, $40.00.

¾-in. Valves, 2¼-in. Waste, $40.00.

P11125—½-in. Valves, 2-in. Waste, $48.00.

Bath Cock Combination Fittings—For Essex Baths—

P11150—Compression Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, $8.70.

P11155—"Quicko" Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, $8.70.

P11160—Compression Supply and Waste Fitting, 9-16-in O. D. Annealed Supplies, $21.35.

P11165—"Quicko" Supply and Waste Fitting, 9-16-in O. D. Annealed Supplies, $22.70.

BATH WASTES—P11175—Imperial 2-in. Waste, $17.25.

P11176—Imperial 2¼-in. Waste, $18.70.

P11179—Imperial 2-in. Waste, $18.00.

Bath C. W. & O.—

P11185—1⅜-in. N. P. C. W. & O. for Essex Bath, $8.10.

P11188—1⅜-in. N. P. C. W. & O. for Conred Bath, $6.15.

1½-in. N. P. C. W. & O. for Conred Bath, $6.70.

P11189—1⅜-in. Rough C. W. & O. for Conred Bath, $5.00.

1½-in. Rough O. W. & O. for Conred Bath, $6.70.

P11190—1½-in. Rough C. W. & O. for Pembroke Bath, $6.70.

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Brass and Rubber Goods—Continued.

COMBINATION LAVATORY FITTINGS—
P11260—Verona, Compression, Enamel Lavatory, $23.35.
P11263—Verona, Compression, Vitreous Lavatory, $23.35.

LAVATORY WASTES—
P11285—Imperial, China Knob..... 9.35
P11288—Imperial, China Knob 9.35
P11289—Empire, China Knob 8.00
P11290—Princess, China Knob 6.70
P11291—Princess, China Knob 6.70
P11293—Princess, China Lever 6.70
P11294—Princess, China Lever 6.70
P11295—Princess, China Lever 6.70
P11296—Princess, "B" China Handle 6.70
P11297—Princess, 4 Ball Handle 6.70

SHAMPOO FIXTURES—
P11358—Quicko Double Basin Cock 12.00
P11359—Pedestal China Soap Dish with Drain 2.70
P11360—Compression, as described 20.00
P11363—Quicko, as described 20.00

MIXOMETER FIXTURE—H2285—Built-in Mixometer, $53.35.

LAVATORY SUPPLY PIPES—Strictly I. P. Size—Pipes to Wall—Short Pattern, 6-in. x 7-in.
P11371—With W. H. Stop, ⅜-in., $7.45; ½-in., $8.70.
P11372—With C. I. Stop, ⅜-in., $8.15; ½-in., $9.35.
P11373—With L. K. Stop, ⅜-in., $7.45; ½-in., $8.70.

LAVATORY PLUGS AND CHAIN STAYS—
P11395—P. O. Plug for Porcelain Enameled Lavatory.. 1.00
P11396—P. O. Plug for Vitreous Lavatory 1.70
P11397—Chain Stay for Vitreous Lavatory ..... .70

COMBINATION SINK AND SUPPLY FAUCETS—P11425—Quicko, Swing Spout, No. 100, Classic or Faultless, $10.70.

NICKEL PLATED SINK AND LAVATORY TRAPS—Tubing Pattern, less Cleanout—
P11450—1¼-in. Plain "P," $2.00; 1½-in., $2.00.
P11451—1¼-in. Vented "P," $3.00; 1½-in., $3.15.
P11456—1¼-in. Bag, $4.70; 1½-in., $4.60.
P11462—1¼-in. Plain "S," $2.70; 1½-in., $2.70.
P11463—1¼-in. Vented "S," $3.60; 1½-in., $4.00.
With Cleanout—
P11450—1¼-in. Plain "P," $2.80; 1½-in., $2.70.
Cast Brass Traps with Cleanout—
P11450—1¼-in. Plain "P," $2.75; 1½-in., $2.70.
P11451—1¼-in. Vented "P," $3.75; 1½-in., $3.95.
P11456—1¼-in. Bag, $3.75; 1½-in.. $4.75.
P11458—1¼-in. "P" (N. Y. Reg.), $2.70; 1½-in., $3.10.
P11462—1½-in., Plain "S," $3.20; 1½-in., $3.40.
P11463—1¼-in. Vented "S," $4.15; 1½-in., $4.35.

COMPRESSION BIBBS—H100—½-in. Rough Plain SSS, $1.05; Finished, $1.30; Nickle Plated, $1.55. ¾-in. Rough, $1.35; Finished, $1.65; Nickel Plated, $2.00.
H102—½-in. Rough Hose SSS, $1.20; Finished, $1.50; Nickel Plated, $1.70. ¾-in. Rough Hose, $2.20; Finished, $1.85; Nickel Plated, $2.10.
H110—½-in. Rough Plain SOT, $1.20; Finished, $1.45; Nickel Plated, $1.70. ¾-in., Rough Plain SOT, $1.65; Finished, $1.90; Nickel Plated, $2.05.
H112—½-in. Rough Hose SOT, $1.35; Finished, $1.65; Nickel Plated, $1.90. ¾-in. Rough Hose, $1.70· Finished, $2.04; Nickel Plated, $2.30.
H135—½-in. N. P. Plain Adj. Flange, $2.25; ¾-in., $2.80.
H137—½-in. N. P. Hose Adj. Flange, $2.45; ¾-in. $3.00.
H140—½-in. N. P. Plain Set Screw Flange, $2.10; ¾-in., $2.50.
H142—½-in. N. P. Hose, $2.25; ¾-in., $2.70.
H365—½-in. N. P. Comp. Stub W. T. Bibb, Plain, $1.50
H367—½-in. N. P. Comp. Stub W. T. Bibb, Hose, $1.70.

QUICK COMPRESSION BIBBS—
H410—½-in. Nickel Plated, Plain SOT, Metal Handle, $2.55; ¾-in., $2.95.
H412—½-in. Nickel Plated, Hose, SOT, Metal Handle, $2.75; ¾-in., $3.20.
H418—½-in. Nickel Plated, Plain SOT, China Handle, $3.15; ¾-in., $4.29.
H414—½-in. Nickel Plated, Hose SOT, China Handle, $3.20; ¾-in. Nickel Plated, Hose SOT, China Handle, $4.60.
H435—½-in. Nickel Plated, Adj. Flange, $2.85; ¾-in., $3.30.
H487—½-in. Nickel Plated, Adj. Flange, Hose, $3.10; ¾-in., $3.50.
H438—½-in. Nickel Plated, Plain, $3.30; ¾-in., $3.70.
H439—½-in. Nickel Plated, Hose, $3.50; ¾-in., $3.95.
H440—½-in. Nickel Plated, Plain S. S. Flange, Metal Handle, $2.65; ¾-in., $3.05.
H442—½-in. Nickel Plated, Hose, S. S. Flange, Metal Handle, $2.90; ¾-in., $3.30.
H443—½-in. Nickel Plated, Plain, S. S. Flange, China Handle, $3.05; ¾-in., $3.50.
H444—½-in. Nickel Plated, Hose, S. S. Flange, China Handle, $3.30; ¾-in., $3.60.

SELF-CLOSING BIBBS—H478—½-in. Finished, Plain SOT, $2.80; Nickel Plated, $3.00.

FULLER BIBBS—H510—½-in. Nickel Plated, Plain SOT, $2.25; ¾-in., $2.60.
H512—½-in. Nickel Plated, Hose SOT, $2.50; ¾-in., $2.85.
H540—½-in. Nickel Plated, Plain S. S. Flange, $2.90; ¾-in., $3.30.
H542—½-in. Nickel Plated, Hose S. S. Flange, $3.15; ¾-in., $3.55.

GROUND KEY BIBBS—H575—½-in. Finished, Plain SSS, $1.45; ¾-in., $2.05.
H577—½-in. Finished, Hose SSS, $1.75; ¾-in., $2.25.
H585—½-in. Finished Plain SOT, $1.65; ¾-in., $2.25.
H587—½-in. Finished, Hose SOT, $1.85; ¾-in. $2.35.

COMPRESSION STOPS—H600 and H603—½-in. Rough I. P. both ends T. H., $1.15; ⅝-in., $1.45. ½-in. Nickel Plated both ends T. H., $1.95; ⅝-in., $2.35.
H605 and H608—½-in. N. P. I. P. both ends W. H., $2.15; ⅝-in., $2.65.
H615 and H618—½ x ½-in., O. D. T. H. or W. H. N. P., $1.50. ½ x 9-16-in. O. D., $1.50. ½ x 11-16-in., O. D., $1.75.
H620 and H623—½-in. I. P. both ends Finished, $2.15. ¾-in. I. P. Nickel Plated, $2.60.

SELF CLOSING STOPS—H640 and H641—½-in. I. P. both ends N. P., $3.65.

COMPRESSION SILL COCKS—H650 to H654—½-in. Angle Pattern, $1.45; ¾-in., $1.60.

BOILER DRAIN COCKS—H655 and H658—½-in., $1.10; ¾-in. Rough N. P. Male, $1.10; ¾-in., $1.45.
H656 and H659—½ in. Rough N. P. Female, $1.10; ¾-in., $1.45.
H700—½-in. TH or LH Stops, Solid Head, $1.45; ⅝-in. $2.05.
H703—½-in. TH or LH Stop and Waste, $1.50; ⅝-in., $2.10.

GROUND KEY STOPS AND STOP AND WASTES—H730 and H731—½-in. TH or LH Stops, Loose Handle, $1.30; ⅝-in., $1.85.
H733 and H734—½-in. TH or LH Stop and Wastes, Loose Handle, $1.35; ⅝-in., $1.90.

COMPRESSION BASIN COCKS—H852—No. 1½ Midget Basin Cocks, Pair, $3.40.
H855—No. 2 Medio Basin Cocks, Pair, $4.20.
H856—No. 2A Medio Basin Cocks, Pair, $5.25.
No H870—No. 5 Dunlo Basin Cocks, Pair, $5.85.
H871—No. 5A Dunlo Basin Cocks, Pair, $5.95.

QUICKO BASIN COCKS—H901—No. 1½, $3.35.
H902—No. 2 Quicko Basin Cocks, $4.00.
H903—No. 3 Quicko Basin Cocks, $7.50.
H908—No. 5 Quicko Basin Cocks, $7.50.
"Allwite" Quick Comp. Basin Cocks, $10.95.

FULLER BASIN COCKS—H925—No. 0 Fuller Basin Cocks, $5.25.
H926—No. 0 Fuller Basin Cocks with Union, $6.90.

SELF CLOSING BASIN COCKS—H950—"Standard" Ball Bearing, Cross Handle, pair, $8.40.
H951—"Standard" Ball Bearing, China Level, pair, $10.05.
H970—"Standard" Boston, pair, $10.05.
Junior Size Ball Bearing 4 Arm Indexed Self Closing, pair, $7.90.

DOUBLE BASIN COCKS—H980—Quicko Double Basin Cocks, each, $12.35. (For China Soap Cup, see U11359.)
Glauber "Winton," Nu-Rapid—Double Basin Cock with Gooseneck and China Index Lever Handles, 12-in. C to C of Cock Holes, $19.35.

PANTRY COCKS—
H1000—No. 1 Compression, pair..... 7.82
H1010—No. 1 Quicko, pair 8.65
H1015—Quicko, Double, each 10.85
H1030—No. 1 Fuller, pair 8.80

SLOP SINK COCKS—
H1070—Compression 19.50
H1075—Fuller 19.50

DOUBLE BATH COCKS—
H1100—No. 3 Compression 4.90
H1105—No. 3A Compression 5.25
H1142—No. 1½ Quicko 5.60
H1150—No. 2½L Quicko 7.50
H1152—No. 2½ Quicko 7.90
H1160—No. 10 Quicko 13.50
H1170—No. 5½L Fuller 4.90
H1172—No. 5½ Fuller 5.25
H1175—No. 4½L Fuller 4.90
H1177—No. 4½ Fuller 5.25

CHICAGO FAUCET COMPANY'S BRASS GOODS—
A100—"Classic" N. P. Quaturn Swing Spout Mixing Faucet with Index Lever Handles, $10.70 each. Extra Washers for same, $2.35 per hundred.
A500—N. P. Quaturn Plain Bibbs SOT, Detachable Tapered Shank, ½-in., $3.00.
A900—N. P. Quaturn Plain Bibbs with Detachable Shank, Adjustable Screw Flange, ½-in., $3.35.
A1600—N. P. Quaturn Single Pantry Cock with China Lever Handle, $5.90.
A1700 N. P. Quaturn Double Pantry Cock with China Indexed Lever Handle, $17.40.
A1900—N. P. Quaturn Basin Cock with Top China Indexed Lever Handle, $3.50.
A2000—N. P. Quaturn Basin Cock with Side China Indexed Lever Handle, $4.90.
A2100—N. P. Quaturn Double Basin Cock with China Indexed Lever Handle, $14.70.
A4500—No. 102 Amazon Basin Cocks, N. P. with China Index Top, $5.50.
Phosphor Bronze Removable Sleeve Seats for all "Quaturn" Bibbs, Basin Cocks, Bath Cocks, Pantry Cocks, Ball Cocks, etc., Hot or Cold, 40c each.

N. P. BRASS ANNEALED TUBING—½-in. O. D. N. P. Brass Annealed Tubing, $24.00 per hundred ft.
O. D. N. P. Brazed Brass Tubing—Per 100 ft.—⅝-in., $37.50; ¾-in., $41.25; ⅞-in., $48.75; 1-in., $39.00; 1¼-in., $42.75; 1¼-in., $48.00; 1⅜-in., $52.50; 1½-in., $56.25; 2-in., 75.00.

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Brass and Rubber Goods—Continued.

SEAMLESS BRASS PIPE—I. P. Size, per lb.—⅛-in.,61c; ¼-in., 57c; ⅜-in., 53c; ½-in., 50c; ¾-in., 47c; 1-in., 47c; 1¼-in., 47c; 1½-in., 47c; 2-in., 47c; 2½-in., 47c; 3-in., 47c.

Add 70 per cent for Nickel Plating Pipe. Add 10 cents for cut lengths. Add 75 per cent for Copper Pipe.

MISCELLANEOUS BRASS TRIMMINGS—

1½in. Laundry Tray Plugs, 1½ O. D. Tail Piece, doz.,.19.90
1½-in. Laundry Tray Plugs, 1½ I. P. Tail Piece, doz...19.90
Fin. Brass Wash Tray Plugs, 1¼ Met. Stopper, doz... 5.50
N. P. Chain Stays, No. 1, doz.... 4.50
N. P. Chain Stays, Nos. 1, 2, 3, dozen.... 5.20
China Chain Stays, doz.... 9.60
N. P. Chain Stay and Cock Hole Cover.... 6.75
N. P. Basin Cock Hole Cover, doz.... 4.40
N. P. Basin Chain wf. Snaps, No. 00, do.... 1.50
N. P. Basin Chain wf. Snaps, No. 0, doz.... 1.70
N. P. Bath Chain wf. Snaps, No. 00, doz.... 2.00
N. P. Bath Chain wf. Snaps, No. 0.... 2.40
N. P. Basin Chain 12 Yd. Box, No. 00, b.... 2.10
N. P. Basin Chain 12 Yd. Box, No. 0, bo.... 2.50
N. P. Basin Chain 12 Yd. Box, No. 1, bo.... 3.10
N. P. Basin Chain, No. 00, per 100 feet.... 5.50
N. P. Basin Chain, No. 0, per 100 feet.... 6.80
N. P. Basin Chain, No. 1, per 100 feet.... 8.50
N. P. Basin Chain, 500-foot reels, No. 00.... 5.30
N. P. Basin Chain, 500-foot reels, No. 0.... 6.40
N. P. Basin Chain, 500-foot reels, No. 1.... 8.30
Beaded Basin Chains, per dozen.... 3.50
Beaded Bath Chains, per dozen.... 3.90
N. P. Chain Snaps, large, per dozen.... .26
N. P. Chain Snaps, small, per dozen.... .24
N. P. Chain "S" or "8" Hooks, per dozen.... .48
¼-inch Threaded Brass Rod, per foot.... .37
¼-inch Rough N. P. Brass Nuts, threaded through, 100. 6.40
¼-inch N. P. Brass Cap Nuts, per 100.... 5.60

FAIRFACTS BUILT-IN BATH ROOM ACCESSORIES—

F 1—Built-in Paper Holder, 6x6.... 8.80
F115 and F125—Built-in Soap Holder, 6x6.... 4.40
F140—Built-in Grab Rail, 6x6.... 8.80
F150—Built-in Comb. Rail and Soap, 6x6.... 8.80
F160—Built-in Tumbler Holder, 6x6.... 4.40
F170—Built-in Sponge Holder, 6x6.... 7.10

BRASSCRAFTERS ALL WHITE ACCESSORIES—

14086—Slab Soap Dish.... 3.00
14039—Wall Soap Dish.... 2.90
14076—Wall Soap Dish.... 3.35
14049—Wall Soap Dish.... 4.30
14073—Wall Soap Dish.... 3.00
14044—Tub Rim Soap Dish.... 2.60
14080—Tub Rim Soap Dish.... 3.50
12306—6-inch Three arm Swinging Bar.... 4.50
12103—14-inch Three arm Swing Bar.... 5.90
12518—⅝x18-inch Towel Bar.... 3.35
12524—24-inch Towel Bar.... 3.75
12530—30-inch Towel Bar.... 4.55
11818—¾x18-inch Towel Bar.... 4.00
11824—24-inch Towel Bar.... 4.40
11830—30-inch Towel Bar.... 5.00
11612—1x12-inch Towel Bar.... 5.90
11618—18-inch Towel Bar.... 6.40
11624—24-inch Towel Bar.... 6.60
11630—30-inch Towel Bar.... 7.35
11912—1½x12-inch Towel Bar.... 12.00
14241—Wall Pattern Soap and Sponge Holder.... 11.70
14502—Wall Towel Basket.... 19.90
15124—Tumbler and Toothbrush Holder.... 4.80
15118—Tumbler and Toothbrush Holder.... 4.95
15167—Tumbler Holder.... 3.40
15235—Combination T. T. B. and Soap.... 11.90
15222—Combination T. T. B. and Soap.... 8.15
15150—Tooth Brush Holder.... 1.40
15103—Tooth Brush Holder.... 1.60
15176—Tumbler Holder.... 3.40
15195—Tumbler and Toothbrush Holder.... 4.80
15192—Tumbler and Toothbrush Holder.... 4.95
15298—Tumbler and T. B. and Soap.... 11.90
15291—Tumbler and T. B. and Soap.... 8.15
15297—Tumbler and T. B. and Soap.... 6.95
15293—Tumbler and T. B. and Soap.... 12.70
14811—Comb Tray.... 5.70
14800—Comb Tray.... 6.95
15752—6x24 Shelf.... 10.95
15706—5x20 Shelf.... 8.00
15710—5x18 Shelf.... 7.70
15712—5x24 Shelf.... 8.20
15714—5x30 Shelf.... 9.50
15301—5x20 Rail.... 4.55
15202—5x24 Rail.... 5.00
15304—5x30 Rail.... 5.70
15307—6x24 Rail.... 5.75
15435—Paper Holders (Roll).... 6.15
15420—Paner Holders (Roll).... 2.90
15451—Paper Holders (Sheets).... 4.95
15510—Hooks.... .60
15528—Hooks.... 1.10
15513—Hooks.... 1.30
15534—Hooks.... 2.55
15533—Hooks.... 3.20
15521—Hooks.... 1.15
15520—Hooks.... 1.20
15501—Hooks.... 1.75
14510—Stool.... 12.70

CHURCH BATH ROOM TRIMMINGS—

No. 2 White Pyralin Routh Bath Stool, Rub'r Bumpers. 19.15
No. 7 White Pyralin Square Bath Stool, Cork Top.... 22.20
No. 1 French Beveled Plate Glass Oval Mirror with White Pyralin Frame, 16x4.... 34.30
No. 2, same, 20x28.... 48.35
No. 1, same, Oblong with Square Corners.... 42.50
No. 2, same, 20x28.... 42.20
No. 3, same, 20-inch Round.... 36.70
No. 4, same, 24-inch.... 48.35

BRASSCRAFTERS NICKEL PLATED ACCESSORIES—

1612—1x12-inch N. P. Towel Bar.... 4.55
4600—20-inch Roller Towel Bar with Lock.... 5.75
2112—14-inch 2-arm Crystal Swing Rack.... 3.40
2113—14-inch 3-arm Crystal Swing Rack.... 4.55
2818—⅝x18-inch Crystal Bar.... 2.18
2824—24-inch Crystal Bar.... 2.40
2918—1x18-inch Crystal Bar.... 3.75
2924—24-inch Crystal Bar.... 4.27
2930—30-inch Crystal Bar.... 5.00
2936—36-inch Crystal Bar.... 6.70
2618—⅝x18-inch Opal Bar.... 2.15
2624—24-inch Opal Bar.... 2.40
2718—1x18-inch Opal Bar.... 3.95
2724—24-inch Opal Bar.... 4.35
2730—30-inch Opal Bar.... 5.10
2736—36-inch Opal Bar.... 6.80
5610—5x18-inch Crystal Shelf.... 4.95
5612—5x24-inch Crystal Shelf.... 5.40
5606—5x20-inch Crystal Shelf.... 5.10
5301—5x20-inch N. P. Shelf Rail.... 3.50
5101—Crystal Tooth Brush Holder.... .95
5150—Opal Tooth Brush Holder.... 1.00
5108—N. P. Tooth Brush Holder.... .55
5146—Comb, Tumbler and T. B. Holder.... 1.70
5191 and 5117—Tumbler Holder.... 2.40
5170—Tumbler Holder.... 1.15
5196 and 5141—Tumbler and Toothbrush Holder.... 3.35
5222—Tumbler, T. B. and Soap Holder.... 6.60
5291—Tumbler, T. B. and Soap Holder.... 6.60
5293—Tumbler, T. B. and Soap Holder.... 9.00
5298—Tumbler, T. B. and Soap Holder.... 9.35

DRAIN COCKS—E1739—T. H. Compression for Range Boiler Hose or Plain Rough, N. P., ½-inch $1.00; ½x¾, $1.10.

URINAL COCKS—E1765—Self Closing N. P., ½-inch, $3.10.

BALL COCKS—E1771—Silent ½-inch O. D. without Integral Stop, less Ball and Stem, $1.10.

BASIN COCKS—

E1876—N. P. Comp. 4-arm China Index Brass Handle with Nut for O. D. Tubing.... 1.95
E1887—N. P. Comp. 4-arm, All China Index Handle with Nut for O. D. Tubing.... 2.90
E1902—Rapidac N. P. China Index Side Lever Handle with Nut for O. D. Tubing.... 2.70
E1905—Rapidac N. P. China Index Top Lever Handle with Nut for O. D. Tubing.... 2.20
E1912—Rapidac N. P. 4-arm, All China Index Handle with Nut for O. D. Tubing.... 2.95
E1915—Rapidac N. P. Double China Index Side Lever Handle with Special Br. Y. with Nut for O. D. Tub.... 10.40
E1926—Rapidac N. P. China Index Side Lever Handle (large pattern), Nut for O. D. Tubing.... 5.30
E1985—Self Closing N. P. 4-arm Brass Handle China Index Nuts with Nut for O. D. Tubing.... 3.60
E1995—Self Closing N. P. China Index Lever Handle, Plain Brass Nut with Nut for O. D. Tubing.... 4.20

CLOSETS AND TRIMMINGS

CLOSET SEATS—

L3500—White Seat, less Cover.... 18.35
L3600—Birch Mahogany, less Cover.... 5.55
L3700—Oak, less Cover.... 5.35
L3501—White Seat and Cover.... 14.35
L3601—Birch Mahogany and Cover.... 5.55
L3701—Oak and Cover.... 5.35
B. O. T. Church, B326, 47-1A, L3503—All White Seat and Cover, White Hinge.... 22.70
L3515—White Crescent Seat.... 14.40
L3615—Birch Mahogany Seat.... 10.15
L3615½—Birch Mahogany, Cantonment Type.... 5.20
L3715—Oak Seat, Mahogany, Cantonment.... 4.90
L3715—Oak Seat, Cantonment Type.... 4.70
L3516—White Crescent Seat and Cover.... 18.20
L3616—Birch Mahogany Crescent Seat and Cover.... 10.70
L3716—Oak Crescent Seat and Cover.... 10.70
L3520—White Horseshoe Seat.... 16.70
L3620—Birch Mahogany Horseshoe Seat.... 10.15
L3720—Oak Horseshoe Seat.... 10.15
L3521—White Horseshoe Seat and Cover.... 21.80
L3621—Birch Mahogany Horseshoe Seat and Cover.... 10.70
L3721—Oak Mahogany Seat and Cover.... 10.70
L3535—White Extended Seat Closet Front.... 20.00
L3635—Birch Mahogany Extended Seat Closet Front.... 13.35
L3735—Oak Extended Seat Closet Front.... 13.35
L3536—White Extended Closet Front with Cover.... 25.00
L3636—Birch Mahogany Ext. Closet Front with Cover. 16.70
L3736—Oak Extended Closet Front with Cover.... 16.70
L3565—White Extended Open Front and Back.... 21.70
L3765—Oak Extended Open Front and Back.... 16.90
L3566—White, Ditto, with Cover.... 26.70
L3766—Oak, Ditto.... 20.00

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

DRAINS

DRAINS, CESSPOOLS, ETC.—
Extra Heavy Stable Cesspool—12x12x10, $8.75 each; 16x16x10, $11.25.
C. I. Plain Top Cesspools—6x6x2, $1.10 each: 9x9x3, $1.90; 12x12x4, $3.35; 13x13x4, $3.95.
C. I. Extra Heavy, Hinged Top—6x6x2, $1.75 each; 9x9x3, $3.15; 12x12x4, $7.50; 13x13x4, $9.40.
Galvanized Refrigerator Drains, 1¼-in. I. P., $1.60 each.
Blake, Iron wf. B. W. Valve—G102, 2-inch, $10.15 each; G103, 3-inch, $16.50; G104, 4-inch, $24.75.

JOSAM DRAINS—
I. P. Govt. Pattern—203A, 5x2-inch, $14.40 each; 207A, 6x3-inch, $20.00; 2003A, 6x2-inch, $21.60.
300—4-inch N. P. Strainer, 2-inch I. P., $8.15 each.
Roof Drains—400, 4-inch, $14.40; 401, 5-inch, $17.55; 402, 6-inch, $19.20.
Wood Roof Drains—400A, 4-inch, $19.20 each; 401A, inch $22.55; 402A, 6-inch, $24.00.
Floor Drains, 4-inch I. P.—500A, 10-inch, $13.15; 600, 8-inch, $9.00.

M. & J. SAFETY DRAIN WITH B. W. VALVE—
2-inch Flat Iron Top, $19.80 each; 4-inch Flat Iron Top, $28.95; 4-inch Raised Iron Top, $37.95.

SHOWER STRAINERS—
3¾-inch N. P. Top by 1½-inch I. P. Female Outlet, P2998, $2.40 each; 4-inch ditto by 2-inch ditto, $2.70.
5-inch N. P. Top by 2-inch I. P. Outlet Combination Drain and Trap. P2986, $10.35.

PENBERTHY AUTO CELLAR DRAINERS—
No. 1, $32.25 each; 2, $54.00; 3, $74.40. No. 1, Non-Automatic, $21.90.
Washing Machine Drainers, $4.20 each. Hose and Adapters, 80c.

FIRE AND HOSE GOODS

FIRE HOSE, RACKS, EXTINGUISHERS, ETC.—
No. 901—Antex Electric Light Extension Reel with 25 feet of Flexible Waterproof Cord.....16.00
No. B1101—2½-gal. Badger's Chemical Extinguisher..20.00
No. B1107—Extra Hose with Nozzle..... 1.50
No. B1108—Hanger..... .25
No. B1106—8-oz. Acid Bottles..... .25
No. B1114—Universal Soda and Acid Recharge..... .75
No. 0—Fire Gun Extinguisher, 1 qt.....10.00
No. 1—Fire Gun Extinguisher, 1¼ qt.....12.00
No. 2—Fire Gun Extinguisher, 1½ qt.....14.00
Universal Liquid for Recharging Fire Gun, per quart.. 1.75
No. B1118—2½-gal. Foamite Firepan Extinguisher...30.00
No. B1118—Pump Tank Extinguisher, 5-gal.....15.00
No. M1201—1-pint Safety Gasoline Cans..... 3.00
No. M1204—1-quart Safety Gasoline Cans..... 3.35
No. M1202—2-quart Safety Gasoline Cans..... 4.65
No. M1205—1-gal. Safety Gasoline Cans..... 5.35
No. M1203—3-gal. Safety Gasoline Cans..... 8.60
No. M1206—5-gal. Safety Gasoline Cans.....10.00
No. M1207—6-gal. Justrite Oily Waste Can..... 6.65
8-gal. Justrite Oily Waste Can..... 7.35
10-gal. Justrite Oily Waste Can..... 8.00
No. S502—Small First Aid Kit..... 7.50

GAS WATER HEATERS

AUXILIARY TYPE—
No. 1½, Lion, No. 25 Ruud, Double Copper Coil.19.70
No. 2, Lion, No. 35 Ruud, Triple Copper Coil..43.50

STORAGE TYPE—
Pittsburg or Ruud Multi-Coil Storage Heaters—

No.	Each
30	50.00
50	60.00
100	240.00
200	285.00
300	350.00
500	570.00

Moment Valve Thermostats—

No.	Each
30, ¾-inch	40.00
50, ¾-inch	40.00
100, ¾-inch	65.00
200, 1-inch	70.00
300, 1-inch	70.00
500, 1½-inch	80.00

AUTOMATIC TYPE—
Pressure Valve, Pittsburgh—

No.	Each
2 (Old No. 50)	105.00
2½ (New No. 50)	120.00
3 (New No. 60)	165.00

Thermostat Type Pittsburgh

No.	Each
2½ (New No. 55)	135.00
3 (New No. 65)	190.00
4	240.00
6	310.00
8	410.00

Combination Boiler and Heater—
No. 30, Royal Auto.. 89.40
No. 40, ditto with Thermostat 103.15
Marvel, ditto, less Thermostat 41.25
No. 40, ditto 50.00

LEAD GOODS

HALF AND HALF SOLDER—500 lb. lots, $29.35; 100 lb. lots, $30.70; Less, $32.00.
EXTRA WIPING SOLDER—500 lb. lots, $25.35; 100 lb. lots, $26.70; Less, $28.00.
Wire Solder, Smooth, $33.35.
CALKING LEAD—2000 lb. lots, $8.40; 500 lb. lots, $8.75; Less, $9.10.
PIG LEAD—2000 lb. lots, $8.10; 500 lb. lots, $8.40; Less, $8.75.
SHEET LEAD—Full Rolls, $13.10; Cut Pieces, full width, $13.40; Cut Pieces, odd sizes, $14.40.
¼-inch Lead Tubing, $16.25.
Bar Tin, $50.00.
Block Tin Pipe, full reel and coils, $50.70.
Block Tin Pipe, cut pieces, $68.70.
LEAD BENDS—4x5½x10, $1.50 each: 4x5½x12, $1.70; 4x5½x15, $2.00; 4x5½x18, $2.30; 4x5½x20, $2.50. 4x10x10, $1.95; 4x10x12, $2.15; 4x10x15, $2.45; 4x10x18, $2.75; 4x10x20 $2.90.
LEAD PIPE—⅜-inch to 1½-inch, full reels and coils, $11.75; 2, 3, 4-inch Lead Soil Pipe, full lengths, $11.75; Other sizes 2½ to 5-inch, full lengths, $12.40; Cut Pieces, all sizes, $13.10.
Note—Add to lead pipe when full reels are taken $2.70 per reel.
Wood reels when returned to American Smelters Securities Co., San Francisco, Cal., direct via prepaid freight will be credited at $2.00 each net, no freight allowance, on receipt of prepaid B. L.
LEAD WASHERS—$26.20 per 100 lbs.
LEAD WOOL—$18.70 per 100 lbs.
TRAPS—Standard—1¼ Short "P," 50c each; 1¼ Long "P," 75c; 1½ Short "P," 75c; 1½ Long "P," $1.05. 1¼ Short "S," 60c; 1¼ Long "S," 95c; 1½ Short "S," 90c; 1½ Long "S," $1.35.
Extra Heavy—1¼ Short "P," 80c each; 1¼ Long "P," $1.15; 1½ Short "P," $1.10; 1½ Long "P," $1 50. 1¼ Short "S," 90c; 1¼ Long "S," $1.45; 1½ Short "S," $1.25; 1½ Long "S," $1.95.
COMBINATION BENDS AND FERRULES—4x5½x12, $2.20 each; 4x5½x14, $2.40; 4x5½x16, $2.60.
COMBINATION FERRULES, LEAD AND IRON—4x4, 50c each; 4x6, 85c; 4x8, $1.05; 4x10, $1.25; 4x12, $1.40; 4x14, $1.60; 4x16, $1.75.
Lead Traps and Bends not shown above—Barrel lots, plus 40 per cent; Less, 50 per cent.
Lead Drum, Traps, Comb, Lead and Iron Ferrules and Bends, and Soldering Nipples—Barrel lots, plus 40 per cent; Less, 50 per cent.

PIPE

PIPE—Random	Wrought Steel Blk.	Wrought Steel Gal.	Wrought Iron Blk.	Wrought Iron Gal.	Standard Thread
⅛	4.80	7.00	.....	.....	.16
¼	4.95	7.40	11.10	14.35	.16
⅜	4.95	7.40	11.10	14.35	.16
½	6.35	8.15	11.35	14.55	.16
¾	7.90	10.00	13.90	17.55	.16
1	11.15	14.30	19.95	25.35	.18
1¼	15.10	19.35	26.95	34.30	.22
1½	18.00	23.15	32.20	40.95	.24
2	24.15	31.10	46.40	57.70	.30
2½	39.95	51.15	74.00	87.15	.46
3	52.15	66.95	96.75	113.95	.60
3½	67.20	84.90	116.35	163.15	.76
4	79.55	100.95	137.90	193.30	1.06
5	112.15	141.75	207.30	262.30	1.66
6	145.55	184.00	268.90	340.50	2.10
7	200.00	253.35	.....	.....	2.56
8, 25 lb.	209.35	265.35	.....	.....	3.00
9	294.70	.....	.....	.....	3.76
10, 32 lb.	320.00	.....	.....	.....	4.50
12	412.00	.....	.....	.....	7.50

Cutting Charge—⅛ Standard Threading. All prices quoted per 100 feet.
Plugged and Reamed—2-in., $40.00; 2½-in., $65.95; 3-in., $86.40.

PIPE FITTINGS

CAST IRON—BLACK—

	⅛	⅜	½	¾	1	1½	2	3	4
Bends, Y	...	...	.31	.48	.52	1.00	1.43	3.80	6.08
Bends, Rt. O.P.	...	...	...	.40	.46	.84	1.25	3.34	9.88
Bends, Rt. CP	...	...	.27	.81	.32	.62	.87	2.58	7.60
Bushings	.05	.05	.05	.06	.08	.12	.18	.39	.65
Crosses	...	...	.24	.32	.41	.81	1.14	3.04	...
Elbows, 90 dg.	.08	.08	.09	.12	.16	.31	.43	1.14	1.92
Elbows, 45 dg.	.09	.09	.11	.15	.18	.37	.52	1.37	2.20
Elbows, Red.	.....	.09	.11	.14	.18	.35	.49	1.29	2.13
Plugs	.08	.03	.03	.04	.05	.09	.13	.33	.54
Tees	.12	.12	.14	.18	.23	.44	.63	1.67	2.66

MALLEABLE—BLACK—

	⅛	¼	⅜	½	¾	1	1½	2	3	4
Bends, Rt. OP	...	.26	.32	.54	1.26	1.62	....	....	....	....
Bends, Rt. CP	...	.21	.24	.46	.74	1.06	....	....	....	....
Caps	.04	.04	.06	.10	.12	.22	.36	.86	1.42	....
Crosses	.08	.14	.20	.28	.46	.58	.96	2.86	5.46	....
Crosses, Red.	....	.12	.22	.30	.54	.66	1.18	3.46	6.66	....
Couplings, WI.	.10	.10	.12	.16	.24	.38	.50	1.08	1.80	....
Elbows, 90 dg.	.06	.08	.10	.08	.14	.28	.48	1.42	3.08	....
Elbows, Red.	.16	.10	.12	.18	.20	.34	.62	1.78	3.30	....
Elbows, 45 dg.	.04	.04	.04	.08	.14	.20	.32	.62	1.38	2.76
Elbows, St.	.04	.06	.06	.10	.18	.18	.32	.62	2.04	4.76
Locknuts	.02	.02	.02	.04	.10	.14	.18	.26	.58	1.04
Reducers	.10	.06	.08	.12	.20	.24	.42	1.14	1.90	....
Tees	.06	.10	.12	.10	.16	.38	.64	1.76	3.56	....
Tees, Red.	.18	.12	.16	.22	.22	.48	.84	2.18	4.42	....
Tees, 4-way	.....	.10	.18	.22	.40	.96	1.52	....	....	....

MALLEABLE—GALVANIZED—

	⅛	¼	⅜	½	¾	1	1½	2	3	4
Bends, Rt. OP	...	.38	.48	.78	2.06	2.68	5.94	....	....	....
Bends, Rt. CP	...	.34	.36	.66	1.18	1.88	....	....	....	....
Caps	.06	.08	.08	.14	.18	.36	.58	1.42	2.98	....
Crosses	.10	.20	.30	.42	.66	1.04	1.66	4.76	9.02	....
Crosses, Red.	....	.18	.32	.46	.80	1.14	1.90	5.70	10.92	....
Couplings, WI	.10	.14	.18	.24	.32	.58	.72	1.44	2.52	....
Elbows, 90 dg.	.08	.12	.14	.14	.34	.48	.80	2.38	5.10	....
Elbows, Red.	.22	.14	.18	.26	.30	.58	1.04	2.94	6.12	....
Elbows, 45 dg.	.06	.08	.12	.20	.30	.62	.96	2.28	4.60	....
Elbows, St.	.08	.10	.16	.28	.30	.54	1.04	3.42	8.04	....
Locknuts	.04	.04	.08	.14	.20	.26	.42	.90	1.72	....
Reducers	.14	.08	.12	.18	.28	.40	.68	1.90	3.50	....
Tees	.10	.16	.18	.18	.28	.64	1.12	2.90	5.94	....
Tees, Red.	.18	.20	.22	.34	.36	.80	1.38	3.62	7.36	....
Tees, 4-Way	.....	.16	.26	.34	.60	1.34	2.24	....	....	....

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RETAIL SELLING PRICES—Continued.

NIPPLES—WROUGHT IRON—Per 100—Black—

	⅜	½	¾	1	1½	2	3	4
Cl. Sh....	3.42	4.28	4.80	6.40	10.40	14.40	38.40	72.68
Long	5.14	5.98	7.20	10.40	16.00	21.60	57.60	102.60
4-in. Long	5.98	6.84	....	....	....	....	....	....
5-in. Long	6.84	8.56	8.80	12.00	20.00	25.60	....	....
6-in. Long	8.56	10.26	10.40	14.40	23.20	30.40	68.00	....

NIPPLES—GALVANIZED—Per 100—

Cl. Sh. ..	5.40	5.40	6.84	9.40	17.96	23.08	59.86	121.50
Long	9.90	9.90	11.98	16.24	29.92	40.18	94.06	168.80
4-in. Lg.	10.80	11.70	....	....	....	....	....	....
5-in. Lg.	13.50	14.40	15.40	20.52	33.34	44.46	....	....
6-in. Lg.	15.30	16.20	17.96	23.94	39.34	52.16	111.16	....

PIPE CUT TO ORDER

On Pipe cut to specified lengths, where the loss occasioned by cutting up stock lengths is assumed, a higher price is charged than for pipe in random lengths. This advance covers the pipe only, and there is an extra charge for cutting and threading as follows:

(1) Pipe cut to special lengths and threaded both ends, two threads are charged for each piece of pipe furnished, and no charge made for the cut.

(2) Where one end of the pipe is left blank, the charge is for one thread and one cut on each piece, the price of the cut being one-half of the threading list.

(3) Where both ends are left blank, a charge is made for all cuts and for the one thread necessary to make the remaining scrap salable. This applies to whatever the number of cut pieces may be.

(4) When pipe is made up to sketch, all couplings used are charged for and all pipe is charged at cut length prices.

(5) When pipe of any size is furnished in exact lengths longer than one random length by coupling on a short piece, the cut price is charged for the entire length. All couplings furnished are charged for, but only two threads. This applies to whatever number of random lengths may be included in the run.

(6) A customer can make his own measurements, and to call for the exact lengths necessary to make up the run required, which will be charged at the cut price with two threads with additional charge for any extra couplings furnished.

(7) In the case of an order for specified amount of pipe, WHERE EXACT MEASUREMENTS ARE NOT ABSOLUTELY NECESSARY, the cut length price may be charged for the last piece furnished necessary to equal the amount called for after the random measurements have been ascertained.

(8) When pipe is furnished in random lengths by customer (he assuming the loss on the scrap), to be cut to order, the actual work done is charged for; that is, all cuts and all threads actually made. In such cases the scrap belonging to the customer, and no credit allowed for same.

(9) In charging cut pipe, no allowance is made for couplings or for threads already on the pipe.

(10) Where pipe in sizes to 2 feet inclusive is cut on roller cutter in pieces of 12 inches or less and not reamed or threaded, one cut is charged for each piece at one-quarter of the Threading list.

PLUMBERS' TOOLS

STOCKS AND DIES—Walworth Standard Stocks and Dies (Solid Die Type)—No. 0, complete, ¼-inch to ½-inch, $10.40 each; No. 1, ¼-inch to 1-inch, $13.65; No. 1½, ¾-inch to 1¼-inch, $12.35; No. 1¾, $12.35; No. 2, 1¼-inch to 2-inch, $18.85; No. 3, 2½-inch to 3-inch, $45.50.

Extra Dies and Bushings—List plus 50 per cent.

Miller's Reversible Ratchet Stocks and Dies—"B" complete, ¼-inch to 1-inch, $21.20 each; "C," 1-inch to 1½-inch, $24.05; "D," 1¼-inch to 2-inch, $28.10.

Extra Dies, Bushings and Die Frames, List plus 30 per cent. All other Parts, List plus 40 per cent.

Armstrong Stocks and Dies—No. 1, ⅛ to ½-inch, $10.80 each; No. 2, ¼ to 1-inch, $14.40; No. 2½, ½ to 1¼-inch, $16.80; No. 3, 1 to 2-inch, $25.20.

Extra Dies—List plus 30 per cent. All other Repairs list plus 30 per cent.

Toledo Stocks and Dies—No. 00 complete, ⅛ to ¾-inch, $32.00 each; ¼ to ¾-inch, $27.20; ½ to ¾-inch, $16.00.

Dies with Heads—⅛, ¼ or ⅜-inch, $4.80; ½ or ¾-inch, $5.60.

Extra Dies (4 segments), all sizes, $3.20 each.

Ratchet only, $4.80.

No. 0 complete, ⅛ to ¾-inch, $25.60. R. H. Dies, complete, 3 sets, $12.00. L. H. Dies complete, 5 sets, $20.00.

No. 1 complete, 1 to 2-inch, $31.20.

1-A Ratchet complete, 1 to 2-inch, $39.04. Dies complete (3 sets), 1¼, 1½, $8.30. Same, Single Set, 4 pieces, $2.76. 2-inch Dies for No. 1 or 1-A, $3.76.

No. 2 complete, 2½ to 4-inch, $110.00. Dies, complete, 4 sets, $35.20. Dies, single sets, 5 pieces, $8.50.

No. 3 complete, 4½ to 8-inch, $330.00. Dies, complete, 5 sets, $66.00; Dies, single sets, 5 pieces, $13.20.

No. 4 complete, 9, 10 and 12-inch, $550.00. Dies complete 3 sets, $66.00. Dies, single set, 5 pieces, $22.00.

No. 10 complete, 1 to 2-inch, $36.40. R. H. Dies complete, 4 pieces, $5.52. L. H. same, $5.52.

No. 10-A Ratchet, complete, 1 to 2-inch, $44.20.

No. 25, complete, 2½ to 6-inch, $253.04. Dies, complete, 4 pieces, $8.80. All other repairs, list plus 30 per cent.

Toledo Power Drive, D. C. or A. C. Motor, $660.00 each.

Beaver Stocks and Dies—No. 3 Ratchet, complete, ⅜ to 1-inch, $43.20 each. Extra Die Heads and Chasers, ⅜-inch, $5.40. Same, ½ or ¾-inch, $6.30; 1-inch, $7.20. Extra Chasers, any size (4), $4.50.

No. 6 Beaverette, complete, ¼ to ¾-inch, $24.00. Extra Dies, per set, $4.50.

No. 25, complete, 1 to 2-inch, $39.00; Extra Dies per set, $5.75.

No. 26 Ratchet, complete, 1 to 2-inch, $45.50.

No. 41, complete, 2½ to 4-inch, $118.00. Extra Dies per set, $18.50.

No. 61 complete, 2½ to 6-inch, $264.00. Extra Dies, per set, $28.00. Other Repair Parts, List plus 50 per cent.

WRENCHES—Warnock Brass Pipe Wrenches—12-inch, ⅛ to 2-inch, $5.00 each; 18-inch, 1 to 5-inch, $10.00. Extra Straps— 12-inch, $1.00; 18-inch, $2.00. Basin Wrench, $2.30; Spud Wrench for Radiator Nipples, $3.00.

Vulcan Bijaw Pipe Wrenches—No. 30 or 10, ½ to ¾-inch, $4.50 each; No. 31 or 11, ⅛ to 1½-inch, $6.30; No. 32 or 12, ¼ to 2½-inch, $9.00; No. 33 or 13, ¾ to 4-inch, $12.60; No. 33½ or 13, 1 to 6-inch, $16.20; No. 34 or 14, 1½ to 8-inch, $19.80; No. 35 or 15, 2 to 12-inch, $32.40. Extra Parts, List plus 100 per cent.

Agrippa Chain Wrenches—No. 21, ⅛ to 1½-inch, $6.50 each; No. 22, ¼ to 2½-inch, $9.30; No. 23, ¾ to 4-inch, $13.00; No. 23½, 1 to 6-inch, $16.75; No. 24, 1½ to 8-inch, $20.50; No. 25, 2 to 12-inch, $33.50. Extra Parts, List plus 100 per cent.

Walworth Bostong Wrenches—No. 0, 1 to 4-inch, $18.00 each; No. 1, 2 to 6-inch, $32.00; No. 2, 2½ to 10-inch, $64.00; No. 3, 3 to 14-inch, $120.00.

Walworth Reversible Bostong Wrenches—No. 2, ¼ to 2-inch, $13.20 each.

PIPE CUTTERS—Barnes Three Wheel Type—No. 1, ⅛ to 1-inch, $4.50 each; No. 2, ⅛ to 2-inch, $6.00; No. 3, 1½ to 3-inch, $10.00; No. 4, 2½ to 4-inch, $20.00; No. 5, 4 to 6-inch, $30.00; No. 6, 6 to 8-inch, $40.00. Extra Parts, List plus 20 per cent.

Knurled Wheels—No. 1, 70c each; No. 2, 84c; No. 3 $1.12; No. 4, $1.40; No. 5, $1.54.

Saunders Roller Type—No. 1, ⅛ to 1-inch, $3.90 each; No. 2, 1 to 2-inch, $5.96; No. 3, 2 to 3-inch, $14.30; No. 4, 2½ to 4-inch, $23.40; No. 5, 4 to 6-inch, 36.40. Extra Parts, List plus 40 per cent.

Knurled Wheels—No. 1, 70c each; No. 2, 84c; No. 3, $1.12.

Trimo—No. 1, ⅛ to 1¼-inch, $4.95 each; No. 2, ⅛ to 2-inch, $6.60; No. 3, 1¼ to 3-inch, $11.00. Extra Parts, List plus 20 per cent.

Beaver Square End—No. 1, ⅛ to 1-inch, $27.00 each; No. 5, ⅛ to 2-inch, $30.00; No. 10, 2½ to 4-inch, $120.00.

Extra Knives, per set—No. 1, $1.80 each; No. 5, $2.24; No. 10, $3.74.

Toledo—No. 250, 2½ to 6-inch, $168.00 each. Extra Blades (Set of 4), $1.76.

MISCELLANEOUS CUTTERS—Chesterton or Fletcher Gauge Glass Cutter, A5903, $4.00 each.

Gasket Cutter, $1.80.

PIPE TAPS AND REAMERS—R. H. A4201—⅛ to 1-inch, List less 20 per cent; 1¼ to 2-inch, List less 10 per cent; 2½ to 3-inch, List plus 40 per cent; 3½ to 4-inch, List plus 70 per cent..

L. H. A4201 and Reamers A4202—⅛ to 1-inch, List plus 10 per cent; 1¼ to 2-inch, List plus 82 per cent; 2½ to 3-inch, List plus 70 per cent; 3½ to 4-inch, List plus 110 per cent.

Combined Drill and Tap—A4208, ¼ to 4-inch, List plus 10 per cent.

Mueller Ratchet Reamer—ER E4850, ⅜ to 1¼-in., $12.48 each; E4851, ⅜ to 3-inch, $18.16.

Reed No. 6 Bit Brace Taper Burring Reamer—⅜ to 3-inch, $19.20 each.

TORCHES AND FIRE POTS, C. & L.—No. 31 Torch, 1 qt., $14.60 each; No. 32, 1 qt., $15.36; No. 37, 1 pt., $13.06; No. 38, 1 pt., $17.66; No. 108, 1 qt., $14.60.

No. 1 Firepot, 7 pts., $26.12 each; No. 5, 5 pts., $23.82; No. 10, 1 gal., $14.40; No. 20, 1 gal. with Pump, $15.94; No. 21, 1 gal., $20.36. Parts, List less 4 per cent.

RANGE BOILERS

Standard Galvanized Vertical Pattern, High or Low Top—

No.	Each.
18, 12x36	12.00
24, 12x48	12.00
30, 12x60	12.00
40, 14x60	16.35
52, 16x60	28.00
66, 18x60	48.00
82, 20x60	58.00
100, 22x60	80.00
120, 24x60	90.70
144, 24x72	146.70
168, 24x84	135.35
192, 24x96	160.00

Standard Galvanized Horizontal—

No.	Each.
30, 12x60	13.20
40, 14x60	18.00
52, 16x60	30.80
66, 18x60	52.80

Extra Heavy Galvanized Vertical or Horizontal—

No.	Each.
30, 12x60	14.70
40, 14x60	19.35
52, 16x60	37.35
66, 18x60	68.70
82, 20x60	82.00
100, 22x60	112.00

Double Extra Heavy, Vertical, six-year guarantee—

30, 12x60	20.00

No.	Each.
40, 14x60	26.70

Graves 300-lb. W. P. 6-year guarantee Boiler, coated with heat proof blue enamel—

No.	Each.
30, 12x60	47.50
40, 14x60	57.35

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RETAIL SELLING PRICES—Continued.

Range Boilers—Continued.

Extra Heavy, Horizontal or Vertical, with 1-inch Steam Coil—

30, 12x60 ..... 43.35
40, 14x60 ..... 50.70
52, 16x60 ..... 76.70
66, 18x60 .....110.00
82, 20x60 .....133.35
100, 22x60 .....166.70

Boiler Stands—

Hawks Universal..... 2.70
Sanders Adjustable ... 2.15
Foster 2.15

12-in. American Ring.. 2.20
14-in. American Ring.. 2.55
16-in. American Ring.. 3.60
18-in. American Ring.. 5.00
20-in. American Ring.. 6.00
22-in. American Ring.. 8.00
24-in. American Ring.. 9.35
½-in. Range Boiler Relief Valves 2.00
½-in. Stack Combination Relief Valves & Faucets. Set 85 lbs..... 7.35
Ditto, Set 150 lbs..... 7.35

SINKS AND FOUNTAINS

WASH SINKS—(Less Bibbs and Trap)—F910, P6450—3-ft., $64.50; 4-ft., $82.20; 5-ft., $100.00; 6-ft., $135.50.

P6495, Enameled inside, less Supply Pipe and Bibbs—48x24-in., $40.00; 60x24-in., $60.00; 72x24-in., $73.35.

P6496, Enameled inside, less Supply Pipe and Bibbs—4x24-in., $60.00; 5x20-in., $76.00; 5x24-in., $85.35; 6x20-in., $96.70; 6x24-in., $112.70.

DOUBLE WASH SINK COCKS—H1645, P6500, $7.35; P6501, $8.00; H1640, P6502, $8.85; H1635, P6503, $10.00; P6504, $10.00.

CHICAGO FAUCET DRINKING FOUNTAINS—A6700, $20.00; A700, with Trap, $18.00; A7100, Self Closing, $7.00; A7200, Self Closing, $5.35; A7400, Self Closing, Swinging, $11.00; A7700, Self Closing, $8.70; A7800, Self Closing, $7.00; A8000, Self Closing, Swinging, $14.00; A8100, Self Closing, Swinging, $12.70; A8600, Nozzle, ½-in., I. P., $1.50.

GLAUBER DRINKING FOUNTAINS—H503A, $11.35; H504E, $10.40; H510A, $12.00; H510B, $12.00.

MUELLER DRINKING FOUNTAINS—E3728, $8.95; E3729, $10.65.

RUBBER MATS—P6990, for Interchangeable Drain Board—18x18-in., $3.50; 18x24-in., $4.50; 20x18-in., $3.70; 20x24-in., $4.70; 22x18-in., $4.00; 22x24-in., $5.35.

P6991, P6706-7, P6715-16, P6720-21—20x24-in., $3.70; 20x30-in., $4.35; 22x36-in., $5.35.

P6710—20x30-in., $4.35; 22x32-in., $4.70; 22x36-in., $4.70.

P6730-31, P6230-31—30x30-in., $4.35; 22x36-in., $5.35.

P6814—22x26-in., $4.00.

P6815-16—20x24-in., $3.70; 20x30-in., $4.35; 22x30-in., $4.50; 22x36-in., $5.35.

P6817-18, P6822-23, P6826-27—20x30-in., $3.50.

ADJUSTABLE SINK LEGS—P6992—Type "A"—Painted, $2.65 each; enameled, $4.00.
Type "B"—Painted, $3.50 each; Enameled, $5.85.

The Adjustable Sink Legs have an adjustment of 6 inches, making it possible to set the Sink at any height ranging from 30 to 36 inches from floor to top of rim.

SINK BACKS—K1176, C730, P7010—20-in., $5.70; 24-in., $6.80; 30-in., $7.50; 36-in., $10.90; 40-in., $12.50; 42-in., $16.40; 48-in., $18.70.

END PIECES—K1182, P7012—18-in., $5.70; 20-in., $6.20; 22-in., $6.90.

FLAT RIM SINKS—K1160, C725, P7020, with Nickel Plated Duplex Strainer—12x18-in., $6.80; 14x20-in., $8.80; 16x24-in., $9.60; 18x24-in., $9.70; 18x30-in., $9.80; 18x36-in., $14.40; 20x24-in., $9.80; 20x30-in., $10.00; 20x36-in., $15.70; 22x36-in., $18.50; 20x40-in., $20.00.

STEEL SINKS—New Era Galvanized—16x24-in., $5.30; 18x30-in., $6.90; 18x36-in., $7.80; 20x30-in., $7.80; 20x36-in., $9.30; 20x40-in., $10.70.

New Era, Painted—16x24-in., $4.40; 18x30-in., $5.60; 18x36-in., $6.70; 20x30-in., $6.40; 20x36-in., $8.00; 20x40-in., $9.35.

GREASE TRAPS—No. 27 Wade—5-gal., 10x12-in., $53.40; 10-gal., 12½x14-in., $93.40.

SLOP SINKS—(Less Fittings)—K1200, C750, P7200—16x20-in., $38.00; 18x22-in., $44.00; 20x22-in., $46.70; 20x24-in., $49.40.

K1212, P7235—16x20-in., $34.00; 18x22-in., $40.00; 20x22 in., $42.00; 20x24 in., $44.70.

K1230, C760, P7274—Enameled inside, with 2-in. outlet and N. P. Duplex Strainer—16x16x10-in., $11.40; 16x16x12-in., $12.40; 20x14x12-in., $12.40; 20x16x12-in., $14.00; 22x20x12-in., $18.00; 24x18x12-in., $16.40; 24x20x12-in., $18.70; 30x20x12-in., $28.00; 36x20x12-in., 33.40.

SLOP SINK TRAPS—P7280 to P7298—Enameled inside, $12.70; Enameled all over, $16.70.

SEWER PIPE

VITRIFIED SEWER PIPE—3-inch, 22c per foot; 4-inch, 27c; 6-inch, 38c; 8-inch, 52c; 10-inch, 75c.

BRANCHES AND CURVES—3-inch, 85c each; 4-inch, $1.10; 6-inch, $1.50; 8-inch, $2.15; 10-inch, $3.00.

TRAPS—3-inch, $2.15 each; 4-inch, $2.70; 6-inch, $3.75; 8-inch, $6.40; 10-inch, $8.95.

TRAYS AND ENAMELED URINALS

LAUNDRY TRAYS—Less Fittings—K1248, P7300, $102.70.
For additional hardwood Wringer Holder between sections, add $4.00.

K1250, P7320—1-Section, $62.70; 2-Section, $118.40; 3-Section, $164.00.

P7338—1-Section, $56.70; 2-Section, $102.70; 3-Section, $153.40. Without Wringer Holders, deduct $4.00 each.

K1268, C830, P7350—1-Section, $29.40; 2-Section, $58.70; 3-Section, $88.00.

For Wood Covers, each section, add $6.70.
For N. P. Union Strips, add $2.40 each.

BUSINESS OPPORTUNITIES

Announcements in this department will be inserted at the rate of five cents a word, including address, with a minimum charge of $1.00; payable in advance. Copy should reach this office not later than the tenth of the month to secure insertion the following issue.

POSITION AS MANAGER

Are you in need of a man capable of taking charge of your business; who is thoroughly versed in modern methods of merchandising and store arrangement, and has made a success managing big business. Reputation speaks for itself. Highest references furnished. Address Box 24, care HARDWARE WORLD.

REPRESENTATION WANTED

Factory Sales Organization, with staff of efficient salesman calling on jobbers and retailers in Hawaiian Islands, open to represent Pacific Coast lines—commission basis. Address Box 957, Honolulu, T. H.

TO BUY HARDWARE STORE

Would like to hear from owner of good Hardware Store for sale. State cash price, description. D. F. Bush, Minneapolis, Minnesota.

POSITION AS SALES MANAGER

Experienced building material salesman believes he can qualify for position as sales manager. Has made success managing branch office at San Francisco. Address Box 46, care HARDWARE WORLD.

MERCHANTS—DO YOU WANT IMMEDIATE CASH PROFITS?

Let us tell you how we turn goods on the shelf to cash in the bank. Investigate! The French Sales Co., Originators of the Community Club Sales Plan. 288 Fifth Street, Portland, Oregon.

SALESMAN WANTED

Calling on the Implement, Hardware, House Furnishings, or Electrical trade to sell well known line of washing machines in Texas and New Mexico. Liberal commission to good representative. Write for details. THE DEXTER COMPANY, Fairfield, Iowa.

GET SERVICE AND CASH—BOTH

Promises sound well, but it takes results to ring the cash register. If you want a sale that will give you both, communicate with The French Sales Co. (Originators of the Community Club Sales Plan), 288 Fifth St., Portland, Oregon.

OPPORTUNITY

Arco, Idaho, is the county seat and buying center for 4000 people, with a big future ahead. Reclamation project opening new lands. A number of silver-lead mines developing nearby. This town has no exclusive hardware store and is an excellent oportunity for a "live wire" to get in on the ground floor and grow prosperous with the town. Think it over and write to H. H. Scarborough, Idaho Falls, Idaho.

POSITION WANTED

Thoroughly reliable, hard-working, hardware, accessory and sporting goods man wants position, preferably in small town. Twenty years' experience and still willing to learn. P. O. Box 122, Hanford, Cal.

AN UNUSUAL OPPORTUNITY

Owing to the death of the principal owner, the Aluminum Jobbing business of G. S. Hamrick Company of Los Angeles is offered for sale. The business has been established almost ten years, over seven hundred accounts regularly sold. Everyone who handles aluminum in Southern half of California is a customer. The stock will invoice approximately $15,000.

For further particulars address G. S. Hamrick Company, 413 East 4th Street, Los Angeles, California.

FOR SALE

Prosperous Hardware and Implement business, 75 miles from Los Angeles, on the Coast. Stock and fixtures will invoice about $30,000; gross sales last year, $80,000. Several valuable exclusive agencies go with this business. Building may be purchased on easy payment plan if so desired. Owner wishes to give entire time to other investments. Finest climate in Southern California. Address H. W. W., care HARDWARE WORLD.

STOVE AND FURNACE SALESMAN

Some good territory open for 1922. Complete line of enameled Stoves and Ranges, also Warm Air Furnaces. Commission proposition with drawing account. Give us experience and qualifications, and what territory now being covered. Correspondence confidential. Roesch Enamel Range Co., Belleville, Illinois.

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Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—Metallic

	Semi-Smkls	Box Smkls
Blank Rim Fire—		
22 Short	.20	...
32 Short	.40	...
Blank, Center Fire—		
32 S & W	.65	...
38 S & W	.85	...
38 Long Colt	1.35	...
44 W C F	1.80	...
Shot, Rim Fire—		
22 Long	.60	.70
32 Long	1.20	...
Shot, Center Fire—		
32 S & W	1.10	...
32 W C F	1.55	...
38 S & W	1.30	...
38 W C F	1.80	...
44 W C F	1.80	2.15
44 X L	1.90	2.35
44 Game Getter	1.80	2.15
Rim Fire, Ball—	...	...
BB Caps	...	.40
CB Caps	...	.50
22 Short	.30	.35
22 Short H P	.35	.40
22 Long	.35	.40
22 Long H P	.40	.45
22 Long Rifle	.40	.45
22 Long Rifle H P	.45	.50
22 W R F	.60	.65
22 W R F, H P	.65	.70
22 Win Auto	...	.65
22 Win Auto, H P	...	.70
25 Short Stevens	.70	...
25 Stevens	1.00	...
32 Short	.70	...
32 Long	.80	...
38 Short	1.15	...
38 Long	1.25	...
41 Short	1.05	...
Center Fire Pistol—		
22 Win SS	1.60	1.80
25 Colts Auto	...	1.60
25-20 Single Shot	1.70	2.00
25-20 Win	1.55	1.90
25-20 Win HV	...	2.20
7.63 MM Mauser	...	2.75
7.65 MM Mauser	...	2.75
9 MM Luger	...	2.80
32 Colts Auto	...	1.75
32 Colt's Short	1.05	1.15
32 Colts Long	1.15	1.30
32 Colts Police Positive	1.15	1.30
32 S & W	1.05	1.15
32 S & W Long	1.15	1.30
32-20 Marlin	1.55	1.90
32 Winchester	1.55	1.90
32-20 Win HV	...	2.20
35 S & W Auto	...	1.90
38 Colts Auto	...	2.50
38 Colts Short	1.30	1.50
38 Colts Long	1.40	1.60
38 Colts Police Positive	1.40	1.60
38 S & W	1.40	1.60
38 S & W Special	1.60	1.80
38 Winchester	1.85	2.30
41 Colts Short DA	1.60	1.80
41 Colts Long DA	1.85	2.10
44 Bull Dog	1.55	...
44 S & W Amer	2.00	2.30
44 S & W Rus	2.10	2.30
44 S & W Special	2.15	2.35
44 Webley	1.75	...
44 Winchester	1.85	2.30
45 Colts	2.35	2.60
45 Colts Auto	...	2.85
Center Fire Military and Sporting—		
22 Savage	...	1.60
250-3000 Savage	...	1.75
25-35 Winchester	...	1.40
25-35 Short Range	...	1.40
25-36 Marlin	...	1.50
25 Remington Rimless	...	1.40
6 MM U S N	...	2.30
7 MM Spanish Mauser	...	2.30
7.65 MM Bel Mauser	...	2.30
8 MM Mauser	...	2.30
9 MM Mauser	...	2.50
30-30 Winchester	...	1.60
30 Remington Rimless	...	1.60
30 Government Rimless	...	2.30
303 Savage	...	1.60
32 Remington Rimless	...	1.60
32-40 Winchester	1.15	1.35
32-40 Winchester HV	...	1.75
32 Winchester Slf Ldg	...	3.10
32 Winchester Special	...	1.60
33 Winchester	...	2.30
35 Winchester Rimless	...	1.75
35 Winchester	...	2.50
35 Winchester Slf Ldg	...	3.15
351 Winchester Slf Ldg	...	3.35
38-55 Winchester Lead	1.50	1.70
38-55 Winchester HV	...	2.00
38-56 Winchester	1.60	1.80
40-60 Marlin	1.60	...
40-60 Winchester	1.50	...
40-65 Winchester	1.60	1.80
40-70 Winchester	1.65	...
40-72 Winchester	1.60	1.95
40-82 Winchester	1.65	1.95
401 Winchester Auto	...	1.80
405 Winchester	...	2.75
45-60 Winchester	1.60	...
45-70-405 Government	1.60	1.85
45-75 Winchester	1.60	...
45-90 Winchester	1.65	1.95

SHELLS, LOADED—

MEDIUM GRADE.

BULK—SMOKELESS.

12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot	$1.30
3 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot	1.25
3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., drop shot	1.25
3¼ drs. x 1⅛ oz., BB shot, drop shot	1.35
3¼ drs. x Buck shot, drop shot	1.35
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot	1.15
2¾ drs. x ⅞ oz., BB shot, drop shot	1.25
20 2¼ drs. x ¾ oz., 18 grs., x ¾ oz., drop shot	1.15

HIGH GRADE SMOKELESS

12 3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot	1.40
3½ drs. x 1⅛ oz., 28 grs. x 1⅛ oz., chilled shot	1.45
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot	1.30
20 2¼ drs. x ¾ oz., chilled shot	1.25
2½ drs. x ⅞ oz., chilled shot	1.35
Trap Loads—	
12 3 drs. x 1¼ oz., 7½ chilled	1.35
3½ drs. x 1¼ oz., 7½ chilled	1.40
Black Powder—Loads—	
12 3¼ drs. x 1⅛ oz., drop shot	1.05

Caps and Primers—		
Percussion	.20	....
Musket Caps	.25	....
Primers, 100 in box	.35	....
Primers, 250 in box	.80	....

Empty Paper Shells—Black pow.—		
12, 16, 20 Ga., per 100	...	1.50
10 Ga., per 100	...	1.65

MEDIUM GRADE SMOKELESS—

12, 16, 20, 28 Ga. per 100	1.80
10 Ga. per 100	2.10

HIGH GRADE SMOKELESS—

12, 16, 20, 28 Ga.	2.30
10 Ga. per 100	2.40

Empty Brass Shells—		
Best Qual. 12, 16, 20 28, Box 25	...	2.75
2nd Qual. 12, 16, 20 28, box 25	...	2.10
Wads—		
Cardboard, box 250	...	.20
Black Edge, Reg., box 250	...	.50
Black Edge, ¼ in., 125 in box	...	.40
Black Edge, ¼ in., 250 in box	...	.80

ADZES—All makes of Lipped Ship Adzes, 4 to 6, $5.50; larger, $6.00.
Lippincotts—House, $3.50; Ship, $4.00.
Whites or Bartons—House, $5.00.
Ship Axes and Slicks—All makes Ship Axes, $5.50; all makes Slicks, 3 to 3½, $5.00; Standard Slicks, $4.75.

ALUMINUM WARE, CAST—

Griddles—	
Size 7	2.85
Size 8	3.25
Size 9	3.75
Size 10	3.35
Size 12	3.90
Kettles, Berlin—	
2½ qts.	4.75
4 qts.	5.50
5 qts.	6.50
6 qts.	7.25
Kettles, Maslin—	
4 qts.	4.25
6 qts.	4.75
8 qts.	6.25
12 qts.	8.65
Kettles, Tea—	
Size 6	5.75
Size 7	6.25
Size 8	7.00
Pans, Lipped Sauce—	
2 qts.	3.85
3 qts.	4.25
4 qts.	4.75
Skillets—	
Size 6	2.85
Size 7	3.00
Size 8	3.50
Size 9	4.00
Spoons, Basting—	
15-inch	.80
Spoons, Mixing—	
13-inch	.80
Waffle Moulds—	
Size, 7, Low	4.00
Size 8, Low	4 25
Size 7, Deep	4 25
Size 8, Deep	5.75

ALUMINUM WARE, PRESSED—

Boilers, Rice—	
1½ quart	1.75
8 quart	2.75
Cups—	
Collapsible	.15
Measuring	.25
Covers, Pot—	
7¾ inch	.25
8½ inch	.25
9½ inch	.35
10½ inch	.40
11½ inch	.50
Kettles, Convex—	
2 quart	1.10
4 quart	1.75
6 quart	2.10
8 quart	2.50
10 quart	2.85
Kettles, Preserving—	
3 quart	1.10
6 quart	1.75
10 quart	2.35
14 quart	3.50
Kettles, Tea—	
5 quart	3.50
6 quart	4.75
8 quart	5.25
Ladles—	
½ pint	.25
Moulds, Jelly—	
2841 to 2848	.10
Pans, Biscuit—	
11⅝x7½x1½ inch	.65
Pans, Bread—	
9¾x5⅝x2¾ inch	.65
Pans, Cake—	
Round, Plain, 8⅞ in.	.35
Round, Plain, 9⅝ in.	.40
Rd., Loose Bot., 8⅞ in.	.45
Rd., Loose Bot., 9⅝ in.	.50
Square, Plain, 9½ in.	1.00
Tube, Plain, 9 inch	.90
Tube, Plain, 9⅝ inch	1.25
Mountain, 9¾ inch	.45
Pans, Corn Cake—	
6-cup	.80
12-cup	1.60
Pans, Dish—	
10 quart	2.75
17 quart	4.00
Pans, Fry—	
9⅝ inch	2.65

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RETAIL SELLING PRICES—Continued.

L. & G.—ROYAL ENAMEL WARE

Biggins, Coffee
0 ..... .80
00 ..... 1.00
020 ..... 1.25
030 ..... 1.45

Boilers, Coffee
60 ..... 1.15
80 ..... 1.50
100 ..... 2.50

Boilers, Rice
14 ..... 1.00
18 ..... 1.25
22 ..... 1.65
26 ..... 2.25

Bowls, Wash
26 ..... .40
30 ..... .50
34 ..... .65

Buckets, Covered
21 ..... .40
23 ..... .60
26 ..... .90
28 ..... 1.15
32 ..... 1.75
150 ..... .50
350 ..... .70
450 ..... .80
650 ..... 1.00
850 ..... 1.45
1050 ..... 1.65
1250 ..... 1.95

Buckets, Dinner
110 ..... 2.00
112 ..... 2.35
118 ..... 2.75
502 ..... 1.65
503 ..... 1.85

Chambers
1 ..... .50
2 ..... .75
3 ..... 1.00

Chamber Covers
1C ..... .25
2C ..... .35
3C ..... .40

Colanders
1 ..... .65
3 ..... .95
104 ..... .50
306 ..... .70

Cups
3 Mug) .... .35
6 ..... .35
8 ..... .20
9, 10, 11, 25.. .25
40 ..... .35

Cups and Saucers
300 ..... .45
300S ..... .35

Cuspidors
10 ..... .45
30 ..... .70
800 ..... 1.25

Dippers, Cup
10 ..... .35

Dippers, Windsor
110 ..... .35

Dippers, Suds
4 ..... .70

Dishes, Soap
50, 60 ..... .30

Fillers, Fruit Jar
20 ..... .25

Flasks, Coffee
10 ..... .50

Funnels, Pieced
01 ..... .25
03 ..... .35
05 ..... .45
06 ..... .60

Kettles, Convex
03 ..... .65
05 ..... .85
08 ..... 1.15
010 ..... 1.40
014 ..... 2.00
020 ..... 2.75

Kettles, Lipped Preserving
14 ..... .45
18 ..... .55
22 ..... .70
26 ..... .85
30 ..... 1.15
36 ..... 1.65
40 ..... 2.50
50 ..... 3.75

Kettles, Milk
71 ..... .70
73 ..... 1.00
74 ..... 1.20

Kettles, Tea
30 ..... .85
50 ..... 1.00
70 ..... 1.25
90 ..... 1.75
100 ..... 2.00
160 ..... 1.25
180 ..... .95
190 ..... 2.25

Ladles, Deep
100 ..... .25
120 ..... .30
111 ..... .30

Measures
02 ..... .30
04 ..... .50
06 ..... .95
11 Graduated. .65

Pails, Chamber
2 ..... 1.50
40 ..... 2.00

Pails, Water
110 ..... 1.15
114 ..... 1.60

Pans, Bed
1 ..... 3.00

Pans, Douche
2 ..... 2.40

Pans, Bread
11 ..... .40
18 ..... .55

Pans, Cake
9 ..... .35
10, 69, 70.... .40
200 ..... .45

Pans, Corn Cake
706 ..... .60
709 ..... .80
712 ..... 1.05

Pans, Muffin
406 ..... .60
412 ..... 1.00

Pans, Deep Pudding
50 ..... .30
150 ..... .40
300 ..... .50
500 ..... .60
800 ..... .80
1000 ..... .90

Pans, Dish
15 ..... 1.35
80 ..... 1.10
140 ..... 1.50
210 ..... 2.00
300 ..... 2.90
400 ..... 4.40

Pans, Rinsing
08 ..... 1.05
014 ..... 1.35
017 ..... 1.60

Pans, Lipped Fry
30 ..... .30
32 ..... .40
34 ..... .50
36 ..... .70

Pans, Milk
0 ..... .25
11 ..... .30
20 ..... .40
40 ..... .50
60 ..... .70
100 ..... .90
120 ..... 1.00

Pans, Convex Sauce
02 ..... .55
04 ..... .75
06 ..... .95
010 ..... 1.35
012 ..... 1.65

Pans, Combination Sauce
1D 1.85
10T 2.85

Pans, Lipped Sauce
10 ..... .30
14 ..... .35
18 ..... .45
24 ..... .60
28 ..... .75

Pans, Straight Sauce
250 ..... .80
450 ..... 1.05
650 ..... 1.30
850 ..... 1.40

Pans, Stew
3 ..... .40
5 ..... .50
6 ..... .65

Pans, Oblong Stove
04 ..... .40
100 ..... .45
300 ..... .65
850 ..... .85
450 ..... 1.10
550 ..... 1.40

Pans, Square Stove
110 ..... .80
112 ..... .95
114 ..... 1.25
116 ..... 1.60
120 ..... 1.85

Pitchers, Molasses
601 ..... .60

Pitchers, Water
2 ..... 1.20
4 ..... 1.55
5 ..... 1.20
10 ..... 1.85

Plates, Deep Pie
39 ..... .25
40 ..... .30

Plates, Shallow Pie
27 ..... .25
30 ..... .40

Plates, Dinner
20 ..... .40

Pots, Fireless Cooker
1450 ..... 1.90
1850 ..... 2.75

Pots, Coffee
2½ ..... .50
5 ..... .60
25 ..... .75
45 ..... .95

Pots, Tea
00 ..... .50
0 ..... .65
20 ..... .80
011 ..... .60
101 ..... .90
102 ..... 1.00

Pots, Straight Sauce
018 ..... .95
022 ..... 1.25
026 ..... 1.85
030 ..... 2.85

Pots, Soup Stock
318 ..... 9.75
336 ..... 13.75
218 ..... 7.50
236 ..... 11.25

Roasters
150 ..... 2.90
180 ..... 3.50

Skimmers, Flat
12 ..... .35

Spoons, Basting
10 ..... .20
14 ..... .25
18 ..... .35

Steamers
7 ..... 1.50
8 ..... 1.75

Steepers, Tea
3 ..... .70

Tubs, Oval Foot
0 ..... 1.50
2 ..... 2.00
4 ..... 3.25

Turners, Cake
14 ..... .35

ALUMINUM WARE, PRESSED—Continued.

10¾ inch 3.00

Pans, Milk—
6 quart 1.65

Pans, Pie—
9¾ inch ..... .40

Pans, Pudding—
1 quart ..... .50
2 quart ..... .75
4 quart 1.25

Pans, Convex Sauce—
1 quart ..... .65
3 quart 1.35
6 quart 2.00

Pots, Fireless Cooker—
4 quart 1.35
6 quart 1.65
8 quart 2.10

ANCHORS—Screws per 100, 3-16, $4.15; ¼, $6.25. Sebco, 3-16x⅛ in. -¾ in. -1 in., $5.00 per hundred list; ¼x⅛ in. -⅜ in. -1 in., $5.60 per hundred net.

ANVILS—Vulcan No. 2, 20-lb., $7.50; No. 3, 30-lb., $9.00; No. 4, 40-lb., $10.00; No. 5, 50-lb., $11.50; No. 6, 60-lb., $13.00; No. 7, 70-lb., $14.50; No. 8, 80-lb., $10.50.
Columbian—80 to 425 lbs., 32c per lb.; 70 to 79 lbs., 32½c lb.; 60 to 69 lbs., 33c lb.; 50 to 59 lbs., 34c lb. With Clip Horn, 2c per lb. extra.

ANTIMONY—Slab, 25c lb.

APRONS—Carpenters—California Leg, $2.25; No. 12 Long Brown, $1.75; No. 2 Short Brown, 75c.

AUGERS—Snell's Carpenters' Nut—

Size	⅛	⅝	¾	⅞	1	1¼
Each	$1.15	$1.15	$1.30	$1.50	$1.75	$2.25
Size		1⅛	1¾	2	2½	3
Each		$3.00	$3.40	$3.85	$6.75	$11.75
16ths	8-10	11-12	13	14	15	16
With Screw	$1.50	$1.60	$1.75	$1.75	$2.00	$2.00
No Screw	1.80	1.95	2.10	2.10	2.35	2.35
16ths	17	18	19	20	21	22
With Screw	$2.10	$2.10	$2.40	$2.40	$2.70	$2.70
No Screw	2.60	2.60	2.85	2.85	3.25	3.25
16ths	23	24	25	26	27	28
With Screw	$2.45	$2.45	$4.00	$4.00	$4.85	$4.85
No Screw	4.15	4.15	4.85	4.85	5.75	5.75
16ths	29	30	31	32		
With Screw	$5.75	$5.75	$6.75	$6.75		
No Screw	6.85	6.85	8.10	8.10		

AUGERS—Post Hole—Iwan, 6-inch, $3.00 each; 7-inch, $3.25; 8-inch, $3.25. Vaughan's, 4 to 8-inch, $2.75.

ASBESTOS—
Mill board, 20c lb.; cut, 80c lb.
Paper, 20c lb.; cut, 25c lb.
Wicking, ½-lb. balls, 35c each.
Wicking, 1-lb. lots, 75c.
Cement, per sack, $7.50; per lb. 9c.

AXES—Plumbs' Hunter's handled, 12 oz., $1.50; 1 lb., $1.65; 1½ lb., $1.75.
Boy Scout—Handled with sheath, $2.25; without sheath, $2.00; sheaths, 85c.
Double Bit—Handled, $3.75; unhandled, $2.75.
Single Bit—Handled warranted, $3.00; second grade, $2.75; unhandled, $2.00.
Marble's Pocket—No. 2, $3.25; No. 3, $3.50; No. 5, $2.00; No. 6, $2.25.

BAGS—WATER—

Closed Top		Sanitary Top—	
1-gal.	1.25	1-gal.	1.40
2-gal.	1.75	2-gal.	1.85
3½-gal.	2.65	3½-gal.	2.85
5-gal.	3.50	5-gal.	3.75

BABBITT—Frictionless, 45c lb.; Magnolia, 45c lb.; No. 4, 9c lb.; No. 3, 12c lb.; No. B, 22c lb.; No. A (genuine), 70c lb.; XXXX Nickeled, 75c lb.

BARS, CROW—Pinch Point, Wedge or Lining, 15c lb. Claw, 25-lb., 20c lb.; 30-lb., 20c lb. Ripping or Wrecking, ½x12-in., 25c each; ⅝x20-in., 50c; ⅝x24-in., 55c; ¾x24-in., 60c; ¾x30-in., 75c.

BATTERIES—Dry Cell—Columbia, Ever Ready, Red Seal, Red Devil or Red Label, etc., Nos. 6 and 6S, 50c each. Hotshot Multiple, 4 cell, $2.75; 5 cell, $3.00; 6 cell, $3.50. See also Sparkers.

BEDS—AUTO—B-1 Red Seal Auto Bed, $28.45; C-5 Red Seal Bed, Tent and Dust Bags, $50.00.

BELLS—Alarm—House, 85c each. Call, steel, iron base, 30c each; Call, bell metal, bronze base, $1.40; Gong, gold bronzed steel, 90c; Gong, polished bell metal, 5-inch, $1.35 each; 6-inch, $2.00; 7-inch, $2.75; 8-inch, $4.00; 10-inch, $6.50.

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RETAIL SELLING PRICES—Continued.

BELLS—Continued—
12-inch, $10.50; Rotary Door, No. 168, $1.25; No. 3241, $1.00.

BELLS—Farm—(100 lb.), $16.00.

BELLS—Cow—No. 0, $1.50 each; 1, $1.25; 2, $1.00; 3, 75c; 4, 65c; 5, 55c; 6, 45c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 90c each; 3-in. Nonpareil, $1.00.

BELL STRAPS—
Cow—1¼ lb., $1.00; 1½ lb., $1.25; 1¾ lb., $1.35.

BEVELS—Sliding T—No. 18, 6-in., $1.15; 8-in., $1.40; 10-in., $1.60. No. 25: 6-in., 75c; 8-in., 85c; 10-in., 90c; 12-in., $1.00. No. 1—Odd Jobs, $1.10.

BIBBS—Compression—(See also Plumbing Prices)—

	½-in.	⅝-in.	¾-in.	1-in.
Plain—Rough brass	.95	1.25	1.65	....
Finished brass	1.25	1.75	2.10	3.75
Nickel plated	1.45	1.80	2.35	4.15
Hose—Rough brass	1.10	1.35	1.80	3.75
Finished brass	1.45	1.75	2.25	3.70
Nickel plated	1.65	1.95	2.50	....

BITS—Auger—

16ths	Jen's Pat'n	R. J.	Irwin	Jen. Car	Wood
3	.40	.75	.40	1.20	.25
4	.40	.65	.40	1.20	.25
5	.40	.65	.40	1.20	.25
6	.40	.65	.40	1.20	.30
7	.40	.65	.40	1.05	.35
8	.40	.65	.45	1.20	.40
9	.40	.75	.50	1.35	.45
10	.40	.75	.55	1.45	.45
11	.45	.90	.65	1.60	.50
12	.45	.90	.65	1.75	.50
13	.55	1.05	.75	1.85	.55
14	.55	1.05	.75	2.00	.60
15	.65	1.20	.85	2.15	.65
16	.65	1.20	.85	2.35	.70
17	...	1.50	1.00	....	.75
18	.75	1.50	1.00	....	.85
20	.90	1.60	1.10	....	.90
22	...	1.70	1.25	....	.95
24	...	1.80	1.35	....	1.25

Bits in Sets—Common, 6 bits, $3.25; 8 bits, $4.00; 13 bits, $6.50. R. J., 18 bits, $11.00. Irwin, 13 bits, $6.50; 8 bits, $5.00.
Ship Auger Car Bits same prices as Ship Augers.
Expansive—Clarks' small, $2.00; large, $3.00; Steers, small, $3.00; large, $4.00.
Expansive Bit Cutters—Clark's No. 1, 35c; No. 2, 45c; No. 3, 65c; No. 4, 75c. Steers, No. 1, 65c; No. 2, 65c; No. 3, 70c; No. 4, 75c.

BIT HOLDERS—Extension—
Millers Falls, No. 3—

12	2.00	18	1.90
15	2.15	21	2.00
18	2.25	24	2.35
21	2.35	Stanley, No. 1—	
24	2.50	12	2.00
Millers Falls, No. 5—		16	2.15
12	1.75	18	2.25
15	1.75	24	2.35

BLOCKS—Tackle—

Wood—	3-in.	4-in.	5-in.	6-in.	8-in.	10-in.
Single, Plain Bushed	.75	.90	1.00	1.20	2.00	3.30
Double, Plain Bushed	1.35	1.65	1.85	2.15	3.50	5.50
Single Roller Bushed	1.20	1.25	1.35	1.60	2.75	4.25
Double Roller Bushed	2.15	2.40	2.55	3.10	5.10	7.50
Triple Roller Bushed	...	3.50	3.75	4.75	7.50	10.50
Snatch Roller Bushed	...	...	...	4.75	6.75	10.00
Steel—	**3-in.**	**4-in.**	**5-in.**	**6-in.**	**8-in.**	**10-in.**
Single, Plain Bushed	.70	.85	.90	1.15	1.80	3.00
Double, Plain Bushed	1.35	1.65	1.80	2.00	3.15	5.00
Triple, Plain Bushed	1.80	2.15	2.25	3.00	4.65	6.90
Single Roller Bushed	...	1.65	...	2.25	5.50	8.75
Double Roller Bushed	...	3.30	...	4.10	10.00	15.00
Triple Roller Bushed	...	4.65	...	5.75	14.25	20.00
Snatch, Plain Bushed	...	...	...	4.19	6.00	8.75
Snatch, Roller Bushed	...	...	...	7.00	9.75	15.25

BLOWERS—
No. 400 Champion, without Tyere Irons, $40.00; No. 400 Champion, complete, $42.50.
No. 40 Lancaster, complete, $31.50.
Royal H, without Tyere Irons, $46.00; complete, $48.50.
No. 200 Buffalo, complete—12-in., $44.00; 14-in., $50.00.
No. 700 Climax—12-in., complete, $28.00.

BOARDS, IRONING—
With Table—No. 2, Plain, $2.50 each; No. 10 Springer, 60x15 in., no sleeve board, $5.25; No. 20 Springer, 54x18 in., no sleeve board $5.25; No. 40 Springer, 50x12 in., no sleeve board, $4.50.
Without Table (skirt boards—4-foot, $1.00 each; 5-foot, $1.50; 5½-foot, $1.75; 6-foo $2.00.

BOARDS, WASH—Brass, 90c each; Toy, zinc, 25c; Single Zinc, 55c; Glass, 95c; Blue Enamel, $1.15; Single Zinc, 60c.

BOLTS—Common Carriage—

	3-16 & ¼"		5-16"		⅜"		7-16"		½"	
	10	100	10	100	10	100	10	100	10	100
1½	.15	.85	.15	1.15	.20	1.55	.25	2.00	.35	2.90
2	.15	.85	.15	1.25	.25	1.70	.25	2.15	.35	2.90
2½	.15	1.00	.20	1.35	.25	1.85	.30	2.35	.35	2.90
3	.15	1.10	.20	1.45	.25	2.00	.30	2.55	.40	3.20
3½	.15	1.15	.20	1.55	.25	2.05	.35	2.70	.45	3.45
4	.15	1.25	.20	1.65	.30	2.25	.35	2.90	.45	3.70
4½	.20	1.35	.25	1.75	.30	2.35	.40	3.05	.50	3.95
5	.20	1.40	.25	1.85	.30	2.50	.40	3.25	.55	4.20
5½	.20	1.50	.25	1.95	.35	2.65	.45	3.45	.55	4.45
6	.20	1.55	.25	2.05	.35	2.75	.45	3.60	.60	4.70
6½	.25	1.80	.30	2.35	.40	3.15	.50	3.80	.65	4.95
7	.25	1.90	.30	2.45	.40	3.30	.50	3.95	.65	5.25
8	.30	2.10	.35	2.65	.45	3.60	.55	4.35	.70	5.70
9	...	....	.35	2.90	.50	3.90	.60	4.70	.80	6.20
10	...	....	.40	3.10	.55	4.20	.65	5.05	.85	6.70
11	...	....	...	....	.55	4.45	.70	5.40	.90	7.20
12	...	....	...	....	.60	4.75	.75	5.75	1.00	7.75
14	...	....	...	....	...	....	...	....	1.10	8.75
16	...	....	...	....	...	....	...	....	1.20	9.75
18	...	....	...	....	...	....	...	....	1.30	10.75
20	...	....	...	....	...	....	...	....	1.50	11.75

BOLTS—Expansion—(See SHIELDS).

BOLTS—Stove —

	⅛, 5-32"		3-16"		¼"		5-16"		⅜"	
⅜	.10	.45	.10	.45	...	...	...	...	...	...
½	.10	.45	.10	.45	.10	.60	...	...	...	...
⅝	.10	.45	.10	.45	.10	.60	...	...	...	...
¾	.10	.45	.10	.45	.10	.60	...	...	...	...
⅞	.10	.45	.10	.45	.10	.65	...	...	...	...
1	.10	.45	.10	.45	.10	.65	.15	.95	.20	1.40
1¼	.10	.50	.10	.50	.10	.70	.15	1.00	.20	1.45
1½	.10	.55	.10	.55	.15	.75	.15	1.05	.25	1.55
1¾	.10	.60	.10	.60	.15	.80	.20	1.10	.25	1.60
2	.10	.60	.10	.60	.15	.80	.20	1.15	.25	1.70
2¼	...	...	.10	.65	.15	.85	.25	1.20	.30	1.80
2½	...	...	.10	.65	.15	.90	.25	1.25	.30	1.90
3	...	...	.15	.75	.15	1.00	.25	1.35	.30	2.10
3½	...	...	.15	.85	.20	1.10	.25	1.50	.35	2.30
4	...	...	.15	1.00	.20	1.20	.25	1.65	.40	2.50

BOLTS—Machine, Square Head and Nut—

	¼"		5-16"		⅜"		7-16"	
1-1½	.15	1.15	.15	1.35	.20	1.65	.25	2.10
1	.15	1.20	.15	1.45	.20	1.70	.25	2.25
2½	.15	1.25	.20	1.50	.20	1.85	.30	2.40
3	.15	1.35	.20	1.60	.25	1.95	.30	2.55
3½	.20	1.40	.20	1.70	.25	2.05	.35	2.70
4	.20	1.45	.20	1.75	.25	2.15	.35	2.85
4½	.20	1.65	.25	2.05	.30	2.60	.35	3.00
5	.20	1.70	.25	2.15	.30	2.65	.35	3.15
5½	.20	1.75	.25	2.20	.35	2.80	.40	3.30
6	.25	1.85	.30	2.30	.35	2.85	.40	3.45
6½	.25	1.90	.30	2.40	.35	3.00	.45	3.60
7	.25	1.95	.30	2.50	.35	3.10	.45	3.75
8	.25	2.05	.35	2.70	.40	3.40	.50	4.05
9	.25	2.20	.35	2.85	.45	3.60	.50	4.35
10	.30	2.30	.35	3.05	.45	3.85	.55	4.65
11	.30	2.40	.40	3.25	.50	4.10	.60	4.95
12	.30	2.55	.40	3.40	.50	4.35	.60	5.25
	½"		⅝"		¾"		⅞"	
1-1¼	.35	2.70	.45	3.90	.70	5.80	.90	7.90
2	.35	2.90	.50	4.20	.75	6.20	.95	8.40
2½	.35	3.10	.55	4.50	.80	6.60	1.05	8.95
3	.40	3.30	.55	4.75	.80	7.00	1.10	9.45
3½	.40	3.50	.60	5.05	.85	7.45	1.15	10.00
4	.45	3.70	.60	5.35	.90	7.85	1.20	10.50
4½	.45	3.90	.65	5.65	.95	8.25	1.25	11.05
5	.50	4.10	.70	5.90	1.00	8.65	1.30	11.55
5½	.50	4.30	.75	6.20	1.05	9.10	1.40	12.10
6	.50	4.45	.75	6.50	1.10	9.50	1.50	12.60
6½	.55	4.65	.80	6.75	1.15	9.90	1.55	13.15
7	.60	4.85	.80	7.05	1.20	10.30	1.60	13.65
8	.60	5.25	.90	7.60	1.30	11.15	1.70	14.70
9	.65	5.65	.95	8.25	1.40	12.00	1.95	15.75
10	.70	6.00	1.00	8.75	1.50	12.75	1.95	16.80
11	.75	6.40	1.05	9.30	1.55	13.60	2.05	17.85
12	.80	6.80	1.15	9.90	1.65	14.40	2.15	18.90
13	.85	7.35	1.20	10.45	1.75	15.25	2.30	19.95
14	.90	7.55	1.25	11.00	1.85	16.10	2.45	21.00
15	.95	7.95	1.30	11.60	1.95	16.90	2.55	22.05
16	.95	8.35	1.40	12.15	2.00	17.75	2.65	23.10
17	1.00	8.75	1.50	12.75	2.10	18.55	2.80	24.15
18	1.05	9.15	1.55	13.35	2.20	19.40	2.90	25.20
19	1.10	9.50	1.60	13.90	2.35	20.25	3.00	26.25
20	1.15	9.90	1.65	14.45	2.45	21.00	3.15	27.30
21	1.20	10.30	1.75	15.00	2.55	21.85	3.25	28.35
22	1.25	10.70	1.80	15.60	2.65	22.70	3.40	29.40
23	1.30	11.10	1.85	16.15	2.70	23.50	3.50	30.45
24	1.35	11.50	1.90	16.75	2.80	24.35	3.60	31.50
25	1.40	11.85	1.95	17.25	2.90	25.15	3.75	32.55
26	1.45	12.25	2.00	17.85	3.00	26.00	3.85	33.60
27	1.50	12.65	2.10	18.45	3.10	26.80	3.95	34.65
28	1.55	13.10	2.20	19.00	3.15	27.65	4.10	35.70
29	1.60	13.50	2.25	19.60	3.25	28.50	4.20	36 75
30	1.65	13.80	2.35	20.15	3.35	29.25	4.35	37.80

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RETAIL SELLING PRICES—Continued.

BOLTS—Barrel—

Cast Iron, Japanned—

4-inch	.15
5-inch	.20
6-inch	.25
8-inch	.45

Light Wrought Steel, Jap.—

2½-inch	.15
3-inch	.15
4-inch	.20
5-inch	.25
6-inch	.30

CHAIN—

Cast Iron Japanned—

6-inch	.50
8-inch	.60
10-inch	.85

Cast Iron, Amber or Bronzed—

4-inch	.45
6-inch	.60
8-inch	.75

Cast Iron, Ant. Copper or Dull Brass—

4-inch	.75
6-inch	1.00
8-inch	1.10

CUPBOARD, Japanned—

3-inch	.75
6-inch	.75
10-inch	1.75

Cupboard, Other Finishes—

3-inch	.75
6-inch	1.00

Flush, T. Head—All Finishes—Cast Brass—

3-inch	.65
4-inch	.75
6-inch	1.00

Wrought Brass—All Finishes—

3-inch	.35
4-inch	.40
6-inch	.50

FOOT—

Cast Iron, Japanned—

6-inch	.45
8-inch	.55
10-inch	.85

Amber or Bronzed—

6-inch	.55
8-inch	.75

Other Finishes— ... .

4-inch	.75
6-inch	.95
8-inch	1.10

Foot Wrought Steel—Cupboard, Japanned—

3-inch	.50
6-inch	.80
10-inch	1.85

BOLTS—Toggle—(See Toggle Bolts).

BOTTLES—Vacuum—

Thermos—

6	4.50
6Q	6.25
11	2.75
11Q	4.25
14	3.25
14Q	4.75
14½	2.75
15	4.00
15Q	5.75
15½	3.50

Universal—

21	2.25
22	3.50
71	2.75
72	4.00
81	4.00
82	5.50
91	3.50
92	5.00
592	5.00

Ferrostat—

504R	10.00
505N	15.00
505L	16.00

BOXES—Mitre—

Goodell—

1285 26x4	27.75
1305 25x5	30.75
1306 30x5	30.00

Stanley—

50½	11.50
246	24.50
358	29.00
460	35.00

Acme—

72	22.50
73	21.50
74	26.00
75	24.00

New Langdon Imp.—

72	21.50
73	23.00
74	26.25
75	31.25

Stearn's Perfection—

20	4.50

BRACES—

P. S. & W., No. 7008, $5.00 each; No. 7010, $5.25; 7012, $5.50; 8010B, $6.50; 8012B, $6.75; 8014B, $7.00.

Stanley, No. 921, 8-inch, $5.25 each; 10-inch, $5.50; 12-inch, $5.75; 14-inch, $6.00. No. 945, 8-inch, $3.25; 10-inch, $3.50; 12-inch, $3.65. No. 965, 8-inch, $2.35; 10-inch, $2.50. No. 966, 8-inch, $1.25; 10-inch, $1.25.

BRACKETS—Shelf—

Japanned—	Pair	Copper, Brass, Nickel—	Pair
3x 4	.15	3x 4	.55
4x 5	.20	4x 5	.60
5x 7	.30	5x 7	.70
6x 8	.35	6x 8	.85
7x 9	.40	7x 9	.95
8x10	.45	8x10	.95
10x12	.60	10x12	1.15
12x14	.85	12x14	...

FILLERS—Thermos and Universal—

⅛ Pint	1.25
1 Pint	1.50
1 Quart	2.00

LUNCH KITS—

Thermos—

392 and 396	4.50
393 and 397	5.00
394 and 398	5.75

Universal—

310	4.75
320	5.25
410	5.00
510	5.50
4070	6.25
3070	4.25

Thermos—Food Jars.		Fillers
600	4.00	2.00
601	5.00	2.25
602	6.75	3.00

Thermos— Jugs.		Fillers
556	9.50	4.00
557	10.00	4.75

Thermos—Cases—

104	6.25
194Q	9.25
114	9.75
114Q	14.75
130	9.75
130Q	14.75

BRADS—Wire—

	Bulk per lb.	½-lb. pkgs.	¼-lb. pkgs.
½ and ⅝-inch	.30	.20	.15
¾ to 1½-inch	.25	.15	.10
1¼ to 2-inch	.20	.15	.10

BRASS—Sheet—Soft, per lb., 75c; Half Hard, 80c; Sign, 80c; Spring, $1.05.

BREAD AND CAKE MAKERS—Universal—No. 2, $2.75 each; No. 4, $3.50 each; No. 8, $4.50 each; No. 44, $3.25 each. Cake Maker, No. 1, $3.50; No. 2, $4.50.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROILERS, WIRE—No. 216, 20c each; 218, 25c; 220, 30c; 1102, 35c; 1103, 40c; 1104, 45c; 1105, 50c; 1153, 65c; 1154, 70c; 1155, 75c.

BROOMS—House—Economy, 75c each; No. 2, $1.25; 3, $1.00. Steel Band, $1.00.

Push or Street—Bassine, with Handles—14-inch, $1.35 each; 16-inch, $1.50; 18-inch, $1.65; 24-inch, $2.25; 30-inch, $2.75. Rattan, with Handles—16x8 inches, $1.10; 16x10, $1.25. Wire, no Handles—12x5 inch, $1.35; 14x5, $1.60. Handles, 15c each.

Whisk—1B, 25c each; 370, 40c; Pullman, 45c.

BRUSHES—

CASTING—

Round	.75
Oblong	.70

Counter—

Dusting, com.	1.00
Extra quality	1.25
White bristles	2.50

FLOOR—

Fibre, 12-inch	1.50
Fibre, 16-inch	1.90
Hair, 12-inch	2.10
Hair, 16-inch	2.65
Mixed, 12-inch	1.75
Mixed, 16-inch	2.15
Bristles, 14-inch	5.00
Bristles, 18-inch	6.25

Garage—

Fibre, 16-inch	2.00
Fibre, 18-inch	2.25
Fibre, 20-inch	2.50
Fibre, 24-inch	3.25
Hand or Nail	.10

Horse—

Rice Root, 12½ lb.	.70
Rice Root, 13 lb.	.75
Palmyra Fibre, 12½ lb.	.45
Palmyra Fibre, 13 lb.	.90
Mixed Fibre, 13 lb.	.85
Ox Fibre, 8½x9 in.	.75
Ox Fibre, 4¼x11½ in.	85

Kalsomine —

7-in., single	3.25
3x7½ in. blocks	6.75

Marking—(Round)—White Bristles—

⅝-⅞ in.	.10
1-1¼ in.	.15

Paint—(Chinese bristles)—

Grade.	1	2	3	4	5
2½-inch	.35	...	.70	...	...
3-inch	.50	.70	.80	1.35	...
3½-inch	.65	.85	1.10	1.85	3.00
4-inch	.80	1.10	1.50	2.25	4.25
4½-inch	...	1.65	....	3.25	5.75

Roofing—Knotted—

3 knots, 14-lb.	2.25
4 knots, 18-lb.	2.65

Sash—Chisel Point—

½x1½-in.	.20
¾x1¾-in.	.25
⅞x2-in.	.35
1x2¼-in.	.45

Scrub—

Gray Tampico, 10"	.35
Gray Tampico, 12"	.40
Ox Fibre, 7"	.35
Ox Fibre, 10"	.40
Ox Fibre, 12"	.55
White Tampico, 8"	.20
White Tampico, 11"	.35
White Tampico, 12"	.60

Shoe—

Dauber, wood	.20
Dauber, iron	.30
Brush only, ⅞-in.	.35
Brush only, 1¼-in.	.75
Combination	.35
Extra bristles	.50
Best 1¼-in. bristles.	.85

Sink—

Ox Fibre	.15
Split Bamboo	.05

Shaving—Rubber Set—

Ebonized handle	.55
Boxwood, small	1.00
Boxwood, medium	1.10
Boxwood, large	1.35
White Bone, small	1.00
White Bone, medium	1.25
Octagon Bone	2.00
Octag. Bone, polished	4.00

Stencil—

1¼-in., 2½lb.	.25
1¼-in., 3¾ lb.	.35
1½-in., 5-lb.	.45
1¾-in., 6-lb.	.55

Window—

Gray fibre	.80
Black horsehair	.90
Pope's Eye	1.25
Squeegee, 10-in.	.35
Squeegee, 12-in.	.40
Squeegee, 14-in.	.45
Squeegee, 16-in.	.50

BUCKETS—(See Galv. Ware)—

BURNERS—Lamp—⅝-inch wick, 15c each; 1-inch, 20c; 1½-inch, 35c.

Lantern—For Cold Blast, ⅝-inch wick, 20c each; 1-inch, 30c; for Kerosene, ⅝-inch, 20c; 1-inch, 30c; Lard, Sperm and Sig. Oil, ⅝-inch, 15c; 1-inch, 20c.

Rubbish—No. 1, 20-inch Steel, $9.00 each: No. 2, 30-inch Steel, $15.00. Wire, 11-14-inch, $2.25-$3.25.

BUTTS—(See Hinges)—

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RETAIL SELLING PRICES—Continued.

CANTEENS—BEAR BRAND AND BOYCO—Covered—No. 2, $1.25; No. 3, $1.40; No. 4, $1.65; No. 6, $1.85; No. 8, $2.20. Government, $1.45; American, $1.50; Army, 3-pt., $1.40; Army, 5-pt., $1.60; De Luxe, 3-pt., $1.75; De Luxe, 5-pt., $2.10.

RUNNING BOARD OUTFITS—

Boyco Service Units—No. 5, $5.75; No. 22, $6.65; No. 112, $8.00; No. 212, $8.40; No. 312, $8.60.

Bear Brand—Lincoln—No. 100, $2.00; No. 200, $2.50; No. 300, $2.85.

Auto Cans—Covered, No. 1, $1.95; No. 2, $2.30; No. 3, $2.70; No. 5, $3.35. Plain, No. 1, $1.45; No. 2, $1.70; No. 3, $2.00; No. 5, $2.50.

CANT HOOKS—

	Maple Hdl.	Hickory Hdl.
2¼ x4½	2.90	3.65
2½ x4½	3.00	3.75

CAPS—Roofing. Per lb., 22c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CARRIERS—Timber—No. 425, 4-ft. maple, $3.50.

CARRIERS—Hay—Using Manila rope for steel, wood, cable track, $14.00 each; using wire cable or manila rope for steel, wood, cable track, $18.00; Sling, $23.00; Steel Hay Carrier Track, 30c foot; Steel Hay Carrier Hanging Hooks, 20c each; Rafter Brackets, 10c.

CATCHERS—GRASS—RRI, $1.00 each; Eureka, 85c; 16G, $2.25; G5, $2.50; 10G, $2.75; 12G, $3.25; 9, all duck, $2.65; 11, all duck, $2.75.

CHAINS—Tire—

Size.	Pair.	Size.	Pair.
Tire—Weeds		4½ x33	7.25
3 x30	4.50	4½ x34	7.50
3½ x30	5.00	4½ x35	8.00
3½ x32	5.50	4½ x36	8.00
4 x31	6.00	4½ x37	8.75
4 x32	6.00	5 x35	9.00
4 x33	6.50	5 x36	9.00
4 x34	7.00	5 x37	9.75
4 x35	7.50	5½ x36	12.00
4 x36	7.50	5½ x37	13.00
4½ x32	7.00	5½ x38	14.00

Dozen pair lots, 10% off.

CHAIN—Yankee Straight Link (Coil)—

6-0, 13c ft.; 5-0, 11c; 4-0, 10c; 3-0, 10c: 2-0, 9c; 0, 8½c, 1, 8c; 2, 8c.

Norway Straight Link (coil)—⅛, 35c lb.; ⅝, 35c lb.; ¾, 30c lb.

Passing Link (coil)—4-0, 15c ft.; 3-0, 13c ft.; 2-0, 12c ft.

Proof, Straight Link (coil)—3-16 Black, 22c lb.; ¼, 20c lb.; 5-16, 18c lb.; ⅜, 17c lb.; 7-16, 15c lb.; ½, 15c lb.; ⅝, 15c lb.; ¾, 15c lb.; ⅞, 15c lb.

Proof Twisted Link (coil)—3-15 black, 30c lb.; ¼, 25c lb.; 5-16, 25c lb.; ⅜, 20c lb.

B. B. Proof Straight Link (coil)—5-16, 25c lb.; ⅝, 25c lb.; ½, 20c lb.; ⅝, 20c lb.; ¾, 20c lb.

Twisted Machine Coppered (coil)—4-0, 20c ft.; 3-0, 15c ft.; 2-0, 15c ft.; 0, 15c ft.

Jack, Iron—No. 20, 7½c yd.; No. 18, 7½c; No. 16, 10c; No. 14, 10c; No. 12, 10c; No. 10, 10c; No. 8, 15c.

Jack, Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 10c; No. 114, 20c; No. 113, 20c; No. 112, 25c; No. 110 35c.

Safety Brass and Nickel Plated—00 and N00, 15c yd.; 0-N0, 20c yd.; 1-N1, 20c yd.; 2-N2, 25c yd.; 3, 30c yd.

Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 5c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 3½c ft.; 10 Cable, 30c ft.; 56 Universal, 7c ft.

Sash Chain Fasteners—10, 20c set; 100, 45c set.

CHALK LINE—Yellow, 35c per 100-foot hank; 20c per 50-foot hank. Braided White, 20-foot hanks—120, 10c each; 220, 10c; 320, 15c. 50-foot balls—150 15c; 250, 15c; 350, 15c.

CHESTS, TOOL—A, Leather Covered, $26.50; AA, Leather Covered, $30.25; B, QuarteredOak, $24.25; BB, Quartered Oak, $26.50; BBB, Quartered Oak, $32.00; D, Quartered Oak, $16.25; DD, Quartered Oak, $17.75; DD, Leather Covered, $19.00; DDD. Leather Covered, $20.25; DDD, Quartered Oak, $20.00; E, Quartered Oak, $24.25; EE, Quartered Oak, $28.50; F, Quartered Oak, $20.00; F, Leather Covered, $20.25; FF, Leather Covered, $23.75; FF, Quartered Oak, $22.25; G, Plain Oak, $14.00; GG, Plain Oak, $15.50

CHECKS—Door—All makes. Liquid Checks—A-11, $6.25; B-12, $8.25; C-13, $9.75; D-14, $12.00; E-15, $15.00. For hold open arm, add $1.25 each.

Screen Door Check—No. 01, $3.85.

CHOPPERS—Meat and Food—

Enterprise		Universal	
5	3.00	0	2.00
10	5.00	1	2.50
12	4.50	2	3.00
22	8.00	3	4.00
32	10.00	804	8.00
		Russwin	
501	2.25	0 R	2.50
602	2.75	1 R	3.00
703	3.50	3 R	4.75

CHISELS—

	Socket Firmer Bev. Edge	Whites No. 2	Pocket Bev. Edge	Inside or Outside Bevel
⅛	1.15	1.30	1.30	1.35
¼	1.20	1.35	1.35	1.35
⅜	1.25	1.40	1.50	1.35
½	1.30	1.45	1.55	1.40
⅝	1.35	1.50	1.60	1.50
¾	1.40	1.55	1.65	1.65
⅞	1.50	1.65	1.75	1.75
1	1.65	1.75	1.80	1.85
1¼	1.85	1.90	2.00	2.00
1½	2.00	2.00	2.25	2.25
1¾	2.35	2.15	2.40	2.50
2	2.50	2.30	2.75	3.75

	Bucks No. 4	Blacksmiths' Cold or Hot Eye
1	.90	.75
1⅛	....	.85
1¼	1.45	1.00
1⅜	....	1.25
1½	1.50	1.50
1¾	2.00	2.50
2	2.25	3.00

	Cold Com.	Cold Special	Cape	Round Nose	Diamond Point
¼	.15	.35	.45	.50	.50
5-16	.15	.35	.50	.50	.55
⅜	.15	.40	.55	.55	.60
½	.20	.45	.65	.65	.75
⅝	.25	.55	.85	.70	.85
¾	.35	.65	.90	.90	1.00
⅞	.50	.90	...	...	1.25
1	.70	1.00	...	...	1.50

CHURNS—Barrel—No. 0, $10.00 each; 1, $11.25; 2, $12.75; 3, $14.25.

Improved Cylinder—No. 1, $6.00; 2, $7.50.

Glass Family, Universal—No. 15, $2.75 each; 125, $3.25; 135, $4.00; 145, $4.50. Dazey, No. 10, $1.75; 20, $2.25; 30, $2.75; 40, $3.50. Extra Jars, Dazey, No. 10, 55c; 20, 90c; 30, $1.20; 40, $1.50.

Tin without Dasher—1½ gal., $1.50 each; 2 gal., $1.55; 3 gal., $1.60; 4 gal., $1.75.

Dash—IX Tin—2-gal., $2.25; 4-gal., $2.75; 6-gal., $3.25.

Dash and Handle—25c extra.

CLAMPS—Carpenters'—Stearns, No. 212, $6.75 pair; 213, $8.25; 214, $9.25; 215, $10.00; 216, $18.25; 218, $21.50.

Carriage Makers'—Plain, No. 12, 55c each; 13 65c; 14, 85c; 15, $1.10; 16, $1.35; 18, $2.25; 20, $2.75; 22, $3.50.

Quilt Frame—No. 1, 10c each; 3, 20c; 32, 20c; 33, 20c.

CLEANERS—Window—Rubber—10-inch, 45c each; 12-inch, 50c; 14-inch, 60c; 16-inch, 65c; 18-inch, 75c.

Wood Floor Cleaners—14-inch, 60c; 16-inch, 75c.

CLEANING COMPOUND—

Cedar Sweep—1½-lb. carton, 20c; 4½-lb. carton, $60c; 33-lb. box, $2.00; 100-lb. drum, $3.75; 250-lb. barrel, $8.50.

Kleen-A-Pipe—1-lb. can, 75c; 10-lb. can, $3.00.

Shineoleum—1 quart, $1.00; 1 gal., $3.50; 5 gals., $12.50.

Cedar Mist—1 gal., $3.50; 5 gals., $12.50.

Sweeping Compound—No. 2, Green, 3c lb.; No. 3, Brown, 2¾c lb.; No. 4, Black, 2½c lb.

CLEVISES—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6" 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to ⅜ inc., each, 15c. ½, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1⅛-in., 60c

CLIPPERS—Bolt—

New Easy—		Extra Cutters—	
No. 0	3.75	No. 0	2.25
No. 1	5.00	No. 1	2.75
No. 2	7.00	No. 2	3.75
No. 3	8.75	No. 3	4.75
O. K.—			
10-inch	2.25	14-inch	3.00

CLOCKS, ALARM—Westclox—America, $2.00 each; Bluebird, $2.25; Lookout, $2.65; Sleepmeter, $2.75; Bunkie, $3.25; Ironclad, $3.00; Jack-O'-Lantern, $3.75; Bingo, $3.75.

Circle, $3.25; Flash, $3.25; Gale, $4.50; Ideal, $3.00; Indian, $1.85; Peerless, $3.00; Pershing, $3.50; Practical, $3.00; Slumber Stopper, $4.50; Startle, $3.50.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 1 to 3, 15c. Carborundum or Axolite—Nos. FF 00, 15c straight.

CLOTH, WIRE—Hardware Galvanized—Per lineal foot—

Mesh	24-in.	30-in.	36-in.	42-in.	48-in.
1-inch	.36	.45	.54	.63	.72
¾-inch	.28	.35	.42	.49	.56
⅝-inch	.28	.35	.42	.49	.56
2-inch	.20	.25	.30	.35	.40
2½-inch	.20	.25	.30	.35	.40
3-inch	.20	.25	.30	.35	.40
4-inch	.21	.26	.32	.37	.42
5-inch	.21	.26	.32	.37	.42
6-inch	.22	.28	.33	.39	.44
8-inch	.24	.30	.36	.42	.48

CLOTH, SCREEN WIRE—Per lineal foot—Retail prices have been figured on the following basis: 12M Black, 4½c; 14M Galv., 5½c; 14M Opal, 5c per sq. ft.

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RETAIL SELLING PRICES—Continued

COCKS—

No.		Each
Ball—	½-inch..	1.50
	⅝-inch...	1.75
	¾-inch...	2.10
	1-inch...	3.25
Floats—	5-inch...	.60
	6-inch...	.90
	7-inch...	1.25
	8-inch...	2.00

No.		Each
Gas Hose—	⅜-inch...	.25
	½-inch...	.30
	¾-inch...	.45

Service, Standard—Square or Flat Head—

	¼"	⅜"	½"	¾"	1"	1¼"	1½"	2"
Each	.50	.55	.60	.70	1.15	1.85	2.50	4.50

COMPASSES—No. 40-4, 45c each; 6, 55c; 8, 75c.

COOKERS—Fireless—Duplex—No. 25, $17.00 each; No. 30, $28.25; 35, $19.75; 50, $30.00; 55, $32.00; 60, $35.00; 70, $48.50.
Legs—Set, $3.50.
Soapstone Discs—Each, $1.75.

COOLERS—Water—Galvanized Lined—02, $5.00 each; 03, $6.00; 04, $7.00; 06, $8.25; 08, $10.25; 010, $12.25.

COPPER—Sheet, 65c lb.; Bars, round, 70c lb.; Tubing, 75c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.	
8½ inch	2.75
9½ inch	3.00
10½ inch	3.25
Coffee Pots.	
3 pints	1.85
4 pints	2.10
5 pints	2.25
6 pints	2.50
Tea Pots.	
2 pints	1.65
3 pints	1.85
4 pints	2.10
Wash Boilers.	
348	7.50
349	8.00

COPPERS, SOLDERING—Family—

1, per set	1.65
2, per set	1.50
Tinners—	
½ pound, per pair.....	.20
1 pound, per pair.....	.30
1½ pound, per pair.....	.35
2 pound, per pair.....	.45
3 to 14 pounds	.45

CORD—Sash, Common—Per hank: No. 6, $1.00; 7, $1.25; 8, $1.50; 10, $2.50; 12, $3.00.
Silver Lake—Per hank: No. 6, $1.65; 7, $2.20; 8, $2.65; 10, $4.25; 12, $5.25.

CORD, TINNED PICTURE—
No. 00, 15c pkg.; 1, 25c; 2, 30c; 3, 40c; 4, 50c.

CRAYON—Lumber, 10c; Soapstone, 5c.

CULTIVATORS—
Norcross, 1GC-5, each, $2.00; 5N, $1.50; 3N, $1.25; Midget, 60c.
Pull Easy, PEC, each, $2.00; PE5, $1.65; PEW2, $5.00.

CUTTERS—Pipe—Barnes, No. 1, $3.25 each; 2, $4.25; 3, $7.00; 4, $14.00; 5, $20.00.
Saunders—No. 1, $2.75 each; 2, $4.00; 3, $9.50.
Trimo—No. 1, $3.50; No. 2, $4.75; No. 3, $8.00.

DAMPERS—Stove Pipe—No. 3, 20c each; 4, 20c; 5, 25c; 6, 25c; 7, 40c; 8, 80c; 9, $1.15; 10, $1.50.

DIVIDERS—Wing, No. 35 and 50—6-inch, 75c; 7-inch, 85c; 8-inch, $1.00; 10-inch, $1.25; 12-inch, $1.50; 14-inch, $3.65.
Wing Ext. No. 1—6-inch, $1.25; 7-inch, $1.50; 8-inch, $1.75.
Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.

DOORS—Ash Pit—

8x8	2.00	10x12	2.75
8x10	2.25	12x15	5.50

ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.

DOORS—Screen—
241 Common Varnished, ⅞-in.—2-6x6-6, $3.25; 2-8x6-8, $3.85; 2-10x6-10, $3.50; 3x7, $3.75.
276 Black, 1⅛-in.—2-6x6-6, $3.65; 2-8x6-8, $3.75; 2-10x6-10, $4.00.
311 Black, 1⅛-in.—2-6x6-6, $4.50; 2-8x6-8, $4.75; 2-10x6-10, $5.00; 3x7, $5.25.
391 Galv.—2-8x6-8, $5.50; 2-10x6-10, $5.75; 3x7, $6.00; 3x6-8, $6.25.
525 Black—2-8x6-8, $6.50; 2-10x6-10, $6.75; 3x7, $7.00; 3x6-8, $7.25.

DRILLS—
Goodell-Pratt Bench Drills—

No.	Each.
8	7.50
8½	9.50
9½	14.00
10½	24.00
490½	20.00
1003	16.50
1005	26.50
11	22.00

Goodell-Pratt Breast Drills—

6	5.85
07	5.50
245	5.00
279	18.25

Millers Falls (Breast)—

12	6.25
13	7.75

No.	Each
87	12.50
97	13.00
99	6.75
112	3.75
212	4.50

Yankee—Millers Falls, Hand—

1	3.50
2	5.25
3	3.50
4	1.10
5	3.75
98	5.75
105	3.75
306	5.50
343	4.00
1980	5.75

Drill Presses—Millers Falls

20	11.00
21	15.00
22	5.00
23	7.50
210	15.00

Hand Drills—Millers Falls

1	3.50
2	5.00
3	3.50
5	3.75
98	5.75
105	3.75
303	3.00
306	5.50
343	4.00
980	5.75
1980	5.75

Chain Drills—Goodell-Pratt

307	4.50
316	4.50
317	5.50
318	7.00
1500	4.50

Yankee Automatic

41	3.00
42	2.50
44	3.75
40	3.50

Yankee Chucks and Drill Points

No.	Set.
300	1.15
301	1.15
305	.55

Yankee Drill Points
Set of 8, $7.10; each, 15c; 2 for 25c.

DRILLS, TWIST—

	Bit Stock	Rd. Shk. Prentiss	Sqr. Tpr. Coes	Sqr. Tpr. Shk.	Str. Shk.	Tpr Shk
1-16.....	.20	...	...	....	.10	...
⅛	.20	.35	.40	....	.15	.35
3-16.....	.30	.40	.45	....	.15	.35
¼	.35	.45	.55	1.20	.20	.45
5-16.....	.45	.55	.60	1.35	.25	.55
⅜	.55	.60	.70	1.45	.35	.65
7-16.....	.70	.75	.75	1.50	.55	.75
½	.85	.90	.85	1.55	.75	.90
9-16.....	1.00	1.05	.90	1.60	...	1.05
⅝	1.20	1.20	1.00	1.70	..	1.20
11-16.....	1.35	1.35	1.15	1.75	...	1.35
¾	1.55	1.50	1.30	1.85	...	1.50
⅞	1.95	1.95	1.60	2.45	...	1.95
1	2.35	2.65	1.90	3.10	...	2.65
1⅛	....	....	....	3.75	...	3.40
1¼	....	....	....	4.40	...	4.15
1⅜	....	....	....	5.05	...	4.90
1½	....	....	....	5.75	...	6.40

Sebco Four Point Star, Brick and Concrete—

	¼	⅜	½	¾	1	1¼	1½	2
12-inch....	.40	.40	.45	.65	.85	1.30	2.25	4.50
18-inch....	.50	.50	.60	.80	1.10	1.55	2.50	5.00
24-inch....	.65	.65	.70	1.00	1.20	1.75	2.80	5.25

ELECTRICAL APPLIANCES—
Universal Goods—
Dishes, Chafing—

E940	18.00
E9850	15.50

Grills—

E982	11.50
E984	12.50

Heaters, Immersion —

E970	5.25

Irons, Curling—

E9901	6.25
E99011	6.75

Irons, Pressing—

E901	7.50
E902	6.75
E905	6.75
E9023	6.25
E9035	6.75
E9051	8.00

Pads, Heating—

E9940	10.75

Percolators—

E9435	13.50
E9437	15.00
E9439	16.50
E9635	11.50
E9637	13.00
E9039	14.50
E9646	17.50
E9649	19.50
E9676	10.00

Ranges, Table—

E9841	22.00

Stoves—

E998	8.75
E997	8.75
E9960	7.75

Toasters—

E945	7.50
E946	8.75

Urns, Coffee—

E916	17.00
E919	18.50
E9136	15.00
E9146	19.50
E9149	21.50
E9166	22.50
E9169	25.00
E9176	15.50
E9179	17.00
E9166044	41.25
E9169044	43.75

Vacuum Cleaners—

E701	89.50
Attachments	10.50

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RETAIL SELLING PRICES—Continued.

Hot Point Goods—

Chafing Dishes—No. 20501, $10.00 each; 20502, $19.00; 20503, $22.50.

Grills—116G1, $11.50 each; 186G1, $12.50; 20101, $10.50.

Heaters, Air—No. 30403, $11.00 each; 30404, $13.00; 30603, $32.50; 30604, $44.00; 116A4 (Hedlite), $11.00.

Heaters, Immersion—No. 113W16 (50201), $5.25 each; 115W16 (50202), $6.25; 115W17 (50203), $7.25.

Irons, Curling—No. 112L5, $7.25 each; 112L6, $6.50.

Irons, Pressing—No. 1113F12 (11103), $7.95 each; 113F22 (11203), 3 lb., $6.25; 115F5 (11205), 5 lb., $6.95; 115F17 (11206), 6 lb., $6.95; 11307, $8.75; 11308, $9.25; 11310, $11.00; 11312, $15.50; 11315, $17.00.

Pads, Heating—No. 114Q8 (50142), $9.00; 114Q4, (50151) $10.25.

Ovens—No. 40701, $6.50; 40201, $25.00.

Percolators—No. 20611, $10.00; 20620, $12.00; 20621, $18.00; 20622, $17.50; 20650, $18.00; 114P18 (20651), $23.00; 114P17 (2652), $25.00.

Stoves—No. 116D1, $10.00; 186D1, $11.50; 20301, $7.00; 20302, $7.25; 40101, $7.50; 40102, $9.25; 40103, $18.00; 40104, $15.00; 40105, $17.50.

Toasters—114T5, $6.75; 115T1, $8.50.

Vacuum Cleaners—122V2, $45.00. Attachments, $11.00.

ELECTRICAL SUNDRIES—

Anylites	1.35
Ammeters—	
Ever Ready	1.25
Readrite	1.00
Volt	1.15
Bells, Door—	
2½-inch	.85
3-inch	1.00
Buzzers	.85
Chain, Fixture	.25
Cleats, Porcelain	.05
Cord—	Ft.
Heater No. 16.'	.12½
No. 18	.10
Lamp No. 18, G. & Y.	.04
No. 18, Par Silk	.07½
No. 20, Par Silk	.06
No. 18, Tw. Silk	.07
No. 20 Tw. Silk	.05
1-64 Single Fixture	.03
No. 18 Reinforced	.10
Fans—	
Menominee, 500-9-in.	12.00
Robbins-Meyers—	
8-inch non-osc.	12.50
9-in. non-osc., 3 sp.	19.50
9-in. osc., 3-speed	24.50
12-in. non-osc., 3-sp.	29.00
12-in. osc., 3-speed	37.00
Fuses—	Each.
Plug, 6 to 30 amp	.12½
Knobs—	Each.
Porcelain, 5½ Solid	.03½
Nailit, 5½ Split	.05
Lamps—	
Nilco-Mazda type	List
Mazda Auto	List
Hylo Tungsten	1.00
Hylo Carbon	.75
Lamp Guards —	
No. 1425 Loxon	.45
No. 107 Neverbreak	.35
No. 44 Portable	3.25
No. 48, Portable	2.75
Loom—	Ft.
"Duraduct" 7-32 in.	.06
¼-inch	.08
Plates, Switch—	Each
Single gang	.25
Two gang	.50
Receptacle	.60
Plugs—	Each
Benjamin 2-way	1.35
Benjamin 3-way	1.75
Twinlite 2-way	1.20
Attachment —	Each
903 Benjamin	.30
2500 Chelton	.40
4 Mueller	.20
Fitzall w-o spring	.65
Fitzall spring	.75

Push Buttons—	Each
Wood	.20
Dull Brass	.25
Pearl Button	.50
White Button	.45
Receptacles—	Each
Flush	.45
Arrow E	.60
Cleat	.25
Rosettes—	
Concealed, 2-pc.	.30
Cleat, 2-pc.	.30
Cleat, 1-pc.	.20
Shades—	
Tin Flat, 8-inch	.25
Tin Flat, 10-inch	.35
Cone, 8-inch	.40
Cone, 10-inch	.45
Shade Holders—	
2¼-inch Acme	.10
2¼-inch Uno	.20
Sockets, Key—	
Freeman DB	.45
Arrow E DB	.50
Freeman Nic.	.60
Arrow E Nic.	.65
Sockets, Pull Chain—	
Freeman DB	.75
Arrow E DB	.80
Arrow E Nic.	1.00
Levolier DB	.80
Sockets, Keyless—	
Freeman DB	.45
Arrow E DB	.50
Staples—	Pkg.
Insulated, ¾-inch	.30
Switches—	Each
Snap	.50
Push	.60
Battery S. P. S. T.	.40
Battery S. P. D. T.	.60
Battery, D. P. S. T.	.65
Battery, D. P. D. T.	.90
Tape—	Lb.
Friction, 1 oz. to 1 lb.	1.25
Rubber, ¼ lb. to 1 lb.	1.25
Tubes—	Each
Porcelain, 5-16x3-in.	.05
Transformers—	Each
Arrow	1.90
Jefferson Jr.	2.00
Wire, Rubber Covered—	Ft.
No. 10	.03½
No. 12	.03
No. 14	.02½
Weather-proof—	Lb.
No 10	.40
No. 12	.35
No. 14	.25
Bell Wire—	Ft.
No. 18, Single	.02

EMERY—Per lb., 25c.
Stones—See Stones.
Cloth—See Cloth.
Wheels—See Wheels.

FASTENERS—Casement, common brass plated, 35c; Sash, common brass plated, 20c, two for 25c.

FAUCETS—Cork Lined—	
7-inch, each	.25
8-inch	.30
9-inch	.35

FENCE, POULTRY—Blue Ribbon—10 Rod Rolls—24-inch, $5.25 roll; 36-inch, $6.75 roll; 48-inch, $8.00 roll; 60-inch, $9.25 roll; 72-inch, $10.50 roll.
Union Lock—10 Rod Rolls—24-inch, $4.25 roll; 36-inch, $5.25; 48-inch, $6.25; 60-inch, $7.25; 72-inch, $8.00.

FIBRE WARE—Keelers—No. 2, $4.25 each; 3, $3.35.
Measures—1-qt., $2.50; 2-qt., $3.00.
Pails—12-qt., $1.75.
Spittoons—No. 2, $2.35; 3, $2.00.
Tubs—No. 1, $9.25; 2, $8.00; No. 3, $7.50.

FIGURES AND LETTERS (STEEL)—

Figures	Set	Each	Letters	Set	Each
⅛ inch	1.25	.25	⅛ inch	3.50	.20
3-16 inch	1.50	.30	3-16 inch	4.50	.25
¼ inch	2.00	.35	¼ inch	5.75	.30
5-16 inch	2.25	.40	5-16 inch	6.75	.30
⅜ inch	2.75	.50			
½ inch	4.50	.75			

FILES—

Length, inches—	3-3½	4	4½	5	5½	6	8	10
Band Saw, Slim		.15		.20		.25	.30	.40
Knife, Bastard		.30		.35		.40	.45	.55
Regular Taper	.15	.15	.15	.20	.20	.20	.30	.45
Slim Taper	.15	.15	.15	.15	.20	.20	.25	.40
Warding, Bastard		.25		.25		.30	.35	

Length, inches—	3-4	5	6	8	10	12	14	16
Flat Bastard	.20	.25	.25	.30	.35	.50	.75	.95
Half Rd. Bastard	.25	.30	.35	.40	.50	.65	.85	1.10
Mill Bastard	.20	.20	.20	.25	.30	.40	.60	.80
Round Bastard	.20	.20	.20	.25	.30	.40	.60	.80
Square Bastard	.20	.25	.25	.30	.40	.55	.75	1.00

FIXTURES—Grindstone—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75; Am. Heavy—17, $1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

FLASHLIGHTS — Eveready Daylos — Complete — No. 6961, $1.00 each; 6962, $1.25; 1991, $1.50; 2604, $1.70; 2631, $1.85; 2632, $2.25; 1619, $2.25; 2616, $2.00.
Eveready Batteries—No. 705, 50c each; 790, 35c; 791, 30c; 700, 30c; 750, 30c; 751, 40c.

Kwiklites

Tubular Nos.	5220	5221	5223	5229	5331	6240	6240B
Complete, ea.	$1.35	$1.70	$2.00	$2.00	$2.25	$1.55	$1.70
Case & Blb, ea.	1.15	1.35	1.50	1.65	1.75	1.25	1.40
Tubular Nos.	6241	6241B	6249	6249B	6343	6343B	6351
Complete, ea.	$1.85	$2.00	$2.35	$2.55	$2.25	$2.45	$2.75
Case & Blb, ea.	1.50	1.65	2.00	2.20	1.75	1.95	2.25
Pocket Nos.	2472	2573	3475	3475B	3577	3577B	3579
Complete, ea.	$1.00	$1.25	$1.25	$1.35	$1.50	$1.65	$1.90
Case & Blb, ea.	.70	.85	.95	1.05	1.10	1.25	1.50

Watch Ch. Nos. 6239 6239B Watch Chain Bat'y No. 1204
Complete, each..$1.00 $1.10 Battery only, each....$ .25
Case & Blb., ea.. .75 .85

Battery only—

Nos.	1202	1203	1206	1207	1271	1301	1308	1309
Each	$0.30	$0.35	$0.30	$0.30	$0.30	$0.50	$0.40	$0.40

FLATTERS—Blacksmith—2-in., $1.35; 2½-in., $1.85; 3-in., $2.25; 3½-in., $3.00.

FORGES—No. 150 Chicago, $16.85; No. 151 Chicago, $17.00. Buffalo—No. 310 Steel Ball Bearing Rivet, $33.00; No. 722, $33.00; No. 742H, $40.00.

FORKS—Hay—Nellis, 94 single harpoon, $7.50; 95 double harpoon, $4.65; 96 double harpoon, $9.50; 87 double harpoon, $5.50; 98 double harpoon, $9.50. Grapple, No. 99 (4 tines), $17.50; No. 100 (6 tines), $20.00. Jackson Patterns, 4 ft., $22.50; 4½ ft., $24.00; 5 ft., $28.00.

FREEZERS—Arctic—

1	3.25	3	5.50
2	3.50	4	6.75
3	4.50	6	8.50
4	5.50	8	11.00
6	7.00	10	14.50
8	9.00	12	17.25
Toy	2.75	15	20.50
		20	26.50

White Mountain		Acme	
1	4.00	2 Qt. Tin or Gal., doz.	12.00
2	4.75	4 Qt. Tin or Gal., doz.	20.00

FROES—Special—Each, 12-in., $2.00; 14-in., $2.25; 16-in., $2.50. Common—Each, 12-in., $1.85; 14-in., $2.00; 16-in., $2.15.

GARBAGE CANS—(See Galvanized Ware).

GATES—Molasses and Oil —

Stebbins—¾-inch, 50c each; 1-inch, 60c; 1¼-inch, 70c; 1½-inch, 75c; 2-inch, 85c.
Perfection—½-inch, 75c each; ¾-inch, 85c; 1-inch, $1.00; 1¼-inch, $1.10; 1½-inch, $1.35; 2-inch, $1.65.
Enterprise, Self Measuring—No. 61, Faucet, $9.75.

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RETAIL SELLING PRICES—Continued.

GAUGES, MARKING—

Steel—		Wood—	
90	.75	0	.15
92	2.50	61	.20
93	1.75	62	.35
95	1.75	65	.90
97	1.25	71	1.00
98	1.85	72	.60
		73	1.15

Altitude Gauges, $5.35.
Steam Gauges, 4½-in. face I. C., $5.35.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

GLASS—Window—3B Grade—Single Strength, 80 per cent; Double Strength, 80 per cent.

Extras for Putting in Glass—	Per Light
First 3 Brackets	.50
Second 3 Brackets	.75
Third 3 Brackets	1.00
Larger Lights	$1.00 per hour, per man

GLASSES—

Ground Level—		Proved Level—	
1¾	.50	1¾	.15
2	.60	2	.15
2½	.65	2½	.15
3	.70	3	.20
3½	.75	3½	.20

GLASSES, GAUGE—

	Standard			Extra Heavy	
	⅜	½ & ⅝	¾	½ & ⅝	¾
10	.35	.35	.35	.55	.75
12	.35	.35	.50	.60	.90
14	...	.45	.60	.70	1.05
16	...	.55	.65	.85	1.25
18	...	.60	.75	.95	1.35
20	...	.65	.80	...	...
22	...	.70	.90	...	....
24	...	.80	1.00	...	....

GLOBES—Lantern—Cold Blast—Plain, 25c each; Bullseye, 40c; 2 Plain, 25c; 2 Bullseye, 40c; 2 Ruby, 65c.
Railroad—Clear, 25c each; Green or Red, 70c.
Tubular—Clear, 10c each; Plain, 25c; 3-0 Ruby, 60c; 4-0 Bullseye, 35c; 5-0 Wizard, 25c; 6-0, 25c each.

GLUE—Dry—Common, 30c lb.; Cabt., 35c; White, 45c.

Imperial Liquid—

Size —	1 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.	1 Gal.
List, Doz....	1.06	3.60	2.80	6.00	10.20	18.00	54.00
Sug. Ret. Ea.	.20	.30	.30	.50	.85	1.50	4.50

Le Page's Glue—

Size—	1 Oz.	2 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.
List, doz.....	2.40	1.65	1.80	3.60	6.00	10.20	18.00
Sug. Ret. Ea.	.20	.20	.30	.30	.50	.85	1.50

GOUGES—Buck's, Socket Firmer, Outside Bevel—No. 42—¼-inch, $1.20; ⅜-inch, $1.20; ½-inch, $1.25; ⅝-inch, $1.30; ¾-inch, $1.40; ⅞-inch, $1.55; 1-inch, $1.65; 1¼-inch, $1.85; 1½-inch, $2.10; 1¾-inch, $2.25; 2-inch, $2.50.
Witherby No. 320—¼-inch, $1.25 each, ⅜-inch, $1.25; ½-inch, $1.35; ⅝-inch, $1.40; ¾-inch, $1.50; ⅞-inch, $1.65; 1-inch, $1.75; 1¼-inch, $2.00; 1½-inch, $2.15; 1¾-inch, $2.40; 2-inch, $2.75.

P. S. & W. Firmer—

160—¼ inch	1.50	1 inch	2.10
⅜ inch	1.50	1¼ inch	2.25
½ inch	1.65	1½ inch	2.50
⅝ inch	1.70	1¾ inch	2.75
¾ inch	1.80	2 inch	3.25
⅞ inch	2.00		

GRAPHITE—Dixon's Flake, per can—1's, 85c; 5's, $3.75; 10's, $7.00.

GREASE—AXLE—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb. cans, 65c; 10 lb. pails, $1.25; 25 lb. pails, $2.75.
Mica—1 lb. can, 25c; 3 lb. can, 60c; 5 lb. can, 95c; 10 lb. can, $1.90; 25 lb. can, $4.00.
Cup Grease—5 lb. cans, $1.00 each; 10 lb. cans, $1.75; 25 lb. cans, $3.75.
Transmission—5 lb. cans, 20c each.

GRINDSTONES—

Loose—	Cwt.
15 to 40 lbs.	8.00
40 to 200 lbs.	8.00
Over 200 lbs.	8.50
Fixtures and Axle—	
15 inch	1.25
17 inch	1.35
19 inch	1.40
Mounted—Auto—	
No. A120, Size 1	15.00
No. A130, Size 2	13.75
No. A140, Size 3	12.00
Bi-Treadle	14.00
Empire Power	37.50
Samson—	
No. S155, Size 2	12.00
No. S160, Size 2	10.50
Sterling, No. T100	15.75
Wood Frames No. 1	12.50
Wood Frames, No. 2	13.35
Angle Steel Frames	11.75
Tubular Steel Frames	15.75
300 Cy. or 115 Frame	11.50
400 Cy. or T100 Fr.	15.50
Harvest King (power)	16.50
Loose Stones, lb.	.09
Fixtures—Auto—	
01	2.25
02	2.50
15 Common	1.25
17	1.40
19	1.60
21	1.85

HACKSAW BLADES—

Lenox, Power— Lgth.	Wdth.	Lt.	Heavy.
8"	9-16	.90	....
10"	⅝	1.15	....
10"	¾	1.35	1.95
10"	1	....	2.45
12"	⅝	1.35	....
12"	¾	1.60	2.35
12"	1	2.30	2.95
14"	⅝	1.70	....
14"	¾	1.90	2.75
14"	1	2.65	3.50
16"	¾	2.15	3.15
16"	1	3.05	3.90
17"	¾	2.30	....
17"	1	3.25	4.15

Hand Lennox, Starrett, Victor Star—

Length.	Each.	Dox.
8-inch	.10	.75
9-inch	.10	.85
10-inch	.10	1.00
11-inch	.10	1.10
12-inch	.15	1.20

Hand, Starrett, Victor, Star—

8-inch	.10	.80
9-inch	.10	.90
10-inch	.15	1.00
12-inch	.15	1.25

HACK SAW FRAMES—M. F.—4B, 75c; 6, $2.50; 9, $2.25; 15, $3.50; 77, $1.25; 78, $1.35; 1027, $3.50; 69, $3.30; 69B, $3.00; 14, $3.40; 4 Milford Adj., $4.00; 7 Milford Adj., $2.25; 36½ Disston, $1.50; 40 Extension, 75c.

HAMMERS—Vanadium, No. 41½, $2.65 each; Plymouth, No. 11½, $1.90; No. 2 Ball Pein, $2.00.

HAMMERS—Maydole Carpenters'—No. 1, $2.00 each; 1½, $1.75; 2, $1.65; 11, $2.00; 11½, $1.75; 12, $1.65; 12½, $1.50; 13, $1.40; 14, $1.35; 34, $1.25; 611½, $2.75; 710, 2.35; 711, $2.00; 711½, $1.75; 712, $1.65; 713, $1.50.
Maydole Chipping—No. 100, $1.90 each; 101, $1.75; 102, $1.55; 103, $1.40. Maydole Cross Pein—No. 174, $1.50.
Maydole, Ball Pein—No. 70, $3.00 each; No. 70½, $2.65; 71, $2.40; 72, $2.25; 78, $2.00; 74, $1.80; 75, $1.65; 76, $1.50; 77, $1.40; 78, $1.35; 79½, 1.25.

HAMMERS, CLAW—

Stanley No. 22—	
16 oz.	2.00
20 oz.	2.25
No. 12 and 12B—	
5 oz.	1.65
7 oz.	1.75
10 oz.	1.80
13 oz.	1.85
16 oz.	2.00
20 oz.	2.25
Plumb's Engineers—	
261	1.65
262	1.75
263	1.85
264	2.40
Plumb's Machinist's Ball Pein—	
18	.65
370	1.20
371	1.25
372	1.25
373	1.25
374	1.35
375	1.65
376	1.75
377	1.75
379	2.00
381	2.25

GALVANIZED WARE

Boilers, Wash

227	2.25
228	2.35
229	2.50

Bowls, Wash

7	.30
7½	.35

Buckets, Fire

314	.65

Buckets, Well

101 10 qt.	.55

Cans, Garbage Smooth

200	.95
300	1.10
400	1.25
500	1.65
600	2.00
700	2.50

Corrugated

2	.95
3	1.10
4	1.25
5	1.65
6	2.00
70	2.50
80	5.75
90	6.50
100	9.00

Garbage Cans in lots of 3 dozen or more, 5 per cent from above prices.

Cans, Gasoline

65	1.85
501	.50
505	1.35
605	1.75

Cans, Oil

0	.45
02	.75
15	.50
25	1.75
105	1.25
205	1.65

Canteens, see page 179.

Dippers, Laundry

525 (4-qt)	.55

Hods, Coal

615	.75
616	.85
617	.90
618	1.00

Pails, Cement

14	1.50
114	2.00

Pails, Chamber

8-qt.	.85
10-qt.	.90
12-qt	1.00

Pails, Stock

14	.55
16	.60
18	.70
20	.80

Pails, Water

8	.35
10	.40
12	.45
14	.50
16	.55

Pails and Tubs, 6 doz. assorted 5 per cent discount.

Pans, Refrigerator

1	.60
2	.85
3	.70
4	1.30

Pots, Watering

514	1.00
516	1.15
518	1.35
520	1.50
522	1.75
526	2.25

Tubs, Foot

51	.75
52	.85
53	1.00
54	1.25

Tubs, Wash

A	.60
B	.70
0	.90
1	1.00
2	1.20
3	1.35
10 S	1.50
20 S	1.75
30 S	2.00

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RETAIL SELLING PRICES—Continued.

Riveting—

Plumb's, Stanley No. 147—	
250, 4 oz.	1.10
251, 7 oz.	1.15
252, 9 oz.	1.20
253, 12 oz.	1.25
254, 15 oz.	1.35
255, 18 oz.	1.45
256	1.55

Plumb's Brick—

461	2.00
462	1.75
3154	1.15
3155	1.85

Plumb's Prospector's Pick

470	2.75
471	2.85

HANDLES—Adze, extra select, 90c; second growth, 90c.
Axe—Single or double bit, Boys' No. 1, 60c; Boys' extra select, 60c; Turned No. 1, 60c; extra select hickory, 85c; second growth, $1.00.
Chisel—Hickory, 10c; Leather Tip, 15c.
Hammer Handles—All sizes—1st Quality, 25c; 2nd Quality, and Machine, 20c.
Hatchet Handles—13 and 14, 25c; 15 and 16, 30c.

Peavey Handles—	Select Maple	Rock Maple	Select Hickory
2¼ x4	....	....	2.30
2¼ x4½	....	....	2.40
2½ x4½	1.25	1.60	2.50
2½ x5	1.40	1.75	2.65
2¾ x5	1.65	2.00	3.80
2¾ x5½	....	....	4.45
3 x5½	....	2.45	5.25

Pick—36-inch Drift, Select, 75c; Extra Select, $1.00; Railroad No. 1, 50c; No. 2, 60c; Select, 85c; Extra Select, $1.15. Sledge—36-inch, Select, 60c; Second Growth, 75c.
Saw, Hand—Disston, No. 7, 50c; No. D8, 85c; No. 12, $1.25. Crosscut, Disston, No. 112, $1.00; No. 113, $1.25; No. 114, $1.50. Simonds Reversible Guard, per pair, $1.60; Simonds No. 6, $1.60; Atkins No. 24, $1.60. One Man Cross Cut, No. 218, 45c; Supplementary, 30c. Auger M. F. No. 1, $1.00; No. 2, $1.25; No. 3, $1.75; No. 4, $4.75; No. 6 Com., 15c; Pecks Adj., 50c; Pratts Ratchet, $4.75.

HANGERS, BARN DOOR—

Flat Track— No., Brand.	Each.
5, Myers	2.50
25 Myers Garage Set.	3.25
11, Lanes	2.15
11½, Lanes	2.65
13, Lanes	4.75
25, Lanes	1.50
30, Lanes	1.50
40, Lanes	1.75
93, Lanes	1.50
28, 20th Century	2.25
37-1, Richards	1.65
38-1, Richards	1.75
42-3, Richards	1.75
42-5, Richards	2.75
42-6, Richards	4.00
43, Richards	1.25
248, Richards	1.85

Round Track—

5, World's Best	2.50
384, Cannon Ball	2.25
440, Cannon Ball	2.75
715, Cannon Ball	2.00
800, Cannon Ball	12.50

Trolley Track—

120 Coburn's	4.25
122½ Coburn's	5.75
195A, Coburn's	4.75
195B, Coburn's	6.75
24-2, Richards	3.25
120, Richards	7.00
150, Richards	8.00

HANGERS, HOUSE DOOR—

No., Brand.	Each.
101, Lanes	12.00
101½, Lanes	6.00
105, Lanes	9.25
105½, Lanes	4.75
5S, Prouty	4.35
5D, Prouty	8.75
01, Johns	3.00
1, Johns	6.00
011, Richards	3.60
11, Richards	7.25
012, Richards	4.00
12, Richards	8.00
015, Frisco	3.00
15, Frisco	6.00
140-1, Richards	4.00

Trolley—No. 016, 3-in., $5.75; 3½-in., $6.00; 4-in., $6.50; 4½-in., $6.75; 5-in., $7.25; 6-in., $8.50. No. 16, 5-in., $11.00; 5½-in., $11.25; 6-in., $11.50; 7-in., $12.00; 8-in., $12.50; 10-in., $14.25. No. 019, 3-in., $4.75; 3½-in., $5.25; 4-in., $5.75; 4½-in., $6.00; 5-in., $6.25; 6-in., $7.50. No. 19, 5-in., $9.50; 5½-in., $9.75; 6-in., $10.00; 7-in., $10.50; 8-in., $11.00; 10-in., $12.50. No. 132, 3-in., $5.50; 3½-in., $6.25; 4-in., $6.50; 4½-in., $7.25; 5-in., $7.50; 6-in., $8.75. No. 132, 5-in., $11.50; 5½-in., $11.75; 6-in., $12.00; 7-in., $12.50; 8-in., $13.50; 10-in., $15.25.

135, 1	3.50
135, 2	5.00
9, Midget	.60
90T, Midget Track	.15

HASPS—Common—
Size 20, 5-in., each, 10c; 6-in., 10c; 7-in., 10c; 8-in., 10c; 10-in., 15c. Size 30, 5-in., 10c; 6-in., 10c; 7-in., 10c; 10-in., 30c. 850, 8-in., each 15c, 10-in., 20c. Size 35, 6-in., each 20c; 8-in., 25c.
Hinge—912, 3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 25c; 10-in., 40c; 12-in., 70c.
S. C. 912—3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 30c; 10-in., 50c.
1308¼—3-in., each, 35c; 4½-in., 45c; 6-in., 60c.
Lock—20, Prouty, 75c each; 22, Prouty, 95c.
Safety—915, 3-in., doz., 20c; 4½-in., 25c each; 6-in., 35c. SC915, 3-in., 20c each; 4½-in., 25c; 6-in., 35c; SC915, 3-in., 30c each; 4½-in., 40c; 6-in., 60c; 941J, 60c.

HATCHETS—Underhill Star, No. 10, Chicago Pat., $3.00; No. 5, Boston Pat., $3.00; No. 15 St. Paul Pat., $3.25.
Sayre—Boston, No. 30, $3.00; Chicago, No. 40, $3.25.
Flooring—Plumb, $3.25; White, $4.00.
Broad—1 Plumb, $2.25; 2, $2.50; 3, $2.85; 4, $3.25; 5, $3.75.
Bench—(single or double bevel)—8 White, $3.00; 7, $3.25; 6, $3.35; 5, $3.50; 4, $4.00.
Claw—1 Plumb, $2.00; 2 Plumb, $2.15; 3 Plumb, $2.00.
Shingling—1 Plumb or equal, $1.85; 2, $2.00; 3, $2.50.
Half—1 Plumb or equal, $2.00; 2, $2.10.
Barrel or Fruit Box—Sayre 400, $2.75; Sayre 401, $2.50.

HEADS, MOP—Cotton—No. 9, 25c each; No. 12, 35c. Linen, No. 012, 45c; No. 015, 60c; No. 018, 70c; No. 020, 75c.

HINGES—Back Flaps—No. 814, 1-inch, 10c each; 1¼-inch, 10c; 1½-inch, 15c; 1¾-inch, 20c; 2-inch, 25c. No. 816, 1-inch, 10c; 1¼-inch, 10c; 1½-inch, 10c; 1¾-inch, 15c; 2-inch, 20c.

Floor—	
Bommer, D 15	1.85
R. EA, 315	2.00
SHA, E, 265	2.25
2	3.75
4	5.50
302, 602	5.50
304, 604	8.10
252	6.50
254	9.75
Chicago—	
R, EA, KF, 200	3.25
SHA, E, 200	3.50
R, EA, 230	4.75
KF, SHA, E 230	5.00
Corbin—D, 512	2.00
R, EA, 512	2.10
SHA E, 512	2.40
Katz—R, EA, 2	1.85
KF, SHA, E, 2	2.15
R, EA, 3	4.75
KF, SHA, E, 3	5.25
R, EA, 3½	5.75
KF, SHA, E, 3½	6.00
Rixon—7	15.00
8	16.50
10	18.75
15	22.50
20	36.00
25	45.00
30	53.00
40	85.00
Standard—R, EA 450	7.00
SHA, E, 450	8.50
R, EA, 452	12.00
Ornamental Surface "Butterfly"—	
1420, D2 & F—	
1¾ x1¾	.25
2½ x2½	.30
3x3	.35
1420, H & N—	
1¾ x1¾	.35
2½ x2½	.40
3x3	.45
1431, 1474, 1475 1478, 1479, 1480, 1481, 1482	and
14331—D2 & F	.25
SF2 & H	.25
J1	.25
N	.25
Refrigerator—Flat—	
T400, Cast Iron	.60
1404, Wrt. Brass	.65
1404N, Wrt. Brass	.80
1405D2&F, Wrt. Steel	.55
1405N, Wrt. Steel	.55
Offset—	
T402, Cast Iron	.60
1408, Wrt. Brass	.65
1408N, Wrt. Brass	.80
1409D2&F, Wrt. Steel	.55
1409N, Wrt. Steel	.60
Screen Door Spring—	
900	.30
R 902, EA 903	.40
SR, SHA, 905 & E913	.50
2100	.90
R 2102, EA 2103	1.25
E 2104, SHA 2105	1.65
D 2200	.90
R 2202, EA 2203	1.25
SHA 2205	1.65
Screen Door Sets—	
7	.40
1900	.40
R 1902, EA 1903	.50
SHA 1905	.60

STRAP AND TEE HINGES—

Strap—	3"	4"	5"	6"	8"	10"	12"
900, Light, Plain	12½	.15	.20	.25	.35	.55	...
900SC, with Screws	.15	.20	.25	.30	.40	...	...
902, Heavy, Plain		.20	.25	.35	.50	.70	1.10
902SC, with Screws		.25	.30	.40	.60	.85	1.25
935, Corgd., Plain		.20	.25	.35	.55	.80	1.15
935SC, with Screws		.25	.30	.40	.60	.90	1.30
SC1300¼, Light Galv.	.25	.30	.40	.55	.70	...	...
SC1302¼, Heavy Galv.		.35	.50	.80	1.25	.85	2.60
SC1305¼, Corgd. Galv.		.40	.55	.85	1.50	2.10	...
Tee—	**3"**	**4"**	**5"**	**6"**	**8"**	**10"**	**12"**
904, Light, Plain	12½	.15	.20	.25	.30	.45	.60
SC904, with Screws	.15	.20	.25	.30	.35	...	...
906, Heavy, Plain		.20	.25	.35	.40	.50	.70
SC906, with Screws		.25	.30	.35	.45	.65	...
908, Extra Heavy		.25	.30	.40	.65	.90	1.25
937, Extra Corgd.		.30	.35	.40	.70	.90	...
SC937, with Screws		.35	.40	.45	.75	1.00	1.45
SC1304¼, Heavy Galv.		.40	.55	.65	.85	1.40	...
SC1306¼, Corgd. Galv.		.55	.85	1.15	1.85	2.50	...

BUTTS—Cabinet Door—

189 F—2x2	.55
2½ x2	.65
2½ x2½	.85
189 N—2x2	.55
2½ x2	.65
2½ x2½	.85
289 D2, F, & B—2x2	.25
2½ x2	.30
2½ x2½	.30
289 S F 2, S D 2, S A 4 and H—2x2	.30
2½ x2	.35
2½ x2½	.35
289 N—2x2	.35
2½ x2	.35
2½ x2½	.35
295 D 2 and F—2	.25
2½	.25
295 N—2	.30
2½	.35
284 D 2 and F—2-inch	.20
2½-inch	.25
3-inch	.35
284 S F 2—2-inch	.25
2½-inch	.30
3-inch	.35
284 N—2-inch	.30
2½-inch	.35
3-inch	.40
286 D 2 & F—2-inch	.25
2½-inch	.30
3-inch	.35
286 N—2-inch	.25
2½-inch	.35
3-inch	.40
291 D 2 and F—2x2	.30
2½ x2½	.30
3x3	.35
291 S D 2, S F 2, S A 4 and B—2½ x2½	.35
3x3	.40
291 N—2½ x2½	.40
3x3	.45

Bright Steel—No. 804—2x2, 15c; 2½x2½, 20c; 3x2½, 25c; 3x3, 25c; 3½x3½, 30c; 4x4, 45c. 808—2x2, 15c; 2½x2½, 15c; 3x3, 20c; 3½x3½, 30c; 4x4, 40c. 823—2½x2½, 25c; 3x3, 30c; 3½x3½, 30c; 4x4, 35c. 838—1, 10c; 1¼, 10c; 1½, 10c; 2, 10c; 2½, 15c; 3, 15c; 3½, 25c; 4, 35c. 840—1, 10c; 1¼, 10c; 1½, 10c; 2, 15c; 2½, 15c; 3, 20c.

Galvanized—Brass Pins—1319—2x2, 40c; 2½x2½, 45c; 3x3, 55c; 3½x3½, 75c. 1334—2x2, 40c; 2½x2½, 50c; 3x3, 65c; 3½x3½, 75c; 4x4, 95c.

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RETAIL SELLING PRICES—Continued.

BUTTS—Continued—

Finished—

241 D2, F, F 2 and B—	
2x2	.35
2½x2½	.40
3x3	.40
3½x3½	.40
4x4	.55
4½x4½	.80
5x5	1.40
6x6	2.35
241 S D 2, S F 2 & S A 4—	
2x2	.45
2½x2½	.45
3x3	.50
3½x3½	.50
4x4	.65
4½x4½	.90
5x5	1.55
6x6	2.65
241 H—2x2	.45
2½x2½	.50
3x3	.50
3½x3½	.50
4x4	.70
4½x4½	.95
5x5	1.60
6x6	2.75
241 N—2x2	.50
2½x2½	.50
3x3	.50
3½x3½	.55
4x4	.70
4½x4½	1.00
5x5	1.65
Parliament—	
260 D 2 and F—3-inch	.45
3½-inch	.55
4-inch	.60
4½-inch	.70
5-inch	.75
260 S D 2, S F 2—	
3-inch	.50
3½-inch	.60
4-inch	.65
4½-inch	.70
5-inch	.75
260 H & SA 4—3	.50
3½	.60
4	.65
4½	.70
5	.80
260 N3	.50
3½	.60
4	.65
4½	.70
5	.80
828—3½	.35
4	.40
4½	.45
5	.50
6	.55
Japanned—	
731—2x2	.25
2½x2½	.30
3x3	.30
3½x3½	.30
4x4	.40
4½x4½	.55
5x5	.75
731½—2½x2½	.35
3x3	.40
3½x3½	.40
4x4	.45
733—2x2	.35
2½x2½	.40
3x3	.40
3½x3½	.40
4x4	.50
4½x4½	.75
5x5	1.30
6x6	2.25
740 J 1—2	.25
2½	.30
3	.35
747—2½x2½	.30
3x3	.35
747 J 1—2½x2½	.35
3x3	.40
749 J 1—2x2	.35
2½x2	.35
2½x2½	.35
Half Surface—	
160 D 2, F—2-inch	.40
2½-inch	.45
3-inch	.50
3½-inch	.55
4-inch	.75
4½-inch	1.05
160 S F 2—2-inch	.45
2½-inch	.50
3-inch	.55
3½-inch	.65
4-inch	.80
4½-inch	1.10
160 H—2-inch	.50
2½-inch	.55
3-inch	.60
3½-inch	.70
4-inch	.85
160 N—2-inch	.50
2½-inch	.55
3-inch	.60
3½-inch	.70
4-inch	.85
4½-inch	1.15
165 D 2 and F—2-inch	.50
2½-inch	.50
3-inch	.55
3½-inch	.60
4-inch	.80
4½-inch	1.05
165 S F 2—2-inch	.50
2½-inch	.55
3-inch	.60
3½-inch	.70
4-inch	.90
4½-inch	1.15
165 N—2-inch	.55
2½-inch	.60
3-inch	.65
3½-inch	.75
4-inch	.90
4½-inch	1.25
Soss Invisible—	
100	.45
101	.75
103	.60
104	1.35
108	2.10
112	3.25
116	4.50

Spring, Bommer—Single Acting—Pair—

Size	3"	4"	5"	6"	7"	8"	10"
Japanned	1.85	2.25	2.60	3.25	....	....	....
Ant. Cop., Dull Br.	2.50	3.00	3.55	4.50	....	....	....
Ant. Br., Sd., Nic.	3.35	4.00	4.75	....	....	....	....
Double Acting—							
Japanned	3.15	3.65	4.35	5.35	6.85	10.00	13.75
Ant. Cop., Dull Br.	4.15	5.00	5.90	7.50	9.60	13.75	19.00
Ant. Br., Sd., Nic.	5.50	6.65	8.00	9.60	12.25	17.00	....

New List Price of Bommer Spring Hinges—

Single Acting—	3"	4"	5"	6"	7	8"	10"
Japanned	3.10	3.70	4.30	5.30	....	....	....
Ant. Cop., Dull Br.	4.10	5.00	5.90	7.40	....	....	....
Ant. Br., Sd., Nic.	5.50	6.60	7.90	....	....	....	....
Double Acting—							
Japanned	5.20	6.10	7.20	8.10	11.40	16.50	22.80
Ant. Cop., Dull Br.	6.90	8.30	9.80	12.40	16.00	22.80	31.40
Ant. Br., Sd., Nic.	9.20	11.00	13.20	16.00	20.50	28.40	....

Spring, Chicago —

No. 1½, Double Acting—	
⅞ to 1	3.35
1⅛ to 1¼	3.90
1⅜ to 1½	4.65
1¾ to 2	6.75
2¼ to 2½	13.50

No. 3½, Blanks—

⅞ to 1	1.65
1⅛ to 1¼	2.00
1⅜ to 1½	2.35
1¾ to 2	3.35
2¼ to 2½	6.10

Wrought Brass, With Brass Screws —

	¾	1	1¼	1½	1¾	2	2¼	2½
Narrow	.10	.10	.10	.15	.15	.20	.25	.30
Middle	.10	.10	.10	.15	.15	.20	.25	.35
Broad	.10	.10	.15	.15	.20	.25	.30	.40
Desk	.15	.15	.20	.25	.40	.50	...	...

HOLLOW WARE—STEEL—Bailed Griddles, Cooking surface 12 inches, $1.90 each; 13 inches, $2.25; 14 inches, $2.50.

Handled Griddles—Cooking surface 9 inches, $1.30; 10 inches $1.50; 11 inches, $1.65.

Spiders—Diameter, bottom, 8 inches, $1.10; 9 inches, $1.20; 10 inches, $1.50; 11 inches, $1.75; 12 inches, $2.00.

HOLLOW WARE, CAST—Dutch Ovens—No. 8, $3.75 each; 9, $4.25; 10, $5.50; 11, $6.75; 8, $2.35; 2, $2.75; 1, $3.35; 0, $4.85; 00, $6.35.

Gem Pans—No. 1, $1.10 each; 8, $1.10; 6, $1.10; 10, $1.35; 11, $1.10.

Griddles—No. 7, $1.05 each; 8, $1.15; 9, $1.45; 10, $1.80; 12, $2.15; 14, $2.65; 16, $3.15.

Kettles, Stove—No. 7, Round, $2.85 each; 8, $3.15; 9, $4.25; 7, Flat, $2.85; 8, $3.15; 9, $4.25.

Skillets or Spiders—No. 4, $1.00 each; 5, $1.05; 6, $1.15; 7, $1.20; 8, $1.25; 9, $1.65; 10, $2.00; 11, $2.45; 12, $3.00.

Scotch Bowls—No. 2, $1.85 each; 3, $2.25; 4, $2.55.

Waffle Irons—No. 7, $2.00 each; 8, $2.50; 9, $2.75; 7-D, $2.50; 8-D, $2.75; 11, $3.00; 12, $5.00.

HOLLOW WARE—STEEL—Fry Pans, Acme—No. 00, 20c each; 0, 25c; 1, 30c; 2, 35c; 3, 35c; 4, 40c; 5, 50c; 6, 60c; 7, 75c.

Griddles—No. 8, $1.00 each; 9, $1.25; 10, $1.40; 12, $1.80; 14, $2.00; 16, $2.35.

Skillets or Spiders—No. 7, $1.20 each; 8, $1.35; 9, $1.45; 10, $2.00; 12, $2.35; 07, 35c; 08, 40c; 09, 55c; 1010, 65c; 012, 75c.

HOOKS AND EYES—(Price per dozen)—

	Screw Hooks Steel	Screw Hooks Brass	Screw Eyes Steel	Screw Eyes Brass
0	.60	...	.45	...
1	.50	...	.40	...
2	.45	...	.35	...
3	.40	...	.30	...
4 or 104	.30	...	.25	...
5 or 105	.25	...	.20	.75
6 or 106	.15	.75	.15	.60
7 or 107	.15	.60	.15	.45
8 or 108	.15	.45	.10	.40
9 or 109	.10	.35	.10	.35
10 or 110	.10	.30	.10	.30
11 or 111	.10	.25	.10	.25
12 or 112	.10	.20	.05	.20
13 or 113	.10	.15	.05	.15
14 or 114	.10	.10	.05	.10

Gate Hooks and Eyes—

Size	1½	2	2½	3	3½	4	6
No. 40, steel	.20	.25	.30	.40	.45	.50	.90
No. 1040, brass	.60	.75	.90	1.10	1.50	1.75	2.00

Gross lots, 35% off list.

Ceiling —	Ea.
2½-inch cast iron	.60
2¾-inch cast iron	1.35
2¾-inch, other finishes	1.50
Cast, coppered	.65
Wire, coppered	.35
Wire, Japanned	.40
Wire, tinned	.40
Wire, nickel plated	.55
Wire, brass plated	.55
Coat and Hat—	
Double, cast, heavy	.70
Single, cast	.45
Medium, cast	.70
Heavy, cast	.90
Cast, nickel plated	.85
Mast, copper finish	.95
Cast, brass finish	1.10
Cast, bronze, all fin.	4.25
Porcelain, solid	.15
Wire, Japanned	.20
Wire, tinned	.30
Wire, nickel plated	.40
Clothes Lins—	Ea.
Malleable iron, Jap	.10
Malleable iron, Galv.	.15
Grass—	Each
14-in., 16-in., 18-in.	.50
Bronzed	.65
12-in., enameled, green	.60
12-in., enameled, black	.65
Finest quality steel	.90
Forged tool steel	.60
Hammock—	
To screw	.15
With plate	.15
Hay Fork—	
⅝-inch pl. wr'ght steel	.30
¾-inch pl. wr'ght steel	.45
¼-inch galvanized	.15
⅜-inch galvanized	.15
7-16-inch galvanized	.20
½-inch galvanized	.25

HOSE FIXTURES—Hose Washers—¾-inch, doz., 5c; bulk, 45c lb.

Hose Couplings—Cast Brass, Common—½-inch, 25c each; ¾-inch, 25c; 1-inch, 40c. Heavy Brass, Clincher, ½-inch, 40c; ¾-inch, 40c.

Brass Hose Clamps—½-inch, 5c each; ¾-inch, 5c; 1 inch, 15c; 1¼-inch, 20c; 1½-inch, 30c; 2-inch, 35c.

Galvanized Steel Hose Clamps—½-inch, 5c each; ¾-inch, 5c; 1-inch, 10c; 1¼-inch, 20c; 1½-inch, 30c; 2-inch, 35c.

Hose Menders—Clincher, ½-inch, 20c each; ¾-inch, 20c. Sherman Seamless Brass, ½-inch, 10c; ¾-inch, 10c. Wood, ½-inch, 25c; ¾-inch, 30c. Caldwell Hose Straps, ½-inch, 2½c; ¾-inch, 3c. Caldwell Hose Strap Pliers, No. 1 for ½ or ¾-inch Hose Bands, 40c each.

Hose Nozzles—Boston, ¾-inch, 95c each. Magic, ¾-inch, 15c; ¾-inch, 17c; 4-ply, black, ½-inch, 15½c, ¾-inch, 19½c; 5-ply, black, ½-inch, 16½c; ¾-inch, 20c; 5-ply, red, ½-inch, 17c; ¾-inch, 21c.

HOSE, GARDEN—Coupled in 50-ft. lengths—Cotton, ½-inch, 20c; ¾-inch, 23c; 4-ply, black, ½-inch, 15½c; ¾-inch, 19½c; 5-ply, black, ½-inch, 16½c; ¾-inch, 20c; 5-ply, red, ½-inch, 17c; ¾-inch, 21c.

Reels, not coupled, per ft.—Electric, corrugated, ½-inch, 21c; ¾-inch, 24c; 1-inch, 35c; Electric smooth, ½-inch, 20c; ¾-inch, 23c; 1-inch, 30c; Second Grade, ½-inch, 19c; ¾-inch, 22c; Third Grade, ½-inch, 16c; ¾-inch, 19c; Fourth Grade, ½-inch, 15c; ¾-inch, 18c.

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RETAIL SELLING PRICES—Continued.

IRON SHEETS—Galvanized—

	Cut Sheets	Full Sheets
10 to 20	.14	.11
20 to 30	...	.18
Black Sheets—		
10 to 16	.12	.09½
18 to 24	.12	.09½
26 to 30	.18	10½
Corrugated Sheets, Galvanized—		
26 Ga.		9.00
28 Ga.		8.50
Rockface Siding		9.00
Brickface Siding 28 Ga.		8.25

IRONS—

Plane, Stanley or Bailey—		2⅜-inch, Single	1.05
1⅝-inch, Block	.75	1¾-inch, Double	1.10
1¾-inch, Single	.75	2-inch Double	1.20
2-inch, Single	.80	2⅛-inch, Double	1.25
2⅛-inch, Single	.85	2¾-inch, Double	1.55
2⅜-inch, Single	1.00	2⅝-inch, Double	1.65

IRONS—Sad. Common, 18c lb.
Mrs. Potts—No. 50, $3.50 per set.
70, $4.25; G. Pressing, 25c lb.; T Tailors' Goose, 25c lb.; N Gasoline, $5.25 each. Handles, 35c; Asbestos No. 60, $3.00 set.

KNIVES—Hay—
Lightning, $2.25; Iwan Sickle, $3.25; Iwan Serrated,, $3.25; Heaths Upright, $2.75.

KNOBS—Maple base, each, 5c; doz., 35c.

LACING—Belt—

Rawhide, Cut			
Size, ¼, per ft.	.02½	2, coil	.70
Size 5-16, per ft.	.03	3, coil	.80
Size ⅜, per ft.	.04	0M, 1M, 2M, 3M spl.	.80
Size 7-16, per ft.	.05	**Hooks**	**Doz.**
Size ½, per ft.	.06	10	.05
Size ⅝, per ft.	.07	8, 9	.05
Size ¾, per ft.	.08	6, 7	.10
Wire			
0 and 1	.05		

LADDERS—Extension, No. 1, $1.00 foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LAMPS—Coleman Quick-Lite, Gasoline—CQ829, Eastern and Central States, $9.00; Rocky Mt. and Pac. Coast States, $9.50.

LAMPS, ELECTRIC—Hygrade, Save, B First, Whitelite, Marvel, Brite-Lite and other makes.

Type B Lamps—	Clear	Frosted
10 to 50 watts	.40	.45
60 watts	.45	.50
100 watts	1.00	1.10
Type C Lamps—	**Clear**	**Frosted**
50 watts	.65	...
75 watts	.75	.80
100 watts	1.10	1.20
150 watts	1.55	1.65
200 watts	2.10	2.25

LANTERNS—Coleman Quick-Lite, Gasoline, LQ827—East and Central States, $7.50; Rocky Mt. and Pac. Coast States, 8.00.
Note—General rise in lantern prices will be itemized next month. Ask your jobber.

LANTERNS—Dietz Tubular—

HOT BLAST
Little Star Tin Lanterns..1.50
Hi-Lo Tin Lanterns.....2.00
Victor Tin Lanterns.....1.85
Monarch Tin Lanterns..1.35
O. K. Tin Lanterns.....1.50
No. 2 Royal Tin Lants..1.75

COLD BLAST
Junior Tin Lanterns....1.50
Junior Brass Lanterns..2.50
Junior Brass Nickel-plated Lanterns 2.50
No. 2 Crescent Tin Lanterns 2.10
No. 2 Blizzard Tin Lanterns 2.10
No. 2 Large Fount Blizzard Lanterns 2.00
Little Wizard Tin Lanterns 1.45
D-Lite Tin Lanterns....1.65
No. 2 Large Fount Wizard Lanterns 2.10

DASH AND WAGON
Buckeye Dash Lant'ns..2.25
Junior Wagon Lant'n...2.35
Roadster Wagon Lanterns 2.35

DRIVING
Eureka Driving, plain lens 2.50
Same with optical lens..2.65
Octo Driving, pl'n lens..4.50
Same, optical lens 5.10
Union Driving, plain lens 5.10
Same with optical lens..5.50

MILL
Watchman's Mill Lanterns, enamel fin.....2.50
Underwriter's Mill Lanterns 2.75
No. 2 Blizzard Mill Lanterns 3.75

FIRE DEPT.
King Fire Dept. Tin, enamel finish 5.10
Same, Nickel-plated on Tin 5.65
Same, all Brass ....
Same, Nickel-plated on Brass 6.50

WALL
No. 15 Wall Lanterns...3.00
No. 25 Wall Lanterns...3.15
No. 30 Beacon Wall Lanterns 3.15
No. 60 Beacon Wall Lanterns 9.00

STREET AND HANGING
Pioneer Street Lanterns, Tin 7.50
Same, Brass Founts 9.50
Same, all Brass 12.50
Pioneer Hanging Lanterns, Tin 8.10
Same, Brass Founts....11.00

PLATFORM
Imperial Platform Lanterns 13.00
No. 1 Climax Platform Lanterns 5.50
No. 2 Climax Platform Lanterns 5.65
Nos. 1 and 2 Climax Nested 11.00

UNCLASSIFIED
Police Flash Lanterns...2.00
Traffic Signal Lanterns..4.35
No. 12 Display Stand and Assortment 25.00

LEAD—Bar, 18c lb.; Calking (100 lbs.), 17c lb.; Pig (100 lbs.), 16c lb.; Sheet (full), 26c lb.; Wool, 35c lb.

LEVELS—No. 36, 12-inch, $3.35;18-inch, $4.00; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, 6.25.
Marx Aluminum—12-inch, $3.75; 18-inch, $4.50; 24-inch, $5.50; 28, $6.25.
No. 95, 24-inch, $8.00; 26-inch, $8.25; 28-inch, $8.50; 30-inch, $9.00. No. 96, 24-inch, $10.00; 28-inch, $10.50; 30-inch, $11.00.
Special Nos.—No. 0, $2.00; 15, 24 and 26-inch, $4.75; 18, 28 and 30-inch, $5.00; 25, $5.50. 34, $1.85; 4524, $5.00; 4424, $6.50; 45½, $5.25; 90, $8.75; 93, $5.00; 108, $1.00.

LINES, CLOTHES—Cotton, Braided—40-foot, 20c each; 60-foot, 25c; 50-foot, 25c; 50-foot, 35c.
Wire, Twisted—50-foot, 20 gauge, 45c each; 75-foot, 20 gauge, 60c; 100-foot, 20 gague, 70c; 50-foot, 18 gauge, 70c; 75-foot, 18 gauge, 80c; 100-foot, 18 gauge, 95c.
Wire, Solid—100-foot, 10 gauge, 95c each.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

LUGGAGE CARRIERS—BOYCO—No. 4, 46-inch, open, $3.75; No. 40, 46-inch, with end, $4.25; No. 5, 66-inch, open, $4.65; No. 50, 65-inch, with end, $5.00.

MANILA ROPE—3-16 inch to ¼-inch, 50c per lb.; ⅜-inch and larger, 45c.

MATS, DOOR—Cocoa Fibre, Fine, 14x24, $1.25; 16x27, $1.50; 18x30, $2.25; 20x33, $3.00; 22x36, $3.50.
Cocoa Fibre, Medium—16x27, $2.50; 18x30, $2.75; 20x33, $3.50.
Steel—15½x23½, $2.25 each; 17½x30, $3.00; 21½x36, $4.25.
Steel Matting in Rolls—Per sq. ft., $1.00.

MATTOCKS—

	Each
Short Cutter, Standard, 5½ lbs.	1.25
Long Cutter, Standard, 6 lbs.	1.25
Pick, Standard, 6 lb.	1.25

MAULS—Post—10-lb., $1.50 each: 13-lb., $2.00; 16-lb., $2.50; 18-lb., $2.75; 20-lb., $3.15.
Ship or Top, 25c lb.
Wood Choppers—Adze or Round Eye, 24c lb.

MILLS—Cider—

Junior	43.00	Senior	72.00
Medium	52.00	Force Feed	32.50

MOPS—Dish, Handled, No. 1, 10c each; 2, 10c; 4, 10c.
O-Cedar, Handled—No. 4, small trian.le, $1.25 each; No. 8, large triangle, $1.75; No. 10B, polish. $1.50.
Self-Wringing—No. 10, $1.10 each.
Round—No. 1, $1.75; No. 2, $1.25.

MOP STICKS—No. 2, 25c each; No. 7, 35c each; No. 18 35c each; No. 70, $1.10; Janitor's, 75c each.

MOWERS—Lawn—

Great American—		Common—	
15-inch	24.00	14-inch	8.50
17-inch	26.00	16-inch	10.00
19-inch	29.00	Pennsylvania—	
21-inch	32.00	17-inch	30.00
		19-inch	32.50
		21-inch	35.00

NAILS—Standard—All sizes, base, $4.90. 6d and larger, 8c lb.; 5d and smaller, 9c; 2d Fine Blue (Lath), 10c. 25 lb. lots, add to selling base $1.25 per keg. 50 lb. lots, 75c.
Cement Coated—All sizes, base, $4.10. 6d and larger, 10c lb.; 5d and smaller, 12c.
Felt Roofing—⅞ inch Plain, 15c lb.; ⅞ inch Galvanized, 18c.
Brads and Nails in Packages—All sizes, 40 per cent.
Advances on Standard Wire Nails, in Kegs—

	Common	Box	Casing	Finish.	C.C.Box
2d	1.45	1.65	1.70	2.00	1.65
3d	1.15	1.30	1.35	1.55	1.30
4d	.80	*1.05	1.10	1.25	*1.05
5d	.75	1.00	1.05	1.20	1.00
6d	.60	.70	.75	1.00	.70
7d	.55	.65	.70	.70	.65
8d	.30	.45	.50	.60	.45
9d	.30	.45	.50	.60	.45
10d	.20	.30	.35	.45	.30
12d	.15	.25	.30	.40	.45
16d	.10	.15	.20	.25	...
20 to 60d Base		.05	.10	.15	...

Barbed Nails advance 25c over Smooth Nails.
*Orange Box, $1.60.
2d Fine—Plain, $1.95; Extra, $1.95.
3d Fine—Plain, $1.35; Extra, $1.55.
Blued Lath Nails advance 25c over Fine Nails.

NAILS, SHOE—Corrugated—Brass Plated—No. ⅛-lb., 10c each; ¼-lb., 15c.
Wrought Brass—2-oz., 15c each; 4-oz., 25c.
Hob—¾, 30c lb.; larger, 30c.
Hungarian—Round or Cone Head—⅛-lb., 10c each; ¼-lb., 15c.

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RETAIL SELLING PRICES—Continued.

NETTING, POULTRY—Hexagon, Galvanized after Weaving—
2-inch, 20-gauge—List roll, 12 in., $2.14; 18 in., $3.08; 24 in., $3.92; 30 in., $4.68; 36 in., $5.35; 48 in., $7.13; 60 in., $8.91; 72 in., $10.69.
Sell Full Roll—12 in., $2.15; 18 in., $3.10; 24 in., $3.95; 30 in., $4.70; 36 in., $5.35; 48 in., $7.15; 60 in., $8.90; 72 in., $10.70.
Sell Cut (lin. ft.)—12 in., 1¾c; 18 in., 2½c; 24 in., 3½c; 30 in., 4c; 36 in., 4½c; 48 in., 6c; 60 in., 7½c; 72 in., 9c.
1½-inch, 20-gauge—List Roll, 12 in., $3.15; 18 in., $4.53; 24 in., $5.78; 30 in., $6.90; 36 in., $7.88; 48 in., $10.50; 60 in., $13.13; 72 in., $15.75.
Sell Full Roll—12 in., $3.15; 18 in., $4.55; 24 in., $5.80; 30 in., $6.90; 36 in., $7.90; 48 in., $10.50; 60 in., $13.15; 72 in., $15.75.
Sell Cut (lin. ft.)—12 in., 3c; 18 in., 4c; 24 in., 5c; 30 in., 6c; 36 in., 6½c; 48 in., 8½c; 60 in., 11½c; 72 in., 13c.
1-inch, 20-gauge—List Roll, 12 in., $4.95; 18 in., $7.12; 24 in., $9.08; 30 in., $10.83; 36 in., $12.38; 48 in., $16.50; 60 in., $20.64; 72 in., $24.75.
Sell Full Roll—12 in., $9.45; 18 in., $1.75; 24 in., $9.10; 30 in., $10.85; 36 in., $12.40; 48 in., $16.20; 60 in., $20.65; 72 in., $24.75.
Sell Cut (lin. ft.)—12 in., 4½c; 18 in., 6c; 24 in., 8c; 30 in., 9c; 36 in., 10½c; 48 in., 14c; 60 in., 17c; 72 in., 20½c.
¾-inch, 20-gauge—List Roll, 12 in., $8.55; 18 in., $12.30; 24 in., $15.68; 30 in., $18.71; 36 in., $21.38; 48 in., $28.50; 60 in., $35.63; 72 in., $42.75.
Sell Full Roll—12 in., $8.55; 18 in., $12.30; 24 in., $15.70; 30 in., $18.70; 36 in., $21.40; 48 in., $28.50; 60 in., $35.65; 72 in., $42.75.
Sell Cut (lin. ft.)—12 in., 8c; 18 in., 10½c; 24 in., 14c; 30 in., 16c; 36 in., 17c; 48 in., 25c; 60 in., 30c; 72 in., 35c.

NIPPERS, CUTTING—

Bernard's—			
5-inch	2.25	14-inch	8.75
6-inch	2.65	Utica—	
7-inch	3.25	5-inch	1.35
Nettleton's—		6-inch	1.50
6-inch	2.00	7-inch	1.85
8-inch	2.40	4-inch	1.65
10-inch	2.90	4½-inch	1.80
12-inch	3.10	5-inch	2.00

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 5 for 5c; 5-16, 3 for 5c; ⅜, 3 for 5c; 7-16, 2 for 5c; ½, 2 for 5c; 9-16, each 5c; ⅝, each 5c; ¾, 2 for 15c; ⅞, each 10c; 1 inch, each 15c. In quantity sell at cost, plus 50 per cent.
Hot Pressed U. S. S. Square, Tapped—Size ¼, Sug. retail, 10 for 5c; 5-16, 6 for 5c; ⅜, 5 for 5c; 7-16, 3 for 5c; ½, 3 for 5c; ⅝, 2 for 5c; ¾, each 5c; ⅞, each 10c; 1-in., 2 for 25c. In quantity sell at cost, plus 50 per cent.
Wing, Tapped, U. S. S.—3-16, 25c doz.; ¼, 30c; 5-16, 35c; ⅜, 50c; 7-16, 60c; ½, 85c; ⅝, $1.75.

OAKUM—Plumbers, 20c lb.; Navy, 30c lb.; Best Unspun, 35c lb.

OIL—3-in-1, 1-oz. bottle, 20c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 35c.
Household Lubricant, 4-oz. can, 25c each; 8-oz. can, 35c. oz. can, 35c.
Winchester Utility—1-oz. bottle, 15c; 3½-oz. can, 25c.
Many-use—3-oz. can, 25c.

OPENERS (Can)—

No.	Each.	No.	Each.
16	.15	140	.15
100	.30	340	.30

OVENS PORTABLE—Boss—

No.	Each.	No.	Each.
Androck, complete...	1.25	2	4.50
Kerogas—		11	3.00
357	7.25	18	3.75
657	8.25	111	3.75
Perfection—		118	4.50
121 G	6.25	120	6.75
122 G	7.50	218	4.00
Pinney & Boyle—		220	7.35
1	3.75	313	4.50

PACKING—Sheet Rubber—Standard I. C., 40c lb.; Indian Red, 60c.
Italian Hemp—A, 1-inch, 45c lb.
Square Flax, braided, 60c.
Piston Spiral—Steam, high pressure, $1.50; steam or water, low pressure, $1.
Asbestos Cement—7½c lb.
Wicking, Asbestos—4-oz. ball, 30c.
Cotton Candle—2-oz. ball, 10c.

PADLOCKS — Corbin—No. 958, 35c each; 2802¼, 30c; 2822¼, 40c; 2869, 75c; 2879, $2.00; 2880, $2.25; 2881, $2.75; 2883, $4.00.
Miller—No. 1, $1.35 each; 016, 75c; 18, 30c; 18D, 40c; 19 30c; 21, 35c; 75, 40c; 76, 85c; 78, $1.00; 96, 55c 96C, 75c; 121, 45c; 5441, 85c.
Yale—No. 223, 85c each; 225, $1.00; 453J, 30c; 453X, 30c; 563, $1.75; 565, $2.10; 585, $1.50; 635, $1.50; 645J, 65c; 803, $2.25; 805, $2.25; 805½, $2.50; 813, $2.25; 815, $2.35; 823, $2.40; 833, $3.00; 843, $3.25; 853, $3.50; 8454, $2.75.

Slaymaker—No. 160, $1.75 each; 178, 45c; 179. 55c; 189, 75c; 1092, 90c; 1093, $1.10; 1098. $1.10; 1902, 55c; 1903, 45c; 1904, 75c; 3901, 75c; 3902, 60c: 3903, 45c; 4026 20c; 4078, 75c; 6130, 25c; 9902, 70c; 9902 N. C., 65c; 41090, 70c.

PAINT SUNDRIES—

Alcohol—(Denatured)—
1 gallon..... 1.45
5 gallons..... 1.15

Alum—
Pwd., less than 100 lbs., lb. ..... .17

Benzine—
New cans, cased., gal. .60
Old cans, uncsd, gal. .40

Coal Tar—
5-gal. .....Gal. .40
1-gal. .....Gal. .55

Creosote—
Gal. ..... .85

Distillate—
Light, gal. ..... .40

Glue—
No. 2 Gelatine.... .50
Chicago White ... .50

Kalsomine, White—
Bbls., 280 lbs.... .08
Kegs, 100 lbs..... .08½
4 25-lb. pkgs., bulk .09
25 lbs., bulk..... .09
Less 25 lbs..... .09¼
100 lbs. 5-lb. pkgs. .09
Less 100 lbs. pkgs. .09¼

Lamp Black—Bear Brand—
1-S, lb. pkg..... .45
½-S ..... .30
¼-S ..... .20

Linseed Oil, Boiled—
5's .....Gal. 1.14
1's .....Gal. 1.45
½'s .....½-Gal. .85
¼'s .....Qt. 50
⅛'s .....Pt. .30

Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.

Oil—	Gal.
Floor	.75
Gloss	1.50
Lard, No. 1.....	1.80
Lin-O-Oil	.90
Neatafoot No. 1...	2.40
Neutral	.60
Paraffine	.85

Paint, Dry Colors—
Umber ..... .12
Chrome Green, Med. .06
Graphite ..... .06
Metallic ..... .11
Sienna ..... .08
Venetian Red .... .05
Yellow Ochre .... .05

Painters' Petroleum—
I-Gal. .....Gal. .40

Paints, Ready Mixed—1st grade, white —
Gals. .....Gal. 4.40
½-gals. ....½-Gal. 2.30
Quarts .....Qt. 1.25
Pints .....Pt. .70
½-pints ....½-Pt. .40

1st Grade, Colors—
Gals. .....Gal. 4.25
½-gals. ....½-Gal. 2.25
Quarts .....Qt. 1.20
Pints .....Pt. .65
½-pints ....½-Pt. .35

2d Grade, White or Colors—
Gals. .....Gal. 2.90
½-gals. ....½-Gal. 1.60
Quarts .....Qt. .95

Inside Floor—
Gals. .....Gal. 2.90
½-gals. ....½-Gal. 1.60
Quarts .....Qt. .95

Porch—
Gals. .....Gal. 4.25
½-gals. ....½-Gal. 2.25
Quarts .....Qt. 1.20

Plaster Paris—
Less sack, lb..... .03

Putty, Bladder—
Less than 100 lbs. .07½

Putty, Bulk—	Lb.
1-lb. cans	.15
2-lb. cans	.12½
3-lb. Cans	.09½
5-lb. cans	.09
10-lb. cans	.08½
25-lb. cans	.08
85 lb. cans	.06½

Rosin—
Lb. ..... .14

Tints, Kalsomine—
Barrels, 280 lbs... .09
Kegs, 100 lbs..... .09½
100-lb. bulk..... .10
25-lb. bulk..... .10
Less 25 lbs..... .10¼
100 lbs., 5-lb. pkgs. .09½
Less 100 lbs., 5-lb. pkgs. ..... .10

Turpentine—
5's .....Gal. 1.10
1's .....Gal. 1.25
½'s .....½-Gal. .75
¼'s .....Qt. 45
⅛'s .....Pt. 25

Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.

PANS—Acme Frying—
No. 00, each..... .20
No. 0, each..... .35
No. 1, each..... .40
No. 2, each..... .45
No. 3, each..... .50
No. 4, each..... .55
No. 5, each..... .60
No. 6, each..... .80
No. 7, each..... .90

PAPER, BUILDING—

Roofing—	Light.	Medium.	Heavy.
Plymouth, Smooth	3.00	3.50	4.00
Pioneer, Sanded	2.50	3.00	3.50
Asbestos	4.25	4.75	5.25
H & H	....	2.50	....
Pioneer, Flaxine	3.00	3.50	4.00
Pioneer, Sanded	2.50	3.00	3.50
Pioneer, Slate	....	3.75	....
Certain-teed	2.25	3.00	3.50
Major	2.00	2.50	3.00
Guard	1.75	2.25	2.75

Pioneer Sheathing, Gray—Per roll, 20-lb., $1.25; 25-lb., $1.50; 30-lb., $1.75.
Shingles, Slate, Red or Green—Individual (424 per square), $10.25 square. Strip or Slab (104 per square), $9.25.
Tin Cans—1¼-inch, 30c per lb.
Felt—Asphalt Saturated, $2.75 per roll. Deadening, 6½c per lb. Insulating, Saturated, $1.75 per roll; Saturated and Coated, $2.75.

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RETAIL SELLING PRICES—Continued.

SAND AND EMERY—Per quire of sheets—

	0	½	1	1½	2	2½	3
Carborundum	.80	.95	1.10	1.30	1.50	1.75	....
B. & A.	.45	.50	.55	.60	.75	.85	.95
Aztec	.40	.45	.50	.60	.70	.75	.90
Aloxite	.80	.85	.90	1.00	1.10	1.20	1.45

PEAVIES—

	Socket. Maple.	Hickory.		Socket. Maple.	Hickory.
2¼x4	4.35	5.25	2¾x4½	5.25	5.75
2¼x4½	4.50	5.50	5	5.35	6.00
2½x4½	4.65	5.75	3x5	6.00	6.75
2½x5	4.85	5.85			

PERCOLATORS, COFFEE—Universal—

46	4.50	74	5.50
48	5.00	76	6.00
52	4.25	79	6.75
54	4.50	714	7.50
56	5.00	464	5.75
58	5.75	466	6.25
64	5.00	469	7.00
66	5.50	474	6.25
69	6.25	476	6.75
614	7.00	479	7.50

Percolator Tops, 10c each.

PICKS—Railroad, 5-lb., $1.10 each; 6-lb., $1.15; 7-lb., $1.25; 8-lb., $1.50; 9-lb., $1.65.
Drifting—No. 1, 95c each; 2, $1.10; 3, $1.15; 4, $1.25;

PINS—Clothes—C—Common, 10c doz.; US—Spring, 20c; H—Hoyt's Spring, 15c.

PINCERS—Carpenters'—6-in., 75c; 8-in., $1.00; 10-in., $1.25.

PIPE—(See Plumbing Prices, Page 169).

PIPE, STOVE—Nested, Full Joints—3-inch, 25c joint; 4-inch, 25c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c.
4-inch, Japan, 40c; 3-inch, Galvanized, 35c; 4-inch, Galvanized, 40c; 5-inch, Galvanized, 50c; 6-inch, Galvanized, 60c.
Half Joints—5-inch, 20c joint; 6-inch, 20c.
Taper Joints—6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c.

PIPE FITTINGS (STOVE)—Caps, No. C 15, 60c each; C-16, 60c each.
Dampers—No. 3, 4, 30c each; 5, 6, 25c; 7, 40c.
Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c; 7, 45c. No. 3 Adj. 4 Pc., 35c; 4, 40c, 5, 40c; 6, 45c. 3-inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. No. 3 Corg. Jap., 40c; 4, 45c.
In lots of 12 dozen, 5 per cent discount from above.
Flue Stops, Nos. 1 and 36, 20c each; 3, 20c each; 30, 20c 3, 3½ (in kegs), 35c lb.; 4, 5, 35c; 6, 7, 8, 35c; 10, 35c. Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS—Automatic—Colts' .25 Cal., $20.50 each; 25 Cal. nickel, $25.00; .32 Cal., $25.00; .38 Cal., pocket, $45.00; .45 Cal., military, $42.00.
Smith & Wesson—.35 Cal., $31.50; Savage, .32 Cal., $24.00; .380, $25.00

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., $1.25; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $13.50.

PLANES—Stanley—No. 1, $2.95 each; 2, $3.85; 3, $4.10; 3C, $4.25; 4, $4.35; 4C, $4.60; 4½, $5.00; 4½C, $5.35; 5, $5.00; 5C, $5.25; 5½, $5.35; 5½C, $6.00; 6, $6.60; 6C, $6.90; 7, $7.50; 7C, $7.65; 8, $8.35; 8C, $9.25; 9, $9.15; 9½, $2.25; 9¾, $2.75; 10, $6.65; 10½, $5.40; 12, $5.00; 12½, $6.60; 15, $2.10; 15½, $2.85; 16, $2.50; 17, $2.85; 18, $2.85; 19, $2.85; 20, 8.25; 24, $3.10; 25, $2.85; 26, $3.20; 27½, $3.75; 28, $4.15; 29, $4.65; 31, $4.50; 32, $5.00; 35, $3.75; 36, $4.50; 37, $5.00; 40, $2.20; 40½, 3.00; 45, $14.00; 46, $9.80; 47, 7.65; 48, $5.25; 49, $5.25; 50, $7.00; 55, $25.50; 60, $2.60; 60½, $2.35; 61, $2.25; 62, $5.65; 65, $3.15; 65½, $2.60; 71, $3.95; 71½, $3.20; 72, $4.35; 74, $10.25; 75, 75c; 78, $3.25; 85, $4.60; 90, $3.95; 92, $4.00; 93, $4.85; 94, $5.65; 95, $2.00; 97, $3.95; 98, $2.00; 99, $2.00; 100, 60c; 101, 50c; 102, 95c; 103, $1.25; 110, $1.30; 112, $4.50; 113, $7.45; 120, $1.75; 130, $1.80; 131, $2.75; 140, $3.00; 146, $4.00; 147, $4.25; 148, $4.65; 171, $5.95; 190, $2.90; 191, $2.90; 192, $2.65; 203, $1.50; 212, $3.10; 220, $1.70; 278, $3.25; 289, $4.00, 444, $11.00; 602, $4.30; 603, $4.90; 604, $5.30; 604C, $5.55; 604½, $6.15; 605, $6.15; 605C, $6.45; 605½, $6.75; 606, $7.85; 606C, $8.25; 607, $9.90; 607C, $9.45; 608 $10.70; 608C, $11.20.
No. 39—¼, $2.90; ⅜, $3.20; ½, $3.40; ⅝, $3.55; ¾, $3.70; 13-16, $3.85; ⅞, $3.85; 1, $3.95.
Stanley Block Plane Irons—100 and 101, 15c; 102 and 103, 20c; 110 and 130, 30c; 120 and 220, 40c; 140, 50c; 9½ and 9¾, 40c; 15, 16, 17, 18, 19, 40c; 60 and 65, 40c. 3½-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, $2.00. inch, 15c; 3½-inch, 20c. No. 361, 40c. No. 362, 65c. No. 371, $1.00.

PLATES, GAS, HOT—No. 501, $3.50 each; 502, $5.75; 503, $9.00; 702, $8.25; 703, $12.00; 722, $9.00; 723, $12.75; 1001, $2.50; 1002, $4.15.

PLIERS—Klein's No. 201—6-inch, $3.50 each; 7-inch, $4.00; 8-inch, $4.25; 9-inch, $5.25. Bernard's No. 102—4½-inch, $1.50; 5½-inch, $1.85; 6½-inch, $2.25; 8-inch, $3.25.

PLUGS—Spark—$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, $2.25 each; 9-inch, $2.75; 12-inch, $3.00; 18-inch, $3.75; 24-inch, $4.50. No. 37, 12-inch, $4.25; 18-inch, $5.00; 24-inch, $6.00. 37G, 12-inch, $4.25; 18-inch, $5.00. 34V, 4-inch, $1.65; 6-inch, $2.00; 8-inch, $2.75; 10-inch, $3.25.
Wood, Stanley or Disston—No. 00, $1.50 each; 0, $1.75; 2, $2.50; 3, $3.00; 8, $3.85; 13, 26-in., $3.50; 28-in., $3.75; 30-in., $3.75. No. 15, 26-in., $4.25; 28-in., $4.50; 30-in., $4.50. No. 30, $3.75; 35, $3.25; 45½, $5.25. No. 93, 26-in., $5.00; 28-in., $5.25; 30-in., $5.50. No. 95, $8.25; 96, $10.00; 102, 80c; 104, $1.15.
Pocket, Stanley—No. 31, 2½-inch, 55c each; 3-inch, 65c; 3½-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, $2.25.
Extra Level Glasses—No. 1, 1¼ to 2-inch, 15c each; 2½-inch, 15c; 3½-inch, 20c. No. 361, 40c. No. 362, 75c. No. 371, $1.65.

POKERS, STOVE—No. 100, Straight, 20-inch, 25c; 105, Bent, 20-inch, 25c.

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., $1.00.

POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., $1.00.
Calol, ½ pt., 30c each; 1 pint, 45c; 1 quart, 65c; ½ gallon, $1.15; 1 gallon, $2.00; 5 gallons, $7.50.
Liquid Veneer, 4 ounce, 30c each; 12 ounce, 60c; 1 quart, $1.25.
O-Cedar—4 ounce, 25c each; 12 ounce, 50c; quart, $1.00; ½ gallon, $2.00; gallon, $3.00.
Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c; 2 pounds, $1.70; 5 pounds, $3.00.
METAL—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart, $1.25.
SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P. Satinola, 15c.
STOVE—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 25c; 10 E. Enameline, 15c.
Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 25c; 20, Black Silk, $1.75; 01, Black Eagle, 45c; 95 Black Eagle, $2.00; 4 E, Enameline, 15c; 6 E, Enameline, 15c; 75 Black Jack, 25c; 1, Rising Sun, 10c.

POTS—Fire—

Gasoline, C & L.		Tin	
20	12.00	4 Quart	.70
21	15.25	6 Quart	.90
71	19.50	8 Quart	1.15
72	18.00	10 Quart	1.40
5	18.00	Glue—	
1	19.50	000, ¾-pt.	1.25
Watering Galvanized		00, 1-pt.	1.35
4 Quart	.95	0, 1¼-pt.	1.50
6 Quart	1.15	1, 1½-pt.	1.75
8 Quart	1.35	2, 2-pt.	2.00
10 Quart	1.55	Melting—	
12 Quart	1.75	5-in.	.85
16 Quart	2.25	6-in.	1.25

PULLERS—Nail—Rex, $1.65 each; Rex, Jr., $1.35; Red Devil, $2.50; Morrill's, $4.25; Little Giant, $2.25.

PULLEYS—Brass Screw, No. 350, ½-inch, 15c each; ⅝, 20c; ¾, 25c; 1, 30c; 1¼, 35c; 1½, 40c. No. 370, ⅝-inch, 35c each; 1, 40c.

PULLEYS—Brass Screw, No. 35, ½-inch, 15c each; ⅝, 20c; ¾, 25c; 1, 30c; 1¼, 35c; 1½, 40c. No. 37, ⅝-inch, 35c
Clothes Line—No. 30, 3½-inch, 45c; No. 60, 6-inch, 70c; No. 64, 20c; No. 65, 2½-inch, 20c; No. 67, 25c; No. 160, 2-inch, 25c; No. 6500, 5½-inch, 55c; No. 6500G, 5½-inch, 65c.
Hay Fork—No. 566, for rope, $1.00; No. 1651, for wire rope, $3.50.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, $1.00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, $4.00; 2, $4.50; 3, $5.20; 4, $5.00.

PUTTY—Per lb., 15c.

RAKES, GARDEN—Malleable, 12-tooth, 70c each; 14-tooth, 80c. Steel Straight, 12-tooth, $1.10; 14-tooth, $1.25. Steel Row, 11 and 12-tooth, $1.35; 13 and 14-tooth, $1.45; 15 and 16-tooth, $1.60. Lawn, 85c.

RASPS—Plain Horse Rasps—14-in., each $1.00; 16-in., $1.25; 18-in., $1.60.
Flanged Horse Rasps—14-in., each $1.25; 16-in., $1.50; 18-in., $2.00.
Half Round Cabinet—10-in., each $1.25; 12-in., $1.50; 14-in., $2.00; 16-in., $2.50; 18-in., $3.00.
Half Round Wood—10-in., each $1.00; 12-in., $1.25; 14-in., $1.65; 16-in., $2.25; 18-in., $2.90.
Flat Wood—10-in., each 95c; 12-in., $1.25; 14-in., $1.50; 16-in., $2.00; 18-in., $2.60.

RAZORS (SAFETY)—Eveready—

No.		No.	
700, each	1.00	706 B, 6 Blades, Pkg.	.40
2, each	8.00	706 B, 12 Blades, Pkg.	.65
Gem			
800, each	1.00	800 B, 7 Blades, Pkg.	.50
Enders			
900, each	1.00	900 B, 5 Blades, Pkg.	.35

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RETAIL SELLING PRICES—Continued.

RAZORS, SAFETY—Continued—

Durham		Domino	
1, each	1.00	8 Blades, Pkg.	.85
2, each	2.00	5 Blades, Pkg.	.50

Gillette

Old Type—		New Type —	
Brownie	1.00	New Standard, Bostonian,	
Pioneer	2.50	Richwood, Big Fellow—	
Pocket	3.00	Each	5.00
Blades—		Gold Plated	6.00
6 Blades, ½ pkg.	.50	Traveler	7.50
12 Blades, Pkg.	1.00		

AutoStrop

1, 7, 8, set	5.00	2548, set	5.00
15, set	6.50	600 B, Blades, pkg.	1.00
25, set	8.50	600½ B Blades, pkg.	.50
251, set	5.00		

REELS—Hose—No. 1 Wire, $1.65 each; No. 1, Wood, $3.25.

REVOLVERS—

Colts, Model	Each
Pocket Positive	30.00
Police Positive Spec.	32.50
Police Positive Tgt.	35.25
Army Special	34.00
New Service	38.00
Single Action	36.75
Harrington & Richardson	
203, 223	11.50
208 B, 223 B	12.00
204, 224	12.00
204 B, 224 B	12.50
263, 273	12.50
263 B, 273 B	12.75
264, 274	12.75
264 B, 274 B	13.00
Iver Johnson—	
300, 303, 323	14.50
300 B, 303 B	14.50
304	15.00

Marlin—	Each
20 TD—Octagon Brl.	18.50
27 TD—Round Brl.	21.80
TD—Octagon Barrel.	24.55
29 TD—Round Brl.	15.60
1897 TD—Round Brl.	22.75
TD—Octagon Barrel.	24.80
Remington—	
4 TD—Octagon Brl.	15.54
6 TD—Round Brl.	10.46
8 A TD—Round Brl.	78.27
12 TD—Round Brl.	28.48
TD—Octagon Brl.	31.95
14 A TD—Standard.	58.86
TD—Carbine	57.25
16 A TD—Standard.	44.61
Savage—	
1899 250-3000	60.00
1899 TD, Feath'wt.	55.00
1899 SF	48.00
1904 TD, Single shot.	9.75
1914 TD, Hammerless.	28.50
Stevens—	
Little Scout	7.50
Crack Shot	9.50
Marksman	11.00
Favorite	13.00
70 TD, 22	19.00
1919, .22	26.75
Winchester—	
1886 SF—Round Brl.	49.00
TD—Round Brl.	64.80
1890 TD—Oct. Fancy.	57.50
TD—Oct. Plain.	31.50
1892 SF—Round Brl.	37.50
SF—Oct. Brl.	39.40
TD—Oct. Brl.	45.75
SW—Carbine	33.55
1894 SF—Round Brl.	40.85
SF—Oct. Brl.	42.60
SF—Carbine	36.85
TD—Oct. Brl.	54.50
1895 SF	53.15
1895—Govt. Model.	53.15
1895 TD	67.10
1902 TD—.22	10.50
1903 TD—Plain	44.30
1903 TD—Fancy	69.00
1904 TD—.22	12.60
1906 TD	28.55
1907 TD	61.50

Smith & Wesson—	
1905 Military Police.	34.50
Regulation Police	32.50
1903 Hand Ejector.	30.50
38 S. & W. Perfected.	30.50
1908 Military	35.00
1911 Target	35.00
New Departure 38.	30.50

RIVETS—Slotted Clinch, Coppered Steel—No. 50's, 15c box.; 100's, 10c box.

Copper—With Burrs—						
Size.	½ Lbs.	Lbs.	Size.		½ Lbs.	Lbs.
7—St'r Lgths.	.30	.55	7—Asst.		.30	.55
8 "	.30	.55	8	"	.30	.55
9 "	.30	.55	9	"	.30	.55
10 "	.30	.55	10	"	.30	.55
12 "	.30	.55	12	"	.30	.55

Copper Iron, with Burrs—08 Asst., 20c, ½-lb. box; 010, 35c.

RIVETS—Tinners—Black, in bulk, all sizes, 20c per lb.; Tinned, in bulk, 30c; Tinned, in papers, 8 oz., 30c; 12 oz., 40c; 14 oz., 45c; 1 lb., 45c; 1½ lb., 60c; 2 lb., 75c; 2½ lb. 90c; 3½ lb., $1.15; 4 lb., $1.30; 5 lb., $1.50; 6 lb., $1.75; 7 lb., $2.00; 8 lb., $2.25; 10 lb., $2.75; 12 lb., $3.25; 14 lb., $3.75.

Tubular Harness—50S, per box, 20c; 100S, 35c.

RODS, CURTAIN—No. 3, ¼-in. Steel, Brass Covered, 6c per foot; ¾-in., Steel, Brass Plated, 8c; No. 8881, 20c each; No. 8931, 20c; No. 8962, 10c; No. 8968, 20c; No. 9044 25c; No. 9080, 20c; No. 9088, 54-inch, 25c; 78-inch, 35c; No. 9152, 25c; No. 9168, 54-inch, 30c; 72-inch, 50c.

ROOFING—(See Paper).

ROPE—

Cotton—	3-16	¼	⅜	½	⅝	¾	⅞	1
Ft. per lb.	66	45	20	12	8	6	4½	3
Cents per ft.	¾	1	2	3¼	5	7	10	15
Manila—	3-16	¼	⅜	½	⅝	¾	⅞	1
Ft. per lb.	70	40	24	14	8	6.8	4.9	3.6
Cents per ft.	½	¾	1	2	3¼	3½	5	7
Sisal—								
Ft per lb.	70	40	24	14	8	6.8	4.9	3.6
Cents per ft.	⅜	½	1	1½	3	3½	5	6½
Galv. Wire—								
Cents per ft.	1¾	2½	4¾	7¼	...	...	...	...
Thimbles	..	5	7½	10	15	15	20	25
Clips, Galv.	..	7½	10	15	20	25	35	40
Clips, Jap'd	..	6	7½	10	15	20	25	30

RULES—Boxwood—Lufkin, Stanley—No. 171 (36), 60c each; 372 (36½), 85c; 386 (32), 90c; 388 (32½), $1.25; 465 (69), 20c; 651 (68), 25c; 702 (18), 45c; 751 (61), 35c; 761 (63), 45c; 762 B (7), $1.25; 771 (84), 75c; 780 (62½), 95c; 781 (62), 95c; 861A (53½), 95c; 862C (83½), $1.50; 871 (52), 85c; 881 (54), $1.00; 3851 (66½), 70; 3861 (66¼), 80c; 3881 (66¾), $1.75; 4883 (94), $3.00.

Rules, Steel—No. 17, Blacksmiths', 90c each; 041, Pocket, 25c; 1131, 1141, Zig-zag, 65c; 1132, 1142, Zig-zag $1.25; 1143. Zig-zag, $1.85.

Rules, ZIG-ZAG—Lufkin, Stanley—No. 204, 75c each; 206, 95c; 804F, 35c; 806F, 55c; 8513 (03), 30c; 8514 (04), 35c; 8515 (05), 45c; 8516 (06), 60c; 8518 (08), 75c; 8523 (403F), 25c; 8524 (404F), 40c; 8525 (405F), 45c; 8526 (406F), 55c; 8613 (103), 30c; 8614 (104), 40c; 8615 (105), 50c; 8616 (106), 60c; 8624 (854F), 40c; 8626 (856F), 60c.

SAWS—One Man—Cross-cut—

	Disston	Chinook	Royal Chinook
3½. ft.	4.75	5 ft. 8.25	.....
4 ft.	5.25	5½ ft. 8.50	.....
4½ ft.	6.00	6 ft. 9.25	11.50
5 ft.	6.75	6½ ft. 10.50	13.00
5½ ft.	7.00	7 ft. 11.50	14.00
		7½ ft. 12.50	15.25

Atkins Crosscut Nos. 51, 52, 545, and Simonds Falling. same price as Royal Chinook.

SAWS—Hand—

4, 5, Simonds 12 Disston or 69 Atkins	
18 inch	2.95
20 inch	3.20
22 inch	3.50
24 inch	3.80
26 inch	4.10
28 inch	4.45
No 7, 7½, 8, 9 Simonds. D8 Disston or 51 Atkins	
18 inch	2.35
20 inch	2.60
22 inch	2.80
24 inch	3.00
26 inch	3.15
28 inch	3.60

No. 10 Simonds or 7 Disston	
18 inch	2.10
20 inch	2.25
22 inch	2.50
24 inch	2.60
26 inch	2.75
28 inch	3.25
No. 120 Disston or 4 Simonds	
26 inch	6.20
28 inch	6.60
No. 112 Disston	
26 inch	5.25
28 inch	5.60
No. D 100 or No. D 20 Disston	
26 inch	4.35
28 inch	4.85

SAWS—	10-in.	12-in.	14-in.	16-in.
Back, No. 4	2.25	2.50	3.00	3.25
Compass, No. 2	.75	.75	.80	.85
Compass, No. 30	.45	.45	.45	.45
Kitchen, No. 0	...	.70	.75	.80

Butcher—	18-in.	20-in.	22-in.	24-in.	26-in.
No. 5	3.50	3.50	3.75	3.75	4.00
No. 7	2.50	2.75	2.75	3.00	....
No. 70	1.75	1.85	2.00	2.10	....
Panel—					
No. 7	2.00	2.25	2.50	2.75	....
No. 8	....	2.50	2.75	3.00	....
No. 12	3.00	3.25	3.50	3.75	....
No. 091	.95	1.00	1.10	1.25	....
Plymouth	2.25	2.35	2.50	....	....

BUCK—No. 40, $2.00; No. 302, $1.75; No. 617, $1.85; No. 618, $1.85; No. 628, $2.00; No. 677, $2.65.

Blades—No. 4, 4B, 66, 75c; No. 77, $1.25. Rods, 20c.

Coping—No. 100, 30c; No. 110, 45c.

Keyhole—No. 5, 45c; No. 95, 75c.

Pruning—Disston No. 4, 16-in., $1.75; 18-in., $1.85; No. 50, 12-in., $1.15; 14-in., $1.25; No. 112, $2.35.

SAW CLAMPS—No. 3, $2.50; 0, $1.35. Perfection, No. 1W, $2.50; No. 3W, $3.25; No. 2W, $3.50; No. 11, with Guide, $3.25; Bishop's No. 750, 85c; Stearns' No. 105, $2.75; No. 200, $1.75; N38, $2.25; No. 3, Disston, $4.50.

SAW SETS—

201 G & P	1.50
Spec. Morrill	2.00
105 Morrill	.60
1 Morrill	2.00
10	1.20
77	1.00

X CUT—	
Morrill No. 3	1.30
Baker No. 3	2.35
Colonial	1.40
7 Taintor	2.00
28 Triumph	1.65
Hammer	.85
Lever	.25
Morin No. 2	4.75
Morin No. 2½	6.00
Morin No. 3	2.00

SAW TOOLS—

Clipper Outfit	.75
Morrill's Raker Gauge—	
No. 1	1.50
No. 6	2.25
No. 9	2.50
Atkins Raker Swage	.45
5-M Tooth Gauge	.25
Jointers Pikes Perf.	.75
Jointers No. 7 Sterns.	.70
Setting Tool Disston—	
No. 100	.80
No. 4 Setting Blocks—	
No. 4 Blocks, Morin.	1.85
Swages No. 0 Disst.	4.75
Swages, Whitings	1.00
Atkins, Rex	1.00
Atkins, Excelsior	.85

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RETAIL SELLING PRICES—Continued.

SCALES—Family, testing without scoop, $3.00; with scoop, $3.75; Peddlers' glass sash, $5.25; glass sash with chains, $5.75; brass dial, $6.75; brass dial with chains, $7.00.
Spring Balance, No. 50, 20c each; 51, 40c; 84, $1.25; 86, $3.75; 87, $7.00.

SCISSORS—Cast—No. 10, 60c each; No. 44. 7½ inch, 60c; 8½ inch, 65c; 240, 4 inch, 25c; 4½ inch, 30c; 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; 320, 85c; 350, 75c.
Wiss—No. 14 B H, $1.45 each; 54½, 95c; 55, $1.00; 55½, $1.05; 56, $1.10; 56½, $1.15; 57, $1.20; 154½, $1.15; 155, $1.20; 155½, $1.25; 156, $1.30; 156½, $1.35; 157, $1.45; 364, $1.20; 364½, $1.25; 365, $1.30; 366, $1.45; 463, $1.05; 463½, $1.10; 464, $1.15; 573, $1.45; 573¾, $1.60; 574¼, $1.70; 663, $1.45; 663½, $1.60; 664, $1.70; 763, $1.05; 763½, $1.10; 764, $1.15; 764½, $1.20; 765, $1.25; 765½, $1.30; 766, $1.35; 773, $1.15; 773½, $1.20; 774, $1.25; 814, $1.25; 814½, $1.30; 815, $1.35; 815½, $1.40; 816, $1.50.

SCOOPS—Common Hollow Back—Black—No. 2, $2.15 each; 3, $2.25; 4, $2.35; 5, $2.45; 6, $2.55; 7, $2.65; 8, $2.75; 9, $2.85; 10, $3.00.

SCREENS—Adjustable—Window—Wabash, Wood Frame, 15x33, 80c; 18x33, 90c; 24x33, $1.15· 30x33, $1.45; 24x37, $1.25; 28x37, $1.50.
Sherwood Steel Frame—18x33, $1.20; 24x33, $1.35; 24x37, $1.50; 30x37, $1.75.

SCREWS—Cap and Set—
Machine, Brass, Flat or Round Head—
Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Size—	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.20	.25	.30	.35	...
4	.25	.30	.35	.40	.45
6	.30	.35	.40	.45	.55
8	.50	.55	.60	.70	.80
10	.70	.75	.90	1.00	1.25
12	.90	1.00	1.15	1.25	1.50
14	1.15	1.30	1.50	1.70	2.00
16	1.75	1.95	2.10	2.30	2.65
18	2.20	2.50	2.75	2.95	3.45
20	2.75	3.00	3.30	3.60	4.20

Size.	1¼-in.	1½-in.	1¾-in.	2-in.
4	.50	.70	....	....
6	.75	.90	1.15	1.40
8	.95	1.15	1.40	1.65
10	1.40	1.60	1.85	2.10
12	1.75	1.95	2.25	2.55
14	2.25	2.50	2.80	3.10
16	3.00	3.30	3.75	4.20
18	3.80	4.15	4.65	5.15
20	4.80	5.40	6.00	6.60

Iron, Flat or Round Head—

Size.	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.20	.20	.20	.20	...
4	.20	.20	.20	.20	.25
6	.20	.20	.25	.25	.30
8	.25	.25	.30	.30	.35
10	.35	.35	.40	.45	.50
12	.40	.45	.45	.50	.55
14	.50	.50	.55	.55	.65
16	...	.65	.65	.70	.80
18	...	...	.90	.95	1.05
20	...	...	...	1.15	1.25

Size.	1¼-in.	1½-in.	1¾-in.	2-in.
4	.30	.35	...	...
6	.35	.40	.50	.60
8	.40	.45	.55	.65
10	.60	.70	.80	.90
12	.65	.75	.85	.95
14	.75	.85	.95	1.15
16	.90	1.10	1.30	1.55
18	1.25	1.50	1.70	1.90
20	1.50	1.70	1.90	2.10

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.
U. S. S. Thread, Iron—

Length	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.25	.25	.30	.35	.45
⅞	.25	.25	.30	.35	.45
1	.25	.25	.30	.40	.45
1¼	.25	.30	.30	.45	.50
1½	.30	.30	.35	.45	.55
1¾	.30	.30	.35	.50	.60
2	.30	.35	.40	.50	.60
2¼	.35	.40	.40	.55	.65
2½	.40	.45	.45	.55	.70
3	.45	.50	.55	.60	.80
3½	...	...	...	.70	.90
4	...	...	...	.80	1.00

Length	⅝-in.	¾-in.	⅞-in.	1
1	.70	.90	1.30	....
1¼	.70	.90	1.30	....
1½	.75	.95	1.30	...
1¾	.80	1.00	1.45	1.65
2	.85	1.10	1.55	1.80
2¼	.90	1.20	1.65	1.95
2½	.95	1.25	1.70	2.10
3	1.10	1.45	1.90	2.45
3½	1.25	1.70	2.15	2.75
4	1.45	1.95	2.40	3.10

S. A. E. Thread, Steel—

Length	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.25	.30	.35	...	...
⅞	.30	.30	.35	.50	.55
1	.30	.35	.40	.50	.55
1¼	.30	.35	.40	.55	.60
1½	.35	.40	.40	.60	.65
1¾	.35	.40	.45	.65	.70
2	.40	.45	.50	.70	.75
2¼	.45	.50	.50	.75	.80
2½	.50	.55	.55	.80	.85
2¾	.55	.60	.60	.85	.90
3	.60	.65	.65	.90	.95
3½	.65	.70	.80	1.00	1.10
4	.70	.80	.90	1.10	1.25

Length	9-16-in.	⅝-in.	¾-in.
1	.85	....	....
1¼	.90	....	....
1½	.95	1.10	1.25
1¾	.95	1.15	1.30
2	1.00	1.25	1.40
2¼	1.15	1.30	1.50
2½	1.25	1.40	1.60
2¾	1.30	1.50	1.75
3	1.40	1.60	1.85
3½	1.60	1.90	2.15
4	1.80	2.10	2.45

Square Head, V or U. S. S. Thread—
Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.

Length	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
½	.15	.15	.20	.25	.25
¾	.15	.15	.20	.25	.25
⅞	.15	.20	.20	.25	.25
1	.15	.20	.20	.25	.30
1¼	.20	.20	.20	.25	.30
1½	.20	.20	.25	.30	.35
1¾	.20	.25	.25	.35	.40
2	.20	.25	.30	.40	.45
2¼	.25	.30	.35	.45	.50
2½	.30	.35	.40	.50	.55
3	.35	.40	.45	.60	.65
3½	...	...	...	.65	.80
4	...	...	...	.70	.90

Length	⅝-in.	¾-in.	⅞-in.	1-in.
¾	.35	...	....	....
⅞	.40	...	....	....
1	.45	.70	....	....
1¼	.50	.80	1.15	...
1½	.55	.85	1.20	1.60
1¾	.60	.95	1.30	1.75
2	.65	1.00	1.40	1.90
2¼	.70	1.05	1.50	2.00
2½	.75	1.10	1.60	2.20
3	.90	1.25	1.80	2.45
3½	.95	1.40	2.00	2.75
4	1.10	1.60	2.25	3.00

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full packages price shown.
Wood—Brass, Flat or Round Head—

	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0	.45	.45	.45	...	...	...	..
1	.45	.45	.50	.50	...	...	...
2	.45	.45	.50	.55	.55	.70	...
3	.45	.50	.55	.55	.60	.75	.85
4	.50	.55	.55	.60	.65	.80	.85
5	.55	.55	.60	.65	.70	.80	.90
6	...	.60	.65	.70	.75	.85	.90
7	...	.65	.70	.80	.85	.85	1.05
8	...	.75	.80	.90	1.00	1.10	1.25
9	...	...	.90	1.05	1.15	1.25	1.40
10	...	...	1.05	1.20	1.35	1.45	1.60
11	...	...	...	1.30	1.50	1.65	1.85
12	...	...	...	1.50	1.65	1.85	2.05
13	...	...	...	1.70	1.85	2.05	2.30
14	...	...	...	1.85	2.05	2.30	2.55
15	...	...	...	2.05	2.30	2.55	2.80
16	...	...	...	2.30	2.55	2.80	3.35

Size	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3	1.05	....	....	....	....	....	....
4	1.10	1.50	....	....	....	....	....
5	1.15	1.50	....	....	....	....	....
6	1.20	1.60	....	....	....	....	....
7	1.25	1.60	2.00	2.60	....	....	....
8	1.45	1.65	2.05	2.65	....	....	....
9	1.60	1.85	2.10	2.65	....	4.70	....
10	1.75	2.15	2.35	2.70	3.55	4.75	....
11	2.05	2.35	2.70	3.10	3.65	4.80	6.95
12	2.35	2.70	3.05	3.45	3.45	4.85	7.00
13	2.65	3.00	3.35	3.80	4.40	4.95	7.05
14	2.95	3.35	3.70	4.25	4.90	5.40	7.15
15	3.30	3.80	4.40	4.90	5.40	5.95	7.30
16	3.60	4.20	4.75	5.35	5.95	....	..
17	....	4.55	5.25	5.85	6.50	....	....
18	....	5.45	6.20	6.85	7.70	....	....

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0 to 2	.25	.25	...	...	...	...	...
3	.25	.25	.25	.25	.25	.30	.30
4	.25	.25	.25	.25	.30	.30	.30
5	...	.25	.30	.30	.30	.30	.30
6	...	.30	.30	.30	.30	.35	.35
7	...	.30	.30	.30	.35	.35	.35

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RETAIL SELLING PRICES—Continued.

WOOD SCREWS—Continued—

8	...	.30	.35	.35	.35	.35	.40
9	...	.35	.35	.35	.35	.40	.40
10	...	...	.40	.40	.40	.40	.40
11	...	...	.40	.40	.40	.45	.45
12	...	...	.45	.45	.45	.45	.50
13	...	...	...	.45	.50	.50	.55
14	...	...	...	.45	.55	.55	.60
15	...	...	...	...	.60	.60	.70
16	...	...	...	...	.65	.70	.90
17	...	...	...	...	...	...	.95
18	...	...	...	...	...	...	1.00
20	...	...	...	...	...	...	1.25

Size	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3	.30	.35	...	...	...	...	...
4	.35	.40	...	...	...	...	...
5	.35	.40	.45	.50	.55	.70	...
6	.40	.40	.50	.55	.60	.70	1.05
7	.40	.45	.50	.55	.60	.75	1.05
8	.40	.45	.55	.60	.65	.80	1.10
9	.45	.50	.55	.60	.65	.80	1.15
10	.50	.50	.60	.65	.70	.85	1.15
11	.50	.55	.60	.65	.75	.90	1.15
12	.55	.60	.65	.70	.80	.95	1.15
13	.60	.65	.70	.80	.85	.95	1.20
14	.65	.70	.80	.85	.95	1.00	1.25
15	.75	.80	.95	.95	1.10	1.15	1.35
16	.90	1.00	1.05	1.10	1.25	1.30	1.50
17	.90	1.15	1.25	1.20	1.55	1.50	1.70
18	1.15	1.35	1.40	1.50	1.60	1.65	1.95
20	1.40	1.50	1.60	1.70	1.85	2.05	2.25

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head Bright.

SAFETY SET—(Bristo)—
¼-inch, 10c each; 5-16, 10c; ⅜, 10c; 7-16, 10c; ½, 12½c; ⅝, 15c; ¾, 20c; ⅞, 25c; 1-inch, 85c.

SCREWS—Lag—Gimlet Point, Square Head—30% below.

	¼, 5-16-in.		⅜-in.		½-in.		⅝-in.		¾-in.	
	10	100	10	100	10	100	10	100	10	100
1	.25	1.90	....	....	....	....	....	....	....	....
1¼	.25	1.90	....	....	....	....	....	....	....	....
1½	.25	1.90	.30	2.30	....	....	....	....	....	....
1¾	.25	2.10	.30	2.50	....	....	....	....	....	....
2	.25	2.10	.30	2.55	.45	3.50	.60	5.00	....	....
2½	.25	2.25	.35	2.75	.45	3.80	.65	5.50	....	....
3	.30	2.40	.35	3.00	.50	4.10	.70	5.95	1.00	8.40
3½	.30	2.60	.40	3.20	.55	4.45	.75	6.40	1.10	9.00
4	.35	2.75	.40	3.40	.55	4.75	.80	6.80	1.15	9.60
4½	.35	2.95	.45	3.65	.60	5.00	.85	7.25	1.25	10.20
5	.40	3.10	.45	3.85	.65	5.35	.90	7.65	1.30	10.80
5½	.40	3.25	.50	4.05	.70	5.65	1.00	8.10	1.40	11.40
6	.40	3.45	.50	4.30	.75	5.95	1.05	8.50	1.45	12.00
6½	...	....	.55	4.50	.75	6.25	1.10	8.95	1.55	12.60
7	...	....	.55	4.70	.80	6.55	1.15	9.35	1.60	13.20
7½	...	....	.60	4.95	.80	1.65	1.20	9.80	1.65	13.80
8	...	....	.65	5.20	.85	7.20	1.25	10.20	1.70	14.35
9	...	....	...	....	.95	7.80	1.35	11.05	1.85	15.55
10	...	....	...	....	1.00	8.40	1.45	11.90	2.00	16.75
12	...	....	...	....	1.15	9.60	1.65	13.60	2.30	19.15

SCREW DRIVERS—Machinists', No. 51, 50c each; 51½, 85c; 52, 85c; 52½, $1.25; 53, $1.15; 53½, $1.65; 54, $2.65; gauge, 15c; 10c full sheet.
Yankee Ratchet—No. 11, 2-inch, 75c each; 3, 95c; 4, $1.00; 5, $1.15; 6, $1.25; 8, $1.50; 10, $1.75; 12, $1.15; 15, 2-inch, 85c; 3, 90c; 4, 95c; 5, $1.00. No. 30, $3.50; 31, $4.75; 35, $2.65; 60, $1.15; 130, $4.00.

SCREW DRIVERS—G. & P. — 1¾, 40c; 3, 40c; 4, 50c.

SCYTHES—Bush—

No.	Each.
400	2.50
450	2.85
Weed—	
300	2.50
350	2.35

Grass—

No.	Each.
200	2.50
250	2.35
100	2.50
150	2.85

SHEARS—Bench—P. S. & W.—No. 4, $18.00; No. 5, $16.50; No. 6, $14.00.

SHEETS, IRON—Galvanized—10 to 16, 11½c; 18 to 24, 12c; 26 to 27, 12½c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., $8.25; Galv., 26, $12.00; 28, $10.50, Rockface Siding, $11.50.

SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 12c; 9c full sheet.
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 14c; 11c full sheet.

SHIELDS—Lag Screw — Expansion — SEBCO—Per hundred list.

3-16 inch	13.00	½	38.00
¼	15.00	⅝	45.00
5-16	18.00	¾	65.00
⅜	25.00	⅞	95.00
7-16	32.00	1	110.00

SHINGLES—Tin, 5x7, $3.00; 7x10, $6.00.

SHOT—Air Rifle, bulk, 20c lb.; 4 and 5-oz. tubes, 10c tube. Balls, Nos. 0, 00, 000, 20c lb. Buck Nos. 1, 2, 3, 20c lb. Drop, Nos. 1 to 12, B, BB, BBB, 20c lb. Chilled, 3 to 9, 20c.

SHOVELS—D or Long Handle, Round or Square Point—Plain Back Black—4th Grade, $1.65 each; Carter's, $2.00; Ames, $2.35.
Plain Black Polished—4th Grade, $1.65 each; Carter's, $2.15; Ames, $2.50.
Riveted Strap Back Black—Ames, $2.25 each.
Riveted Strap Back Polished—4th Grade, $1.65 each; Ames, $2.35.
Solid Socket—Maynard—Black, $2.50 each; Polished, $2.65.
Fire, Sheet Steel—Jumbo, 85c each; 54, Japanned, 30c; 56, Japanned, 25c; 280, Galvanized, 20c.
Special—Northwest—Pacific, $2.00 each; Occident, $2.85; Maynard Patr., $2.60; Genuine Mayn, $2.75; Chester, $2.00.

SLEDS—Hand and Coaster—

Flexible Flyer—	
No. 1	4.25
No. 2	5.00
No. 3	6.50
No. 4	7.00
No. 5	9.50
Jr. Racer	5.50
Racer	6.75
Fire Fly—	
No. 9	2.75
No. 10	3.25
No. 11	4.00
No. 12	4.50
Racer	4.75

SMOOTH-ON—75c lb.

SOLDER—⅛ and ¼, 45c lb.; No. 1, 90-100, 45c; Wiping, 40-60, 50c; Wire, 50-50, 50c; Electrical Wire, 40-60, 55c.

SPARKERS—Red Seal—No. A141, $3.00; A152, $3.65; A162, $4.35.

SPORTING AND ATHLETIC GOODS

(Prices supplied by courtesy Wright & Ditson Victor Co.)

BASEBALL GOODS—
Major League Baseballs, $2.00; Junior League Baseballs, $1.50; Special League Baseballs, $1.75; Lowest Quality, 15c.
Major League Catchers' Mitts, highest quality, $16.50; lowest quality, $1.00.
Major League Basemen's Mitts, highest quality, $10.00; lowest quality, $1.00.
Major League Fielders' Gloves, highest quality, $10.00; lowest quality, 75c.
Player's Model Bats, $2.50; lowest quality, 25c.
Chest Protectors, $10.00.
Jack Strops, 50c.

TENNIS GOODS—
Tennis Racket, highest quality, $15.00; lowest quality, $3.00.
Championship Tennis Balls, 60c; Practice Tennis Balls, 25c.
Tennis Net, highest quality, $25.00; lowest quality, $4.00.
Tennis Reels, $1.50.
Racket Cases, Canvas, $1.50; Felt, $1.00. Racket Press, $1.25.
Racket Restringing, English Gut, $5.00; American Gut, $4.00; Japanese Gut, $2.25.

GOLF GOODS—
Golf Balls, highest quality, High Power, $1.00: Medium Power, 75c; lowest quality, 65c.
Golf Clubs, Standard Woods, $6.00; Standard Irons, $5.00.

TRACK AND FOOTBALL—
Javelins, Official, $9.00.
Discus, Official, $14.00.
Vaulting Poles, 16-foot, $15.00; 14-foot, 15.00; 12-foot, $12.00.
American Football, Official, $10.00; lowest quality, $2.00.
Soccer Football, Official, $12.00; lowest quality, $3.50.
Athletic Jerseys, $4.00.
Running Shirts, 50c.
Running Pants, 75c.

GYMNASIUM AND PLAYGROUND—
Basket Balls, Official Indoor, $15.00; lowest quality, $4.50. Official Outdoor, $13.50.
Play Ground Balls, 12-inch Outseam, $2.00; 14-inch Outseam, $2.25; 12-inch Regular Seam, $1.75; 14-inch Regular Seam, $2.00; Children's, 25c.
Play Ground Ball Bats, $1.00.
Hand Balls, 1⅞-inch, 40c; 2¼-inch, 50c.
Volley Balls, Official, $7.50; lowest quality, $4.00.
Boxing Gloves, 10-oz. best, $17.00; 8-oz. best, $14.00; 6-oz. best, $10.00.
Striking Bags, best, $10.00; lowest quality, $3.50.

SPRAYERS—Myers' Bucket Pump, 8 lbs., $8.75 each; 6 lbs., $5.75. Hand—Faultless, 60c each; Misty, 70c; Knapsack—Kant Klog, $7.50; Perfection, $9.00; Utility, $7.25.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254 $8.00; Barnes, 276, $12.30; Little Giant, 827½, $7.25; Acme Pressure 345, $9.00; Defiance, No. 324, $10.00.

SPRINGS, DOOR—Perfect, No. 1, 10c each; 2, 10c; 3, 10c; 4, 10c; 6, 15c. Faultless, No. 168, 45c each. Victor, No. No. 160, 20c each; 161, 25c; 162, 35c; 164, 50c. Reliance, No. 270, 60c each. Warner's, No. 2, 25c each. Torrey, No. 2, 40c each.

SPRINKLERS, LAWN—
Perforated Tube, Dew Drop, 7 feet long, brass, $3.25 each; 8 feet, $3.65; 8 feet, galvanized, $2.85.
Pluvius—Revolving Brass Spoon, $1.15 each; Revolving Arms, 6-inch, $1.35; Revolving Arms, 11-inch, $2.50.
Ring—5¼-inch diameter, 75c each; 8¼-inch, $1.25.
Rose—3-inch perforated oblong plate spray, $1.00 each.

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RETAIL SELLING PRICES—Continued.

SPRINKLERS, LAWN—Continued—
Ross—Perforated oblong plate spray, 90c each.
Thompson's—Twin, 40c each; Fountain, 50c; Fan, 25c; Simplex Circle, 40c; Shower, 50c; Peerless, 55c.
Will's Galvanized Pipe—4 feet, $1.50 each; 6 feet, $2.25; 7 feet, $2.75; 8 feet, $3.00.

SQUARES—Steel—No. 3, $2.50 each; 14, $2.25; 100, $2.75.
Blued—No. 3, $3.00; 100, $3.25.
Take-Down Rafter—No. 100, Polished, $4.55; Nickeled, $5.00; Blued, $5.60.
Mitre—No. 1, 4-in., 75c; 6-in., 90c; 8-in., $1.10; 10-in., $1.25. No. 2, 4½-in., 85c; 6-in., 95c; 7½-in., $1.10; 9-in., $1.55; 12-in., $1.65.
N. P.—No. 3, $3.00; 12, $1.75.
Lufkin—No. 65, 9-in., $2.00; 12-in., $2.25.

	4	6	8	10	12
12	.55	.85	1.00	1.25	1.55
14	.80	.90	....	....	....
20	...	.85	1.15	1.35	1.65

STAPLES—Fence Wire—Polished, 10c lb.; galvanized, 10c. Poultry Wire, ¾-inch, 15c lb.

STONES—Corborundum—No. 76, 50c; 107, $2.00; 108, $2.25; 109, $1.75; 110, $2.00; 111 $1.35; 112, $1.00; 113, $1.00; 115, $1.75; 116, $1.75; 117, $1.75; 118, $1.50; 119, $1.50; 120, $1.50; 21, $1.25; 122, $1.25; 123, $1.25; 124, $1.00; 130, 75c; 131, 75c; 142, 75c; 143, 75c; 144, 75c; 45, 50c; 146, 50c; 147, 50c.
Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, $1.00; 25, 15c; 37, 25c; 40, 25c; 42, 35c; 48, 50c; 51, $1.00; 52, $1.25; 53, $1.50; 54, $1.00; 55, $1.25; 56, $1.50; 59, 15c; 60, $1.75; 62, $2.25; 66, $2.75; 68, 3.75; 78, 50c; 80, 60c; 86, 75c; 88, $1.00; 92, 50c; 94 60c.
Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

STOVES—Oil Heating, Perfection—No. 520, $8.50 each; 560, $11.00; 660B, Blue, $13.50; 660W, White, $15.00.
Boyle (Airtight)—No. 16, $3.00 each; 20, $4.00; 22, $7.25; 122, $8.65; 418, $9.50; 518, $12.75; 818, $16.00; 918, $18.50; 1018, $5.25; 1818, $7.50; 1518, $14.25; 1618, $20.25; 1718, $22.50; 1818, $26.25.

STRIP—Weather—Rubber, ½-inch, 5c ft.; ¾-inch 7c ft. Felt, ½-inch, 5c ft.; ¾-inch, 10c.

SWEEPERS, CARPET—Bissell's American Queen, $6.75; Club, $12.00; Elite, $7.50; Gold Medal, $6.25; Grand Rapids (Nic.), $6.00; Grand Rapids (Jap.), $5.50; Grand (Jap.), $7.50; Parlor Queen, $7.00; Princess, $6.25; Prize, $6.25; Universal (Nic.), $5.75; Universal (Jap.), $5.25.
Vacuum—Superba, $18.00; Grand Rapids, $11.00; House-ho.. $9.00.
On account of the freight, retail prices 50 cents higher will prevail in the following Western and Southern States: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Tex., Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.

SWEEPERS, TOY—Little Daisy, 25c (30c in west and south); Little Queen, 50c.

TACKS—Bill Posters'—No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c.
Carpet—Cut, ¼-lb. papers—No. 4, 5c; 6, 5c; 8, 5c; 10, 5c; 12, 5c. Wire, ½-lb. papers—No. 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10 10c; 12, 10c. Wire in bulk—No. 3, 30c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c.
Gimp—½ lb. box, 2½, 10c; 3, 10c; 4, 10c. ¼ lb., 6, 10c; 8, 10c.
Upholsterers—Cut, ½ lb. papers—No. 1½, 10c box; 2, 10c; 3, 10c; 4, 10c. ¼-lb., 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. Cut, in bulk, No. 3, 30c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c; 12, 30c.
Double Pointed—Blued, ½ lb. papers, No. 9, 5c box; 10, 5c; 11, 5c; 12, 5c. Blued in bulk, No. 9, 35c lb.; 10, 30c; 12, 30c.

Asses' Skin

No.	Each
710	.50
713	.65
715	1.10
716	1.25
730	.65
733	1.10
735	1.40
736	1.65

Metallic

500	2.75
503	4.00
505	4.85
506	6.35

Pocket

142	.80
145	1.00
165	.20
3143	.50

Steel

100	5.00
103	7.75
200	5.50
203	9.00
205	13.00
206	16.00
240	4.35
243	5.25
245	7.00
246	9.00
260	4.85
263	5.85
265	7.50
266	10.00
550	4.00
553	4.85
555	6.35
556	8.25
1240	4.00
1243C	5.00
1260	4.50
1263	5.65

Asses' Skin Case—25, 65c; 50, 85c; 75, $1.15. 100, $1.35.

TAPE—Friction—½ lb., 50c; 2 oz., 15c; 1 oz., 10c.

TENTS—Single Filling—

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
7x7	14.80	17.80	16x18	57.25	67.85
7x9	17.55	20.45	16x20	68.10	73.65
9x9	20.25	23.70	16x24	71.85	83.60
9½x12	23.85	27.85	16x30	86.95	101.30
12x14	32.00	37.85	A or Wedge—		
12x18	39.50	46.15	5x7	9.25	10.75
14x16	42.00	49.30	7x7	11.65	13.60
14x20	52.15	60.60	7x9	13.95	16.35

Flys Half Price of Tents.

Wagon Covers—Single Filling —

Size	8-oz.	10-oz.	Size	8-oz.	10-oz.
10x14	8.85	11.10	12x16	12.90	15.90
10x16	10.15	12.70	12x18	14.85	17.90

Stockmen's Bed Sheets—Single Filling —

Size	8-oz.	10-oz.	12-oz.
6x12	5.00	6.50	7.50
6x14	5.85	7.50	8.75
7x14	8.35	10.85	12.25
7x16	9.85	12.50	14.10

THERMOS—See Bottles.

TIN—
Bar and Pig, $1.20 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 17c; 20, 25c.
Painted 1 side, 1c foot extra; two sides, 2c.
Flashing IC, 1x1, $3.00 per 100 feet; ¾x1, $3.00.
Shingles—5x7, 35c dozen.
Valley—14-inch, 13c per foot, $11.50 per roll; 20-inch, 20c per foot, $18.00 per roll.

TOGGLE BOLTS—Sebco No. 1—Per hundred list.

Length—	—Diameter— 3-16-in.	¼-in.
3-inch	6.00	8.00	12.50
3½-inch	6.25	8.00	9.00
4	6.75	8.50	13.80
5	7.50	9.25	14.30
6-inch	8.00	10.00	15.00

Sebco No. 5—With either round or flat head machine screws—

Length—	—Diameter— 3-16-in.	¼-in.
3-inch	2.65	3.15	3.50
4-inch	2.97	3.50	3.85
5-inch	3.35	3.85	4.20
6-inch	3.67	4.20	4.55

TORCHES—Clayton & Lambert—Alcohol—No. 14, $3.75 each; No. 28, $5.75. Gasoline—No. 31, $11.00 each; 37, $9.75; 38, $10.25; 47, $12.75; 48, $13.25; 108, $11.00; 112, $10.50.

TRAPS—Fly—Harper, 45c each; Balloon, 35c; Avis 1, $2.75; Avis 2, $2.50; Avis 3, $2.25.
Game—No. 0 Newhouse, 60c each; 1 Newhouse, 70c; 1½ Newhouse $1.10; 2 Newhouse, $1.40; 3 Newhouse, 2.15; 4 Newhouse, $2.50; 5 Newhouse, $19.50. No 1 Oneida Jump, 35c; 1¼ Oneida Jump, 55c; 2 Oneida Jump, 85c; 3 Oneida Jump, $1.20. No 0 Victor, 25c; 1 Victor, 30c; 1½ Victor, 40c; 2 Victor, 55c; 3 Victor, 95c; 4 Victor, $1.15.
Gopher—Best, 25c each; O. K., 30c; Maccabbee, 25c; Easy Set, 25c; Newhouse, 35c; California Pocket, 35c.
Mole—Reddick, $1.25 each; Out-O-Sight, $1.65.
Mouse—Hold Fast, 5c each; Out-O-Sight, 10c; Choker, Wood, 20c; Choker-Tin, 15c; Delusion, 30c; Holdem, 90c; Marty, 30c.
Rat—Holdfast, 20c each; Out-O-Sight, 25c; Holdem, $1.65; Marty, small, 60c; large, $1.50.

TROWELS—Rose Brick, Wood Handle, $2.25; Rose Brick, Leather Handle, $2.50; Marshalltown Plasterer's, $3.00; Finishing $2.75.

TWINE—Cotton—Wrapping, 60c lb. Budding, 60c.
Flax—18 BB, 45c lb.; 24 BB, 45c; 18 BC, 65c; 24 BC, 65c; 36 BC, 60c; Buffalo Asst., per ball, 10c; BC Sacking, 80c lb.; AA Sacking, $1.00; Many Ends Sacking, $1.00.
Hemp—4½ and 6, 35c lb.
Jute Wrapping—2-ply cones, 35c lb.
Mattress—252, ¼-lb. balls, $1.50 lb.
Siene—Medium Laid, in hanks, all weights, 75c lb; half pound balls, add 1c per lb.

VALVES—

	¼	⅜	½	¾	1	1½	2
St'd Angle	.55	.60	.75	.95	1.35	2.65	4.00
Garden	...	...	.75	.80	1.35	4.25	6.25
St'd Gate	.95	1.00	1.10	1.40	1.90	3.40	5.00
St'd Globe	.55	.60	.75	.95	1.35	2.65	4.00

WAGONS—Boys'—

American

No. and Size.	Each.
118— 8x18	2.00
122—10x22	2.50
126—12x26	3.50
130—14x30	4.50
132—15x32	5.00

Samson

826—12x26	4.00
828—13x28	4.25
832—15x32	5.50
836—16x36	7.25

Wagners—

No. 18	10.00
No. 20	11.50
No. 24	13.00

Coaster—Star—

No. 10	9.50
No. 20	10.50
No. 30	11.50
No. 40	12.50

Mars-Wells—

No. 10	7.50
No. 11	8.00
No. 12	9.50

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RETAIL SELLING PRICES—Continued.

TINWARE

Boilers, Coffee

27	1.10
29	1.50
352	.80
354	1.10

Boilers, Wash Copper Bottom

IC, 8	3.00
IC, 9	3.25
IX, 8	3.25
IX, 9	3.50
IXX, 8	4.75
IXX, 9	5.25

Copper Rim

IX, 8	4.00
IX, 9	4.25

Bowls, Wash

06½	.15
08	.25
6½	.30
8	.40

Buckets, Covered

11	.15
12	.25
14	.35

Buckets, Dinner

1	.75
2	.85
3	.90
30	.75
40	.85

Cans, Milk

1	.35
3	.55
4	.70
01	.30
03	.55
04	.70
102	4.00
103	4.50
1020	5.25
1040	7.00

Cans, Oil

30	.35
31	.45

Colanders

10	.25
11	.25
104	.40
306	.55

Cookers, Steam

42	3.25
45	4.00

Covers, Pot

6-9	.10
10-11	.15
13	.25
15	.35

Cups

211, 212	.10
09, 010	.15
9, 10, 214	.20

Dippers

2	.15
4, 01	.20
02, 31, 32	.25
33, 34	.30
48	.50

Fillers, Fruit Jar

48	.45

Forks

208	.60
206	.75
419	.10
425	.15
1197	.20
1198	.25

Funnels

10, 15	.10
20, 25	.15
30	.20
35	.25
235	1.35
335	1.75

Graters

02	.10
020, 100	.20
030, 150	.25

Kettles, Lipped Preserving

160	.35
200	.45
240	.60
280	.75

Ladles

010	.20
11	.25

Measures

83	.20
88	.25
85	.45
86	.65
122	.20
124	.25
126	.50

Moulds, All Kinds

3, Melon	1.75
2, Melon	1.35
4, Melon	2.00

Pails, Dairy

IC, 6 qt.	.30
IC, 10-qt.	.40
IX, 10-qt.	.70
IX, 14-qt.	.80
IXX, 10-qt.	.85
IXX, 14-qt.	1.00
IXXX, 12-qt.	1.25
IXXX, 16-qt.	2.00
IXXXX, 18-qt.	2.25
IXXXX, 20-qt.	2.50

Pails, Fruit Picking

14-qt.	.65

Pails, Peddlers

Small	.45
Large	.55

Pails, Strainer

IX, 10 qt.	1.10
IX, 12 qt.	1.15
IXX, 12 qt.	1.25
IXX, 14 qt.	1.35
Gem, 12 qt.	1.50
Gem, 14 qt.	1.65

Pans, Bread

01, 110, 30	.20
140, 200	.30
300	.35

Pans, Corn Cake

06	.25
08	.35
012	.50

Pans, Cake Perfection

Round, 9¼-in.	.15
Round, 10¼-in.	.20
Square, 8½-in.	.20
Square, 9-in.	.30
Mt., 9½-in.	.20
Tube, Rd., 9½.	.25
Tube, Sq., 9-in.	.45

Pans, Dish

10	.70
14	.85
21	1.25

Pans, Milk IC, Plain

200	.10
200½	.10

IC, Ret.

801, 802	.20
804	.35
806	.40
808	.45
8100	.55

Pans, Muffin

6	.25
8	.30
12	.40

Pans, Patty

All Nos.	.10

Pans, Pie

6, Shallow	.10
9	.15
Deep	.15

Pans, Pudding IC, Plain

015 to 018	.15
019, 020	.20
021, 022	.25

IC, Ret.

16	.25
18	.35
20	.40
22	.50

Pans, Rinsing IC, Plain

8	.50
14	.70
17	.60

IC, Ret.

8	.55
14	.75
17	.90

Pans, Lipped Sauce

016	.35
020	.45
022	.50
028	.75
030	.85

Pots, Coffee

1	.25
2	.35
4	.55

Pots, Tea

241	.25
241½	.30
242	.35

Raisers, Bread

114	2.00
117	2.50

Scoops

2	.35
4	.50
12	.15
14	.20
20	.50
40	.75

Sieves, Flour

2, 316	.25
318	.30

Sifters, Flour

0	.25
1	.45
10	.70
Acme	.35
Nesco	.35
Shaker	.50

Skimmers

10	.20
45	.10

Spoons, Basting

110	.10
114	.15
312	.20
316	.30

Spoons, Mixing

15	.20
25	.15

Steamers

70	.65
90	.85

Steepers, Tea

12	.25

Strainers Gravy

2, 3	.15
020	.20

Jelly

120	.25
160	.30

Milk

10	.30
121	.40
122	.45

Milk Can

011	.85
33	.50
55	.75
60	1.85

Soup

20	.40

Turners, Cake

1, 2, 71	.10
6, 13	.15

TAPES—MEASURING—(Lufkin)—(Starrett)—

WASHERS—Cast Iron—Size ⅛ to 2, 10c lb.; Angle, 10c.
Malleable—Standard, 20c lb.; Nail Hole, 20c lb.; Angle, 30c lb.
Cut—Sizes 3-16, 29c lb.; ¼, 25c; 5-16, 22c; ⅜, 20c; 7-16, 19c; ½, 18c; ⅝ to 1, 17c.

WASTE—Cotton—No. 6X White, 25c lb.; 1 White, 20c; 2 White, 20c; 01 Colored, 21c; 02 Colored, 20c; 10 Wool, 32c.

WATCHES—Westclox—Pocket Ben, $2.00 ea.; Glo-Ben, $3.25. $7.00 each; No. 1, 8¼ cu. ft., $7.75; No. 2, 4½ cu. ft., $8.50.

WAX—Floor—Johnson's or Old English, lb., 75c; 2 lb., $1.50; 4 lb., $2.60.

WEANERS—Calf—Shaw's, No. 1, 75c; No. 2, 85c; Hoosier, No. 11, 85c; No. 12, 90c; Kantsuck, Calf, 55c; Cow, 65c.

WEDGES—Truckee-Alki, lb., 18c; Oregon-Atha, 28c; Cedar-Atha, 20c; Cedar-Alki, 20c; Falling, 27c; Saw, 27c.

WHEELBARROWS—Garden—No. 0, 1⅜ cu. ft. capacity, $7.00 each; No. 1, 3¼ cu. ft., $7.75; No. 2, 4½ cu. ft., $8.50.
Railroad—Bolted, $8.50 each; Stave, $6.00.
Steel Tray, Wood Frame—Star $8.25 each.
Steel Tray and Frame—AX, $10.75 each; 4, $13.50; 5, $14.50; 10, $20.25; 25, Concrete, $14.50.

WICKS—Lamp and Lantern—0, E Flat, 2½c; 1, A Flat, 2½c; 2, B Flat, 2½c, 3, D Flat, 2½c; 2 Rochester, 10c; 3 Rochester, 20c; 2110 W Rayo, 15c.
Stove—4 in. Flat, 10c; 3 Perfection, 25c; 500 Perfection, 50c; 018 Dangler, 40c.

WIRE—Advances on Plain Wire Fence—

	Annealed	Galvanized	Annealed Baling Wire
9 and Coarser	Base	.50	...
10	.05	.55	...
11	.10	.60	...
12	.15	.65	.30
13	.25	.75	.40
14	.35	.85	.50
15	.45	1.30	.60
16	.55	1.40	.70
17	.90	2.15	1.05
18	1.50	2.75	1.65

Soft Copper—½-lb. coils—16-20, 40c each; 22, 45c; 24, 50c; 26, 60c. 5-lb. coils—11-12, 40c each; 13-14, 40c; 15-16, 45c; 17-18, 45c; 19, 45c; 20, 45c; 22, 45c; 24, 50c.
Stone Wire—Galvanized—No. 16, 17c; 17, 18c; 18, 18c; 19, 20c; 20, 20c; 21, 20c; 22, 20c; 24, 23c. Black Annealed—No. 16, 15c; 17, 15c; 18, 17c; 19, 17c; 20, 18c; 21, 18c; 22, 18c; 24, 20c.
Barbed Wire—80-rod spool—American Special, Cattle, $3.40; Hog, $3.70. Galv. Am. Glidden, Cattle, $4.75; Hog, $5.10.
Catch Weight pools—Cwt.—Galv. Waukeganito, $6.95; Galv. Baker, $6.45; Galv. Glidden, $6.20.
Stove Pipe Wire—Black per Stone—No. 18, $1.90; 19, $2.00; 20, $2.15; 21, $2.20; 22, $2.30. 50-foot coils, 10c.

WIRE CLOTH—See Cloth.

WOODENWARE—Boards, Pastry—16-inch, 90c each.
Bowls, Chopping—11-inch, 85c each; 15-inch, $1.85; 17-inch, $3.00.
Pins, Rolling, 55c each.
Spoons, 13-inch, 15c each; 15-inch, 20c.

Statement of ownership, management, circulation, etc., required by the Act of Congress of August 24, 1912, of Hardware World, published monthly at Portland, Oregon, for October 1, 1921. Before me, a Notary Public, personally appeared T. M. Shearman, who, having been duly sworn according to law, deposes and says that he is the publisher of the Hardware World, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption. Publisher, T. M. Shearman, 388 Taylor Street, Portland, Oregon; editor, business manager and owner, T. M. Shearman. Known bondholders, mortgagees and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages or other securities are: None. The two paragraphs next above, giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest, direct or indirect, in the said stock, bonds, or other securities than as so stated by him. T. M. Shearman, Publisher. Sworn to and subscribed before me this 28th day of September, 1921. D. B. Richards, Notary Public.

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The recent reductions in the price of VIKO, **The Popular Aluminum, are in line with the established Viko policy of giving big value at moderate cost. Viko cooking utensils are today, more than ever, the leaders of the medium-priced lines of aluminum ware. That is why Viko Ware is giving thousands of dealers an unusually quick turnover.**

VIKO, The Popular Aluminum, is sturdily constructed from thick sheet aluminum, 99% pure. It gives unusual wear, is finely designed and beautifully finished. The Viko line is complete—it comprises utensils for every cooking requirement.

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MAKE 1922 the Greatest

DECEMBER 1921

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DEALERS like to handle Bermico because its superiority over ordinary papers makes it an easy seller; because it sells at a popular price and because it gives unfailing satisfaction after it is sold.

The BROWN COMPANY

FOUNDED 1852

PORTLAND MAINE

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Some Statistics on

HARDWEAR TIRES

(1) 1885 customers—all hardware dealers.
(2) 1% adjustments for the past 12 months.
(3) Less than 10% total overhead and selling expense.
(4) 20% lower consumers' price than average.
(5) 10% more margin for the dealer, meaning
(6) 30% lower dealers' prices than average.
(7) Over 5,000 shipments made subject to return if unsatisfactory.
(8) 5 of these shipments returned.
(9) Present production—200 tires daily.
(10) Cords only above size 31x4—guaranteed 8000 miles.
(11) Fabrics only in 30x3 and 31x4—guaranteed 6000 miles.
(12) Both Cord and Fabric in 30x3½—cord 8000, fabric 6000.
(13) All sizes air-bag expansion process cured.
(14) All sizes Vacuum Bar Non-Skid tread.
(15) Money back on any goods returned unused within ten days of receipt if unsatisfactory for any reason.
(16) FREIGHT prepaid on 6 tires or more.
(17) No salesmen. One branch (Chicago).
(18) No accounts. 2% discount for cash with order, otherwise C. O. D.
(19) Sample order for ½ dozen tires sent to any well-rated dealer on ten days' approval. We refund transportation if not accepted.

Net Price List

Fabric Casings, 6000 Miles

Size.	Casings. Fabric.	Pure Gum Red Tubes.
30 x 3	10.50	2.10
30 x 3½	12.90	2.40
31 x 4	17.00	3.00

Cord Casings, 8000 Miles

Size.	Casings. Cord.	Pure Gum Red Tubes.
32 x 3½	25.00	2.61
32 x 4	27.00	3.23
33 x 4	28.00	3.30
34 x 4	29.00	3.45
32 x 4½	32.50	4.13
33 x 4½	33.50	4.20
34 x 4½	34.50	4.35
35 x 4½	36.00	4.50
36 x 4½	38.00	4.73
33 x 5	40.00	5.03
35 x 5	42.00	5.18
37 x 5	44.00	5.40

Prices Subject to Change Without Notice

HARDWEAR TIRE CORPORATION

East Rutherford, New Jersey

Chicago: 1509 So. Michigan Ave.

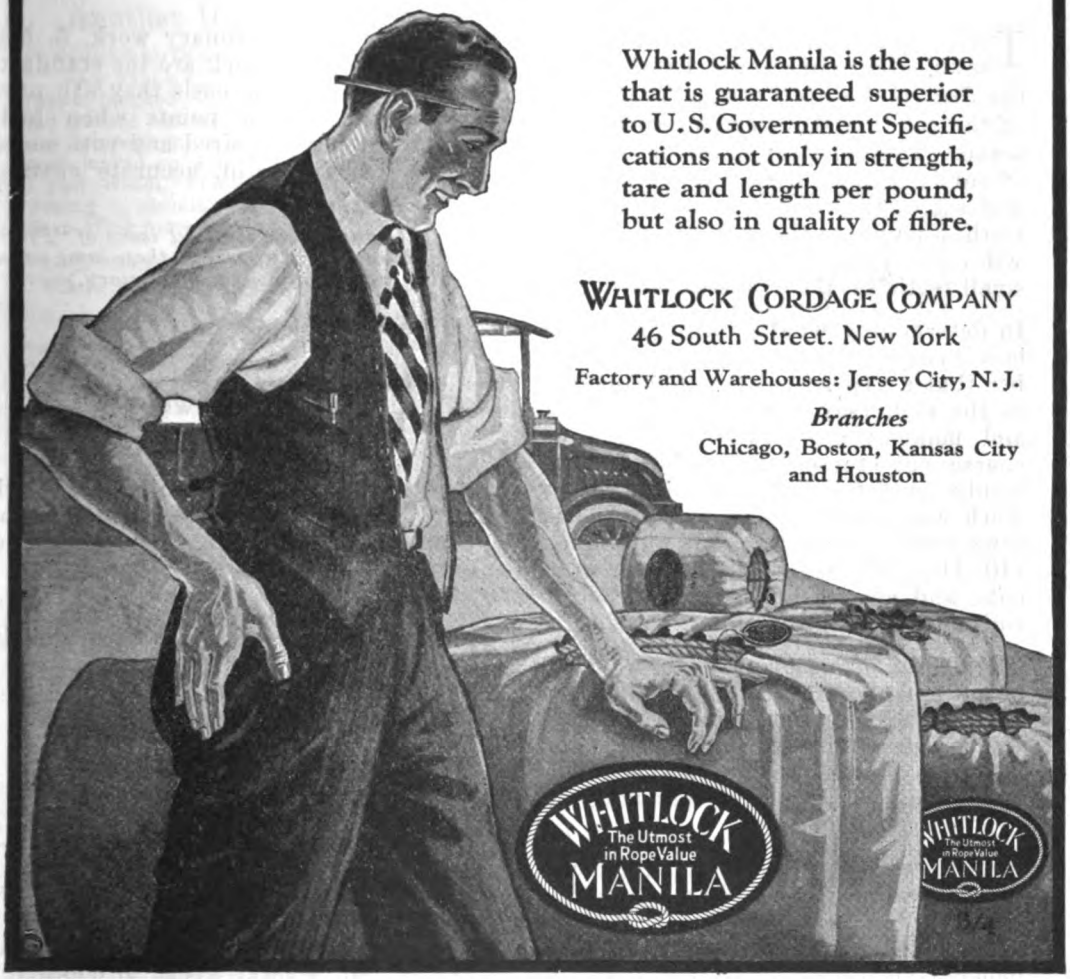
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Your Assurance of the Utmost in Rope Value

EVERY coil of Whitlock Manila now bears this orange and black label –the trade mark of superiority.

If you are a dealer whose trade demands quality rope at reasonable price, or if you are a rope user and wish to save money, write today for the new Whitlock Catalog. And ask for the Whitlock distributor in your territory.

WHITLOCK CORDAGE
THE UTMOST IN ROPE VALUE



Whitlock Manila is the rope that is guaranteed superior to U. S. Government Specifications not only in strength, tare and length per pound, but also in quality of fibre.

WHITLOCK CORDAGE COMPANY
46 South Street. New York
Factory and Warehouses: Jersey City, N. J.
Branches
Chicago, Boston, Kansas City and Houston

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DISSTON PROFIT PLANS

Published Monthly in the Interest of Merchants Selling Disston Tools

What Type of Saw to Recommend

(Continued from the last issue of Profit Plans)

WHAT POINT TO USE

THE "points to the inch" in hand saws, either rip or cross-cut, indicate the degree of smoothness or coarseness of the cut that that particular saw will make. This smoothness or coarseness of cut is regulated entirely by the size and set of the teeth. A saw with big teeth, 5 points to the inch, for example, will make a coarser cut than a saw with small teeth, say 11 points to the inch.

In determining what point of saw will best answer your requirements, remember that a saw with a few tooth-points to the inch (say 6 or 7) will cut fast and make a comparatively rough or coarse cut—these "points" are commonly used for ordinary construction work and similar rough sawing. The saws with many tooth-points to the inch (10, 11 or 12) will make smooth, even cuts, and are used mostly for interior finishing, furniture making, etc.

The degree of seasoning in the wood to be cut must be considered also, in determining what "point" to use. Green, wet wood requires a coarse saw (few points to the inch), while a fine tooth-point saw can be used to advantage in dry, seasoned lumber.

Hand saws for cross-cutting are made in sizes varying from 5 to 12 tooth-points to the inch. The 7, 8 or 9 point saws, which are medium, are in greatest demand and are most satisfactory for ordinary work.

In rip saws for ordinary work, 5, 5½ or 6 points to the inch are the standard sizes and from this basis they are purchased with fewer points when fast, rough cutting is desired and with more points when careful, accurate cutting is necessary.

(To be continued in the next issue of "Profit Plans," which will appear on these same pages in Hardware World issue of January.)

"A Clean Sweep" For Disston Saws—

A PROMINENT concern in New York City recently made a number of changes in the building they owned and occupied.

Additional individual office rooms were put up for the various department heads and their assistants, new partitions were installed and many other necessary improvements were made to accommodate their rapidly growing working force.



A number of experienced carpenters were engaged to do the work. The job was one which had to be done right and it took several weeks to make the proposed changes.

Digitized by Google

December, 1921

DISSTON PROFIT PLANS

The writer, curious to know what saws were being used, went to each of the five carpenters on one floor of the building and found that every one of the five different carpenters was using a DISSTON Saw.

Upon further inquiry it developed that each man had to **furnish his own saw** and each said he had used DISSTON Saws for years, because he could find nothing better and wanted to get the best saw he could.

We do not claim that DISSTON Saws are used to the exclusion of other good hand saws on every job, but we do maintain that any investigation would show the Disston to be "**The Saw Most Carpenters Use.**"

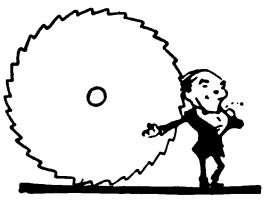
When DISSTON Saws sell to the **majority**—aren't they the saws for **you** to sell?

Another Use for the Flivver

GEORGE MONROE got quite a shock when he saw Frank's old car going yet standing still. Frank laughed at his exclamations of surprise and pushed him around where he could see what was happening. The back wheels of the Ford were jacked up, and attached to one of them was a belt wheel, which, with its accessories, was turning a circular saw. This was cutting off piece after piece of cordwood.

"Gosh, that looks good to me," said Monroe. "Where did you get the idea?"

"The other day I went into Boardman's Hardware Store to buy a buck saw," Frank replied. "I said I was going to cut cordwood and Ray told me I ought to buy a circular saw. I asked him how he expected me to run it. I didn't want to buy a new engine. Then without saying a word he showed me a picture in the Disston Farm Booklet. The picture was just about what you see here. The result was that I bought a Disston Circular Saw right then.



"Believe me George," he went on, "This certainly saves a lot of time and energy. Come on up and take a close look at it, I'll shut off the engine."

There are lots of farmers, Mr. Dealer, who cut cordwood by hand and suffer with stiff muscles and lame backs. And hand cutting means a great waste of time.

Show them a DISSTON Circular Cut-Off Saw (the standard size for cordwood)—tell them how much quicker and easier and how **many more** cords they can cut in a day—they'll never go back to "Hand Sawing." Most farmers own a car—if not, any engine or motor will do the trick with a "DISSTON" at the cutting end.

A List of What Disston Makes

And in these Saws, Tools and Files is that quality found in

"The Saw Most Carpenters Use"

Back Saws
Band Saws for Wood and Metal
Bevels

Buck Saws
Butcher Saws and Blades
Circular Saws for Wood, Metal, and Slate
Compass Saws
Cross-cut Saws and Tools
Cylinder Saws

Drag Saw Blades
Files and Rasps
Grooving Saws
Gauges—Carpenters' Marking, etc.
Hack Saw Blades
Hack Saw Frames
Hand, Panel, and Rip Saws
Hedge Shears

Ice Saws
Inserted Tooth Circular Saws
Keyhole Saws
Kitchen Saws
Knives—Cane, Corn, Hedge
Knives—Circular for Cork, Cloth, Leather, Paper, etc
Knives—Machine
Levels—Carpenters' and Masons'
Machetes
Mandrels

Milling Saws for Metal
Mitre-box Saws
Mitre Rods
One-man Cross-cut Saws
Plumbs and Levels
Plumbers' Saws
Pruning Saws
Re-saws
Saw Clamps and Filing Guides

Saw Gummers
Saw-sets
Saw Screws
Screw Drivers
Screw-slotting Saws
Segment Saws
Shingle Saws
Slate Saws—Circular
Squares—Try and Mitre
Stave Saws
Sugar Beet Knives

Swages
Tools for Repairing Saws
Tool Steel
Trowels—Brick, Plastering, Pointing, etc.
Veneering Saws
Webs—Turning and Felloe

This is a partial list. There are thousands of items in the complete Disston line

HENRY DISSTON & SONS, Inc.

PHILADELPHIA, U. S. A.

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Hardware World

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Volume XVI DECEMBER :: 1921 Number 12

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One quarter of their year's business *done at Christmas*

An item with which dealers have made remarkable records

AN average three months' business done in one month! This is what our sales records show about the Christmas business of hundreds of progressive dealers in all parts of the country.

This year many of these dealers are planning to do even better than that. Did you ever stop to think that *your* business at this season could be made three times your normal monthly average?

Now is the time to start, if you're going to get your full share of this Christmas trade. Get up a Valet AutoStrop Razor display. It will tie up your store to our special Christmas advertising now appearing in the national magazines.

Write for the Christmas display card shown below, together with other Christmas display material. Put it in your window or on a counter with a dozen or so open sets around it.

A sale that is easy to suggest

Nothing in your store will lend itself to demonstration better than the Valet AutoStrop Razor. It is easy to show how this razor gives a freshly stropped edge for every shave, how easily it is cleaned, how a touch of the thumb adjusts it for a close, medium or light shave—how in a word it solves a man's whole shaving problem.

Prepare now to get your full share of the Christmas business. Send in your order today.

AUTOSTROP SAFETY RAZOR CO.
New York Toronto London Paris

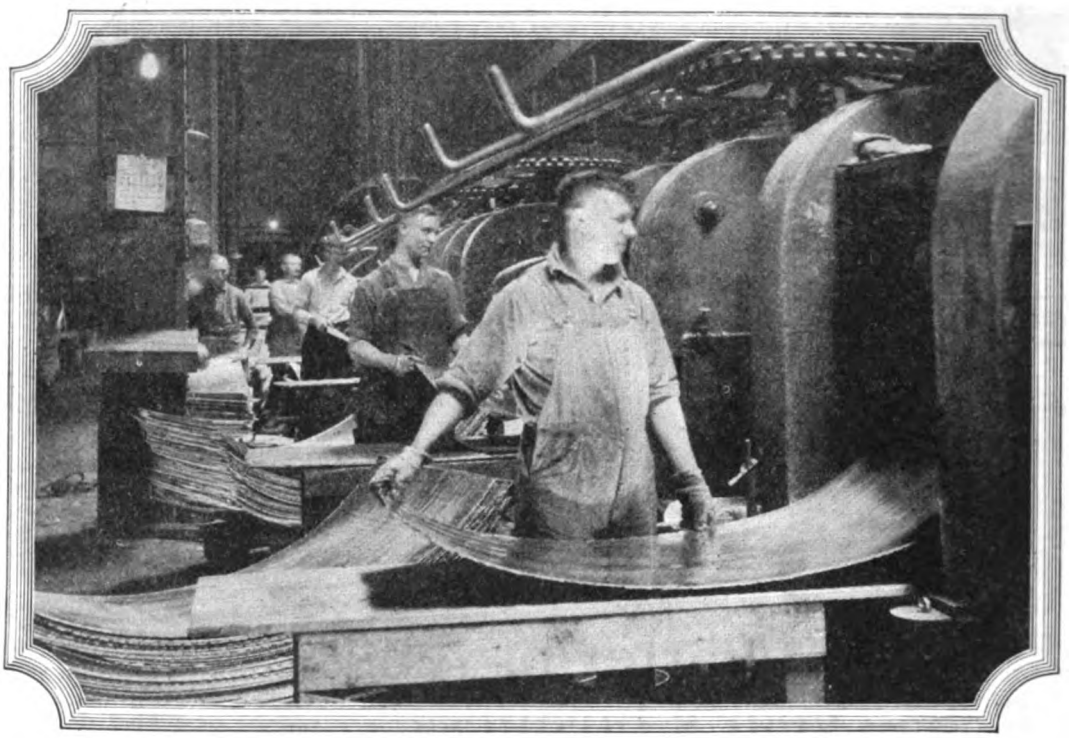
VALET
AutoStrop Razor

Saves constant blade expense



This attractive Valet AutoStrop Razor Christmas card will be sent you upon request. It suggests this unique razor as a gift for men that will stand out in any group of Christmas presents.

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Rolling Mirro Aluminum into hard, dense-grained sheets which insure the lifetime service of Mirro utensils

From Raw Ingot to Finished Utensil

The preference of women for Mirro Aluminum cooking utensils rests not alone upon their beauty of design and finish or upon their many features of convenience. But back of these superiorities is the dominant fact that Mirro utensils are strong and durable.

It is possible to insure this uniformity of wearing quality because ***all Mirro utensils are produced completely, from the raw ingot to the finished utensil, right in the Mirro plants.***

The ingots are melted and mixed and the slabs cast and rolled in the Mirro rolling mills. The stamping, drawing, spinning and finishing, all are done in Mirro factories where every operation is subjected to rigid inspections based on the standards which have made Mirro Ware famous.

One of the most important processes which make Mirro so durable is the rolling of Mirro Aluminum. Here, giant presses roll and re-roll the Mirro plates under 16,000-pound pressure, compressing them into hard, dense sheets which insure the lifetime service of Mirro utensils. Every woman can afford Mirro Aluminum Ware. It is economical in first and last cost.

This control of all processes of manufacture insures the quality which is so widely known as Mirro. And Mirro national advertising, appearing in the leading women's publications, carries the message of Mirro superiority to millions of housewives throughout the land.

If you are not yet handling the Mirro line write for the Mirro general catalog.

Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum

Every Mirro Utensil Bears This Imprint

MIRRO ALUMINUM *Reflects Good Housekeeping*

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REMINGTON UMC

Remington Scout Knife

R3333 and R3335-U

Carefully designed to meet the real, actual needs of the Boy Scout—made strong to "stand up" under rough, hard usage—and so finished as to delight the boy—the Remington Scout Knife is typical of Remington practice in designing and building pocket knives that best fill the practical service needs of the user.

Built for "Business"

The Remington Scout Knife is built for "business"—more than meeting the exacting requirements of the Boy Scout Organization. The master blade is of extra gauge, which means greater strength. Closed, the knife is 3¾" long. It is of full weight and dimensions throughout, and of solid construction. Each special blade and implement is designed and made with its exact purpose in mind. Springs and blades are in "tune" so that the blades open easily.

It possesses the niceties and refinements of master craftsmanship—a regular man's knife for a Boy Scout.

Remington cutlery, firearms and ammunition are sold through the jobbing trade

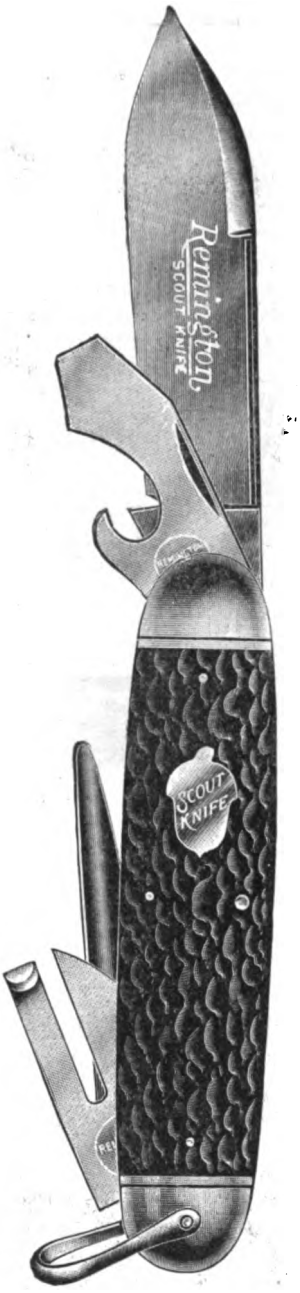
REMINGTON ARMS COMPANY, INC.

General Offices: New York

Cutlery Works: Bridgeport, Conn.

"The prime function of a knife is to cut —to cut keenly"

Remington



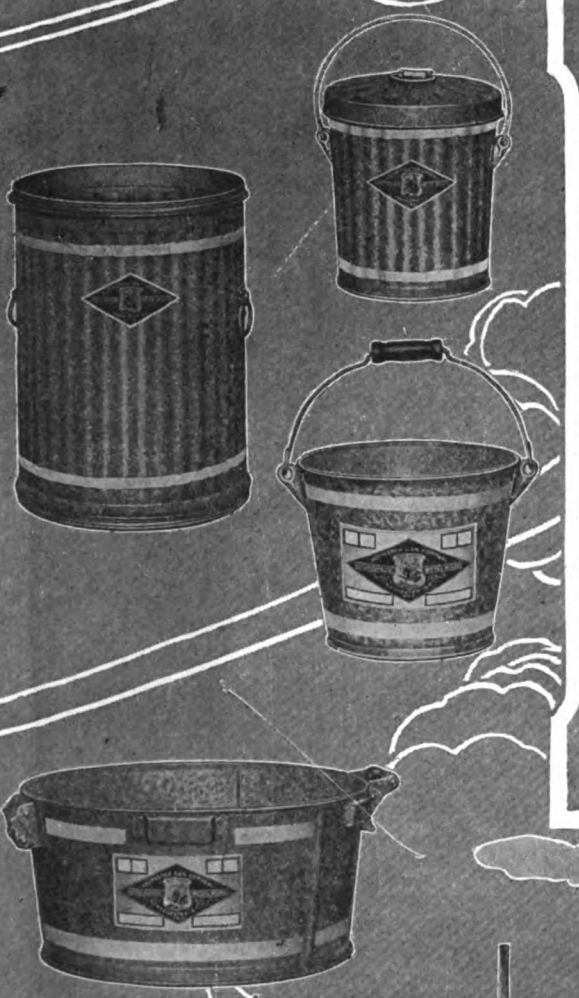
R3333

Length, closed, 3¾". Stag handle, milled brass lining, nickel-silver bolsters, and shackle. Master blade crocus polished and etched. Punch blade blued and polished. Other blades blue glazed.

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Iron Horse Metalware

"As Strong As The Name Implies"



THE FACTORY BEHIND THE PRODUCTS

—not merely a spacious modernly designed factory covering acres of floor space, but a factory equipped with the most approved type of metal working equipment, manned by thoroughly experienced metalworkers who know how to build that exceptional degree of service and satisfaction into the finished Can or Pail that has played such an important part in making

Iron Horse Metalware

the standard by which all others are judged —— the world over.

If you have not a copy of our latest catalog, send for it today.

Rochester Can Company

109 Hague Street, Rochester, N. Y.



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The Commercial Romance of 1921

THE human race took a long step forward when this country made it *respectable* for a man to earn his own living.

Today, if Americans couldn't talk *business* at lunch, most of us would prefer to go off and eat by ourselves.

Even at social gatherings, men manage to drift together for some touch-and-go business gossip to finish the day.

Probably your own boy, long before he is able to vote, feels the national instinct to *start something.*

American characteristics that may explain in part the peculiar public interest in the New Improved Gillette.

All the circumstances surrounding the New Improved Gillette stir a man's feeling for *commerce.*

The radical new invention. An improvement so *basic* that nothing in the Patent Office contained even a hint of its slightest detail.

The courage to put this new invention on the market—risking the twenty-year old Gillette prestige on *faith in the public understanding and appreciation.*

The immediate response of the Gillette public. 600,000 New Improved Gillettes in America. Nearly 400,000 to England, France, Holland, Belgium, Denmark and Italy. And thence to the remotest parts of the earth.

Night-shift production in the Gillette Factory, meeting the demand as it doubled, and doubled again.

• • •

You may often hear it said that "The way this New Gillette is going over reads like a romance."

Times may fluctuate.

Human beings do not.

The reward is still to the *pioneer.*

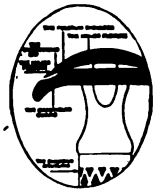
Pioneering in the field of enlarged service to men in their restless human ambition to *go forward.*

Important About the New Improved Gillette — A Word About the Blades

Most men prefer to screw the razor up *tight* to get the most satisfactory shave.

Gillette deems it proper to ask the public to use Gillette Blades *only* in *genuine* Gillette Razors.

The Gillette Blade and Razor are developed to work *together.* No Gillette Blade can deliver its full shaving quality unless used in a *genuine* Gillette Razor—built by Gillette, in the Gillette way and up to Gillette standards.



The New Improved
GILLETTE SAFETY RAZOR

Uses the same fine Gillette Blades as you have known for years—but now your blades can give you *all* the luxury of the finest shaving edge in the world.

A shaving edge guarded from the face, but *free to the beard.* Identify the New Improved Gillette by its

Fulcrum Shoulder
Overhanging Cap
Channeled Guard
Micrometric Precision
Automatic Adjustment
Diamond Knurled Handle
Diamond Trademark on Guard

Finer Shave—Longer Service
More Shaves from your Blades

In SILVER *and* GOLD
Shaving Sets and Traveler Outfits
$5 *to* $75

GILLETTE SAFETY RAZOR CO.
BOSTON, U. S. A.

The New Improved

MADE IN U. S. A. KNOWN THE WORLD OVER

Gillette

Gillette

SAFETY RAZOR

Patented January 13th 1920

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MAKE UP YOUR ORDERS NOW FOR SPRING DELIVERY

BUY THE BEST

"PURITAN" Water Coolers

SEAMLESS
WHITE ENAMEL LINED
LEVER OR PUSH BUTTON FAUCETS
NICKEL PLATED
EXTRA HEAVY
EXTRA FINISH
HEAVY GOLD BAND



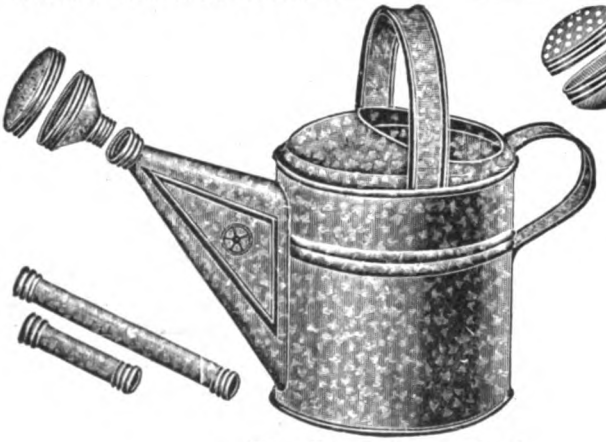
"STANDARD" Water Coolers

GALVANIZED LINED
PUSH BUTTON OR LEVER FAUCETS
SIDE HANDLES
JAPANNED
ASSORTED COLORS
GOLD STRIPE

"CENTRAL" Watering Pots

GALVANIZED
DOME TOP-BOX SPOUT

JAPANNED
OR PLAIN TIN
Watering Pots



Zinc Roses-Screw Neck



Rose Caps Detachable

The Mark of Quality

THE CENTRAL STAMPING COMPANY N.Y.

REPRESENTED IN

California by
BARRETT & ROSS COMPANY
Rialto Building, Room 234
New Montgomery and Mission Streets
San Francisco, California

Washington, Montana, Idaho, Oregon, Colorado and Utah
by
FRED A. LEE
1620 Thirteenth Avenue
Seattle, Wash.

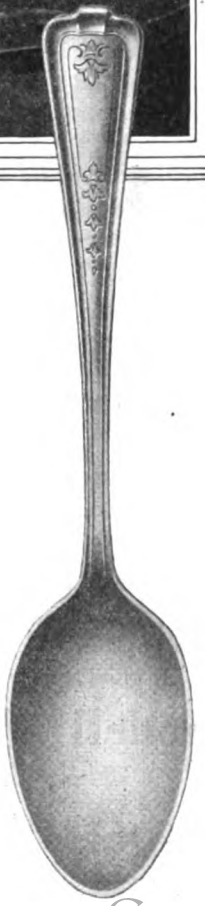
THE CENTRAL STAMPING COMPANY

206-208 Broadway, New York, N. Y.

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1847 ROGERS BROS.
SILVERPLATE





Tie a String To Your Silverplate Sales

Not all purchasers of silverware will buy a complete flatware service. But if the woman who gets a dozen tea spoons or medium forks knows that you have salad forks, coffee spoons and other pieces that will round out her set she will be pretty certain to return, sooner or later, to add to her original purchase. In this way a reasonable assortment of 1847 Rogers Bros. ware, kept in good condition and displayed to advantage, will not only attract women to your store but make permanent customers of them.

Send for trade helps to Advertising Department, International Silver Co., Meriden, Conn.

Pacific Coast Warerooms, 150 Post Street, San Francisco, California

INTERNATIONAL SILVER CO.

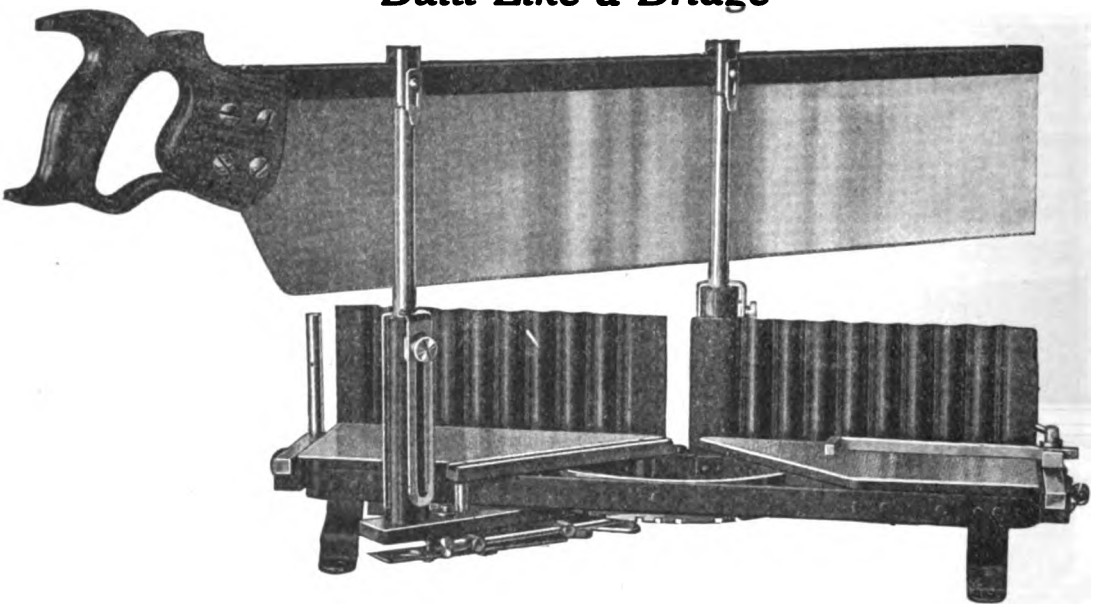
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GOODELL-PRATT

1500 GOOD TOOLS

All-Steel Mitre Boxes

Built Like a Bridge



For fifteen years Goodell-Pratt All-Steel Mitre Boxes have been gaining favor with high grade carpenters; a class of trade whose requirements and desires represent profitable business for you.

Made to Give Real Service

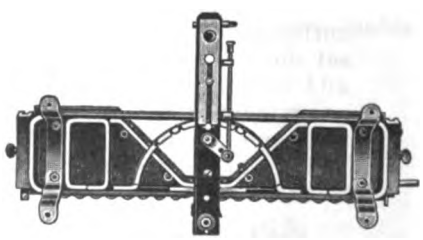
Goodell-Pratt All-Steel Mitre Boxes are noted for their durability, they are provided with an Automatic Lock to hold the saw elevated, a Stop to regulate the depth of cut, Automatic Lock to make all regular angles, and a Quick Lock for all other angles.

A good workman BUYS good tools.

Goodell - Pratt Company

Toolsmiths

Greenfield, Massachusetts, U. S. A.



Showing the bridge-like construction of the under parts.

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Tie This Book to Your Counter



IT is assumed you are stocked with McKinney Complete Garage Sets. Now here's what happens. A customer comes in. He is building a garage and wants to ask about door hardware. You reach for the McKinney catalog. It's fastened to the counter—on the end of a piece of cord.

You turn over the pages. At page five the customer stops. Here is just the kind of door he needs—a sliding-folding type for openings from six to nine feet wide. On this page he sees three photographic views of the doors, a picture showing each individual piece of hardware, a plan for hanging the doors and a descriptive article about this particular set. He looks over the other pages devoted to other style doors and other sets, but comes back to page five. He is sold. You note the number of the set, swing around to the shelves, take down a box with this number on it and the cash register rings up a sale.

Think how much easier this is than the old way of selling garage door hardware. No marathon around the store assembling track, bolts, hangers and hinges. No mistakes and no dissatisfaction.

If you haven't McKinney Complete Garage Sets on your shelves, you are missing a big opportunity to build up sales and pull down overhead. Send for a copy of this McKinney Garage Set Catalog.

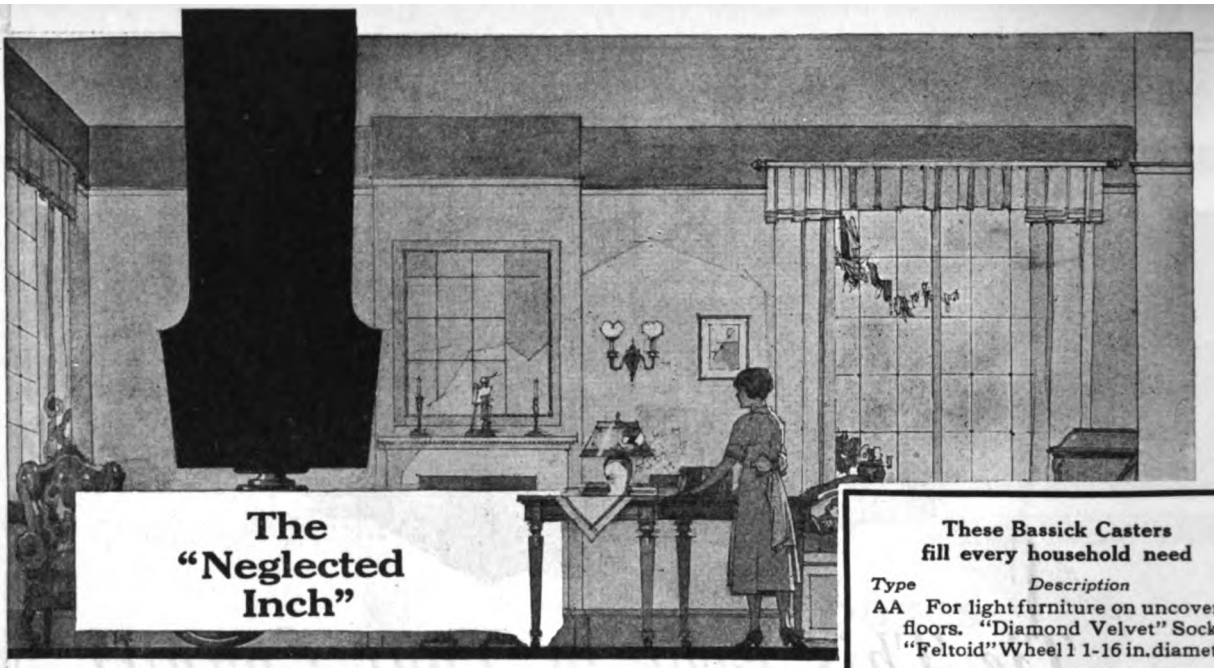
McKINNEY MANUFACTURING CO., Pittsburgh

Western Office, Wrigley Bldg., Chicago. Export Representation

McKINNEY
Hinges and Butts

Also manufacturers of McKinney farm building door hardware, furniture hardware and McKinney One-Man Trucks.

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In Every Home there is a "Neglected Inch"

IN nearly every room in every home there is a "Neglected Inch" to be filled at a profit to you—that dangerous troublesome inch—the inch between the furniture and the floor. Leave it unfilled or fill it with the wrong kind of casters and what's the result? Torn rugs, marred floors and rickety furniture.

Your community is seeking the right casters for their floors and floor coverings. Can you answer their demand?

The Bassick Company has selected fourteen casters to meet the needs of every household, packaged in a new and distinctive box, nationally advertised and properly priced. These casters are made with Feltoid Wheels that will not mar hardwood floors and brass wheels that protect floor coverings—both in sizes to fit any piece of furniture from the light parlor table to the heavy dining room buffet. Here is a line which, because of its rapid turnover, assures large profits for an initial investment of a few dollars.

If you have not already stocked Bassick Casters get in touch with your jobber or write us for detailed information and the name of our nearest distributor.

THE BASSICK COMPANY
Bridgeport, Conn.



Bassick Casters

These Bassick Casters fill every household need

Type	*Description*
AA	For light furniture on uncovered floors. "Diamond Velvet" Socket, "Feltoid" Wheel 1 1-16 in. diameter.
AB	For medium weight furniture on uncovered floors. "Diamond Velvet" Socket, "Feltoid" Wheel 1¼ in. diameter.
AC	For heavy furniture on uncovered floors. "Diamond Velvet" Socket, "Feltoid" Wheel 1½ in. diameter.
AD	For office chairs, wooden bedsteads and extra heavy furniture on uncovered floors. "Diamond Velvet" Socket for ½ in. bore, "Feltoid" Wheel 1½ in. diameter.
AE	For light furniture on covered floors. "Diamond Velvet" Socket, Brass Wheel 1 1-16 in. diameter.
AF	For medium weight furniture on covered floors. "Diamond Velvet" Socket, Brass Wheel, 1¼ in. diameter.
AG	For heavy furniture on covered floors. "Diamond Velvet" Socket, Brass Wheel 1½ in. diameter.
AH	For office chairs, wooden bedsteads, and extra heavy furniture on covered floors. "Diamond Velvet" Socket for ½ in. bore, Brass Wheel 1½ in. diameter.
AJ	For chests, utility boxes, shirtwaist boxes, etc., on uncovered floors. Roller Bearing, "Feltoid" Wheel 1¼ in. diameter.
AK	For chests, utility boxes, shirtwaist boxes, etc., on covered floors. Roller Bearing, Brass Wheel 1¼ in. diameter.
AL and AR	Type AL for Metallic Bedsteads having ⅞ in. rd. bedposts. Type AR for 1 in. rd. bedposts. Ball Bearing, Brass Wheel 1¼ in. diameter.
AM	For Metallic Bedsteads having 1½ in. square bedposts. Ball Bearing, Brass Wheel 1⅝ in. diameter.
AN	For Metallic Bedsteads having 2 in. rd. bedposts. Ball Bearing, Brass Wheel 1¾ in. diameter.
AP	For Metallic Bedsteads having 2 in. square bedposts. Ball Bearing, Brass Wheel 1¾ in. diameter.

© The Bassick Company, Bridgeport, Conn.

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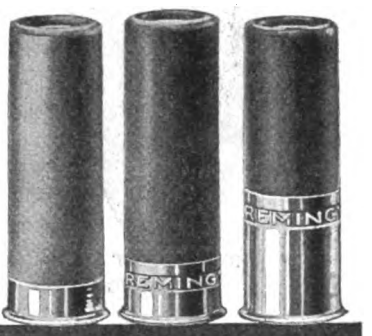
REMINGTON Autoloading and Pump Action Shotguns handle all standard makes of shotgun shells.

Remington New Club, Nitro Club and Arrow WETPROOF shells will give the best shooting results obtainable from any make of shotgun.

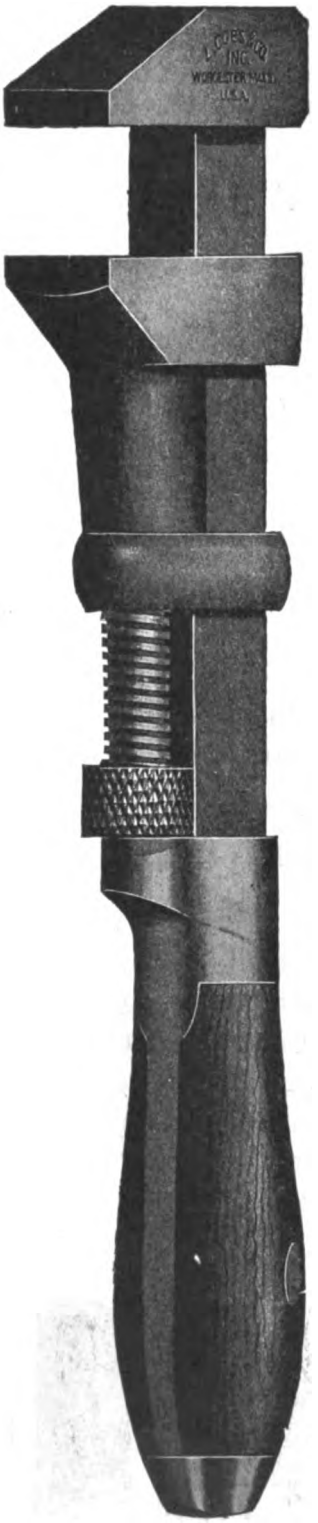
Your customer who shoots Remington shells in a Remington gun can therefore concentrate on holding and aiming correctly, knowing that his equipment will meet every test in wet weather as well as dry, for Remington WETPROOF shells are more than "moisture-proof" or "damp-proof"—they are actually *water-tight*, due to the patented and exclusive WETPROOF Process.

Remington firearms, ammunition and cutlery are sold through the jobbing trade

Remington



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Your Jobber will supply you

TRADE MARK REG. U.S. PAT. OFF. NO. 64696 Coes

Quality All Through

Just as one weak act will spoil an otherwise good show—so will one weak part spoil a screw wrench.

With the above thought firmly in mind we have always built the Coes Knife-Handle wrench on a strictly **quality** basis.

We continue to use the best materials obtainable for each part, so that every dealer can say: "Quality all through" and so that every wrench labeled COES will back up that statement.

If it's steady repeat sales you're after—sell the wrench that insures them.

COES WRENCH CO.

Established 1841 in

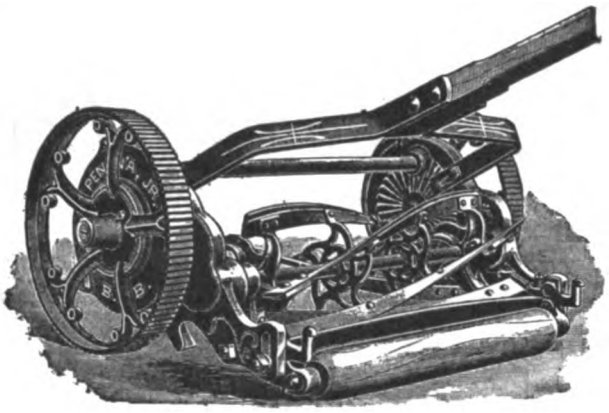
WORCESTER, MASS.

J. C. McCARTY & CO. - - - 29 Murray Street, New York
JOHN H. GRAHAM & CO. - - 113 Chambers Street, New York

Pacific Coast Agents
JOHN H. GRAHAM & CO., 268 Market Street, San Francisco



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You'll be impressed with the selling force of the advertisements of "PENNSYLVANIA" *Quality* Lawn Mowers that will appear in leading popular magazines next season as usual.

This to consumers' advertising will augment the reputation for high quality, perfected construction and satisfactory service earned by "PENNSYLVANIA" *Quality* Lawn Mowers during almost half a century.

PENNSYLVANIA LAWN MOWER WORKS

FOUNDED 1877 PHILADELPHIA

PENNSYLVANIA

Quality

LAWN MOWERS

This trademark is on the handles of:

PENNSYLVANIA STANDARD, high and low wheel.
PENNSYLVANIA JUNIOR, Ball Bearing, high and low wheel.
PENNSYLVANIA GOLF, Ball Bearing, high and low wheel.
PENNSYLVANIA PUTTING GREEN (Roller Type).
PENNSYLVANIA Horse and Pony.

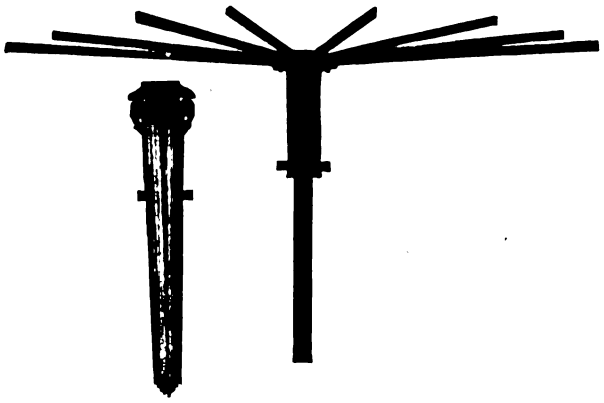
PENNSYLVANIA TRIO CUTS, 84 inches for Horse or Tractor.
PENNSYLVANA LAWN CLEANER and RAKE.

Continental High Wheel
Great American Ball Bearing
Red Cloud Ball Bearing
Orchid Ball Bearing
Belmont Ball Bearing
Delta Ball Bearing
Panama Plain Bearing
Belmont Plain Bearing
Electra Plain Bearing
Pennsylvania B. B. Trimmer
Pennsylvania Undercut B. B. Trimmer

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The Eagley-Morrison Company

North Girard, Penna.



Manufacturers of a

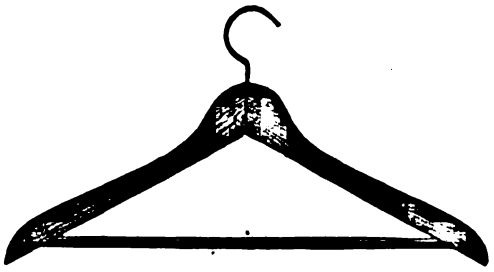
MOST COMPLETE LINE OF

Wall Clothes Driers

And

Wood and Wire Garment Hangers

OF EXCELLENT QUALITY



REPRESENTATIVES

THAYER & BOWER,
845 Monadnock Bldg.,
San Francisco, California

H. M. GREENER SALES CO.,
56 East Randolph St.,
Chicago, Illinois.

R. A. MORRISON,
309 Board of Trade Bldg., Portland, Oregon.

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American Maid Aluminum Ware

The Popular Priced Line

THE secret of many successful house-furnishing sales has been due to the enthusiasm that ***AMERICAN MAID*** Aluminum Ware has created. Ask the buyer who has used ***American Maid*** for his Special Sales.

For over 25 years we have had one main ideal in the manufacture of aluminum cooking utensils—"*To produce and sell at a Moderate Cost a line to meet all demands.*" We attained this in the production of ***AMERICAN MAID*** Ware.

Experienced housewives will welcome the opportunity to secure ***AMERICAN MAID*** at our exceptionally low prices.

Provide NOW for your Special Sales—Write for prices

Illinois Pure Aluminum Co.

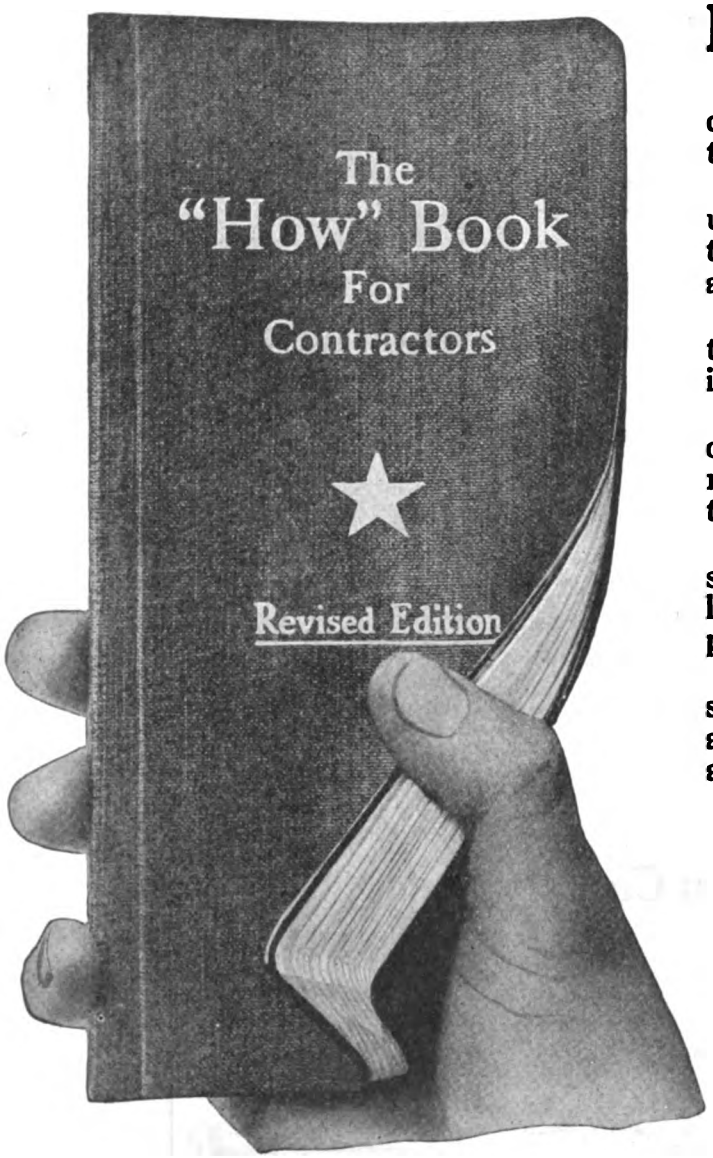
LEMONT, ILLINOIS
U. S. A.



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How is Business?

If You Really Want to Know What's Going to Happen in Your Section, We'll Spend the Money to Find Out For You.



Substantially Bound—136 Pages of Useful Information

Here's the Way—

We are giving away to contractors, through dealers everywhere, the "How" book illustrated on the left of this page.

This is a valuable book of figures and facts useful to contractors in their daily work and they are mighty glad to get the "How" Book and enthusiastic about its contents.

All we ask the contractor to do is furnish the names of prospective builders of barns in his locality.

All we ask you to do is furnish the names of your local contractors, and we'll do the rest. The "How" Book will be shipped through you. We stand all expense.

Now—a lot of dealers have been mighty surprised at the really favorable outlook in their immediate vicinity that this plan disclosed.

Since it costs you nothing but a postage stamp and you are doing your contractor a favor, why not fill in the coupon below and send it to us. We'll do the rest.

Hunt, Helm, Ferris & Co.
Complete Barn Outfitters

Harvard, Illinois — Albany, New York

360 East Morrison Street, Portland, Oregon
285 Minna Street, San Francisco, California
233 East Second St., Los Angeles, California

Designers and Manufacturers of

STAR Equipment

The STAR LINE
"Something to Sell the Year Around"

Stalls, Stanchions and Pens
Litter Carriers
Water Bowls
Feed Trucks
Harvester" Hay Tools
Door Hangers
Garage Equipment
Coaster Wagons
Tank Heaters
and Other Farm Specialties

Write Plainly

HUNT, HELM, FERRIS & CO., Harvard, Ill.
Below are names of Contractors. Send them your "How" Book proposition:

NAME..... .....ADDRESS.....

NAME	ADDRESS	TOWN	STATE

Digitized by Google

"A TOUGH old customer is the goose and I know I've got to hit him *hard* and hit him *frequent* or he's going to get away. That's why I always order my shells direct from the chart of Du Pont Standard Loads because I know the load wouldn't be on the chart unless it was *right*."

STANDARD DU PONT 12 GAUGE LOADS

	DU PONT SMOKELESS Drams	BALLISTITE SMOKELESS Grains	OUNCES Shot	SIZE Shot
Large Ducks	3¼ or 3½	26 or 28	1⅛ or 1¼	4-5 or 6
Small and Medium Ducks	3 3¼	24 26	1⅛ 1⅛ or 1¼	5-6 or 7½ 5-6 or 7½
Grouse, Partridge, Prairie Chicken	3 or 3¼	24 or 26	1⅛	6 or 7½
Pheasants	3	24	1⅛	5-6 or 7½
Geese	3¼ or 3½	26 or 28	1⅛	4-2 or BB
Wild Turkey	3¼ or 3½	26 or 28	1⅛	4 or 2
Squirrel, Rabbits	3	24	1⅛	6-7 or 7½
Doves, Pigeons	3 or 3¼	24 or 26	1⅛	6-7-7½ or 8
Quail	3 3¼	24 26	1 or 1⅛ 1⅛	7½ or 8 7½ or 8
Snipe, Woodcock	2¾ 3	22 24	1 1⅛	8 or 10 8 or 10
Shore Birds	2¾ 3	22 24	1 1⅛	8 or 10 8 or 10
Sora Rail	2¾ 3	22 24	1 1⅛	8 or 10 8 or 10
Trap Loads	3 or 3⅛	24 or 25	1⅛ or 1¼	7½



STANDARD GOOSE LOADS:

Powders: Dupont, 3¼ or 3½ drs. Ballistite, 26 or 28 grs.

Shot: Ounces—1⅛ Size—2, 4 or BB

Give me *that* load for Geese

THE shooter has confidence in Du Pont Standard Loads. He knows that when he picks a goose load from the above chart, he is buying the best combination of powder and shot that the country's expert sportsmen could determine.

And the same holds true with each load in the list. It is exactly right for the type of bird and small game shooting for which it is specified.

Moreover, by condensing the thousands of former loads into this small table of standard loads through eliminating all unnecessary combinations, you can now meet the demand of every shooter with a smaller and less expensive stock. With a stock of Du Pont Standard Loads there are no "dead ones"—just a few fast selling loads for each type of shooting. The result is larger and quicker turnover and increased profits.

If you haven't received a counter display and a steel-bound card (for use by your clerks) both of which feature the list of Du Pont Standard Loads, write us today. They will be sent free of charge.

E. I. du Pont de Nemours & Co., Inc.
Sporting Powder Division
WILMINGTON, DELAWARE

DU PONT
SMOKELESS SHOTGUN POWDERS

Digitized by Google



Baldwin Circulation Proved

The above cut shows a Baldwin Dry Air Refrigerator with a wheel at bottom of storage room. The circulation is strong enough to turn the wheel at a rapid rate. No other make can turn a wheel placed in the bottom of the refrigerator. It proves that every inch of air in the refrigerator is in constant motion.

We furnish dealers with a refrigerator fitted with glass door and wheel as illustrated above. Placed in your show window it has strong advertising value and attracts crowds.

It's positive proof and very convincing. They "See the wheel go 'round." They see the Circulation.

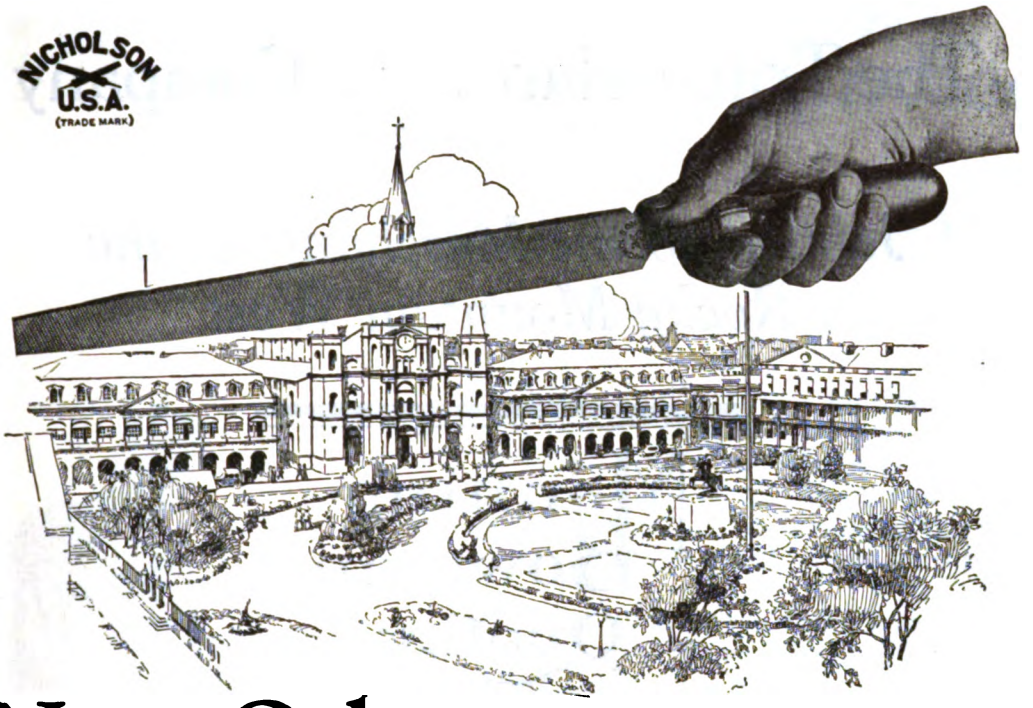
The Baldwin Refrigerator Co.

Burlington, Vermont

C. H. SMITH
Western Representative
817 South St. Andrews Place,
Los Angeles, Calif.

STOCK CARRIED IN SAN FRANCISCO BY HEYMAN-WEIL COMPANY

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New Orleans

Where the trade of the World's most productive river valley is gathered for world-wide export—*the second export city of the United States.*

A city of romance, of stirring history, of mingled peoples, with industrial and commercial activities as varied as the blood of its citizens. Rapidly forging ahead in manufacture, yet chiefly occupied in commerce—lumber, rice, cotton, sugar handled in tremendous volume at its busy docks.

NICHOLSON FILES

are firmly established in the favor of New Orleans mechanics and are distributed through-out the South by New Orleans merchants—generally preferred because of 100% UNIFORMITY—a dozen perfect files in every dozen.

NICHOLSON FILE CO.

PROVIDENCE, R.I., U.S.A.

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The Tritch Hardware Company

DENVER, COLORADO

Jobbers to the Merchants of the Rocky Mountain West

Manning-Bowman Quality

PRODUCTS ADD TO PERFECT UTILITY THAT CHARM OF ARTISTIC DESIGN THAT MAKES SATISFIED CUSTOMERS, AND BUILDS SOLID GOOD WILL FOR THE MERCHANT.

WE HAVE A COMPLETE STOCK OF MANNING-BOWMAN PRODUCTS AND NOW IS THE TIME TO ANTICIPATE YOUR HOLIDAY REQUIREMENTS.

The Tritch Hardware Company

Distributors

DENVER, COLORADO

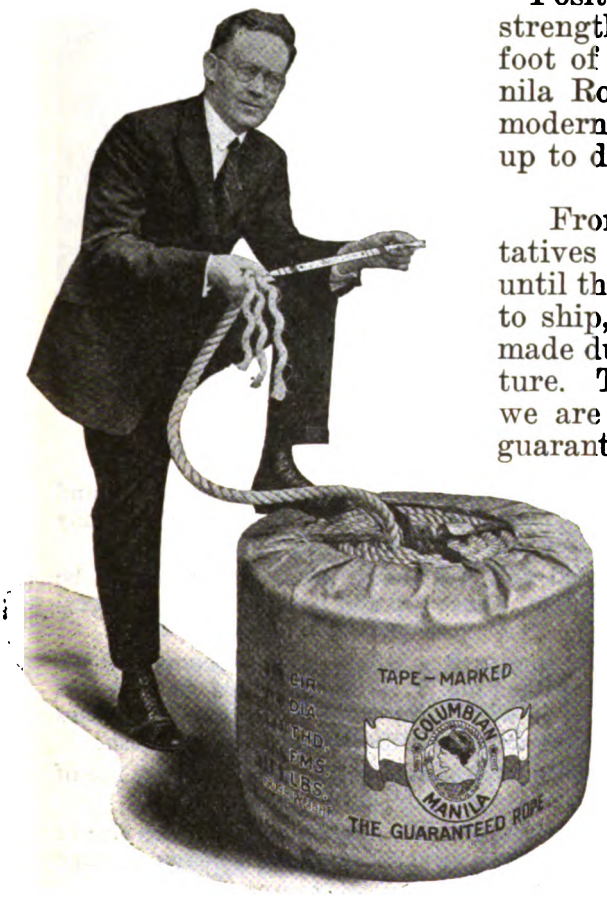
FRANK A. BARE, President
O. E. BARE, Vice President

R. E. GENTRY, Treasurer
H. R. HUFFMAN, Secretary

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COLUMBIAN *Tape-Marked*

This Red, White and Blue *Tape-Marker*



—Positively identifies and guarantees the strength, durability and service of every foot of Columbian ***Tape-Marked*** Pure Manila Rope—a modern product, made with modern machinery and methods in the most up to date Cordage plant in the country.

From the time that Columbian representatives select the fibre in the Philippines until the completed rope is coiled and ready to ship, frequent and rigid inspections are made during the various stages of manufacture. The result is a high grade rope that we are glad to back up with an absolute guarantee.

Buy Columbian Red, White and Blue ***Tape-Marked*** Rope.

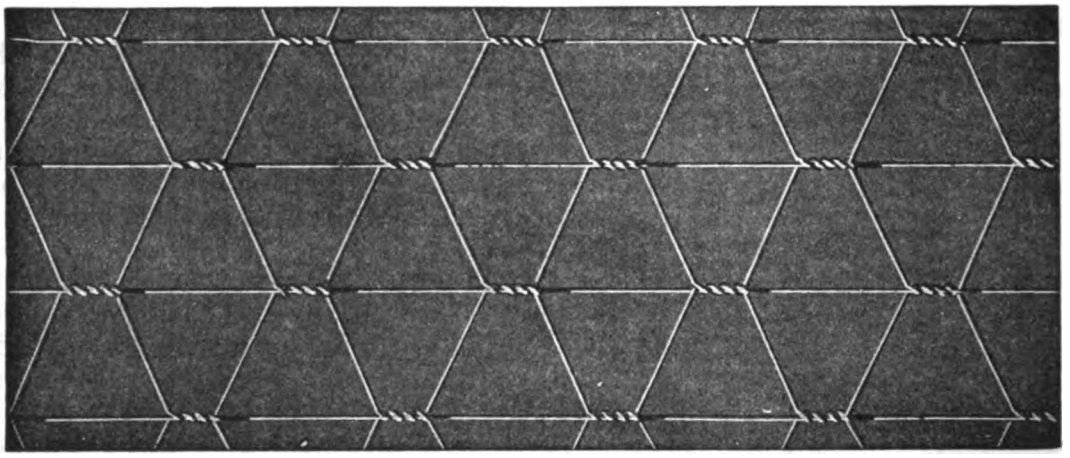
Columbian Rope Company
332-80 Genesee Street
Auburn, *"The Cordage City,"* N. Y.

Branches:	**New York**	**Chicago**
Boston	**Baltimore**	**Houston**

Pure—Manila ROPE

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Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a heavy selvage both top and bottom.

American Steel & Wire Company

UNITED STATES STEEL PRODUCTS COMPANY

SELLING AGENTS

San Francisco Los Angeles Portland Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition

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SARGENT

The Unit or Decimal System of Pricing and Packing Hardware which we have adopted and are now using for our product, appeals to most of our customers, and its adoption has met with their hearty approval; we believe that the advantages of this method of pricing and packing goods will be appreciated by all who market, specify and use the great variety of articles included in the general term hardware.

When this new plan was first presented to the trade the idea met with general favor and we received many letters of approval from leaders in the industry, while resolutions of indorsement were adopted by trade associations. The response to our suggestion that we might adopt the new method was so favorable that we revised our prices, basing the new lists on the unit or decimal system and have since been changing our packages to conform. This has entailed a vast amount of work, but it is being done because of the great advantages of the new system.

Advantages of the Decimal System

It saves time, reduces labor and lessens the liability of error in sales and accounting work by simplifying the mathematical operations necessary to arrive at a price.

Changes in Packages

Articles that were formerly put up in boxes of dozens and grosses or fractions thereof are now packed in boxes containing 5, 10, 25, 50 or the most suitable quantities of which 100 is a common multiple, careful attention being given to the nature of the goods and the requirements of the trade.

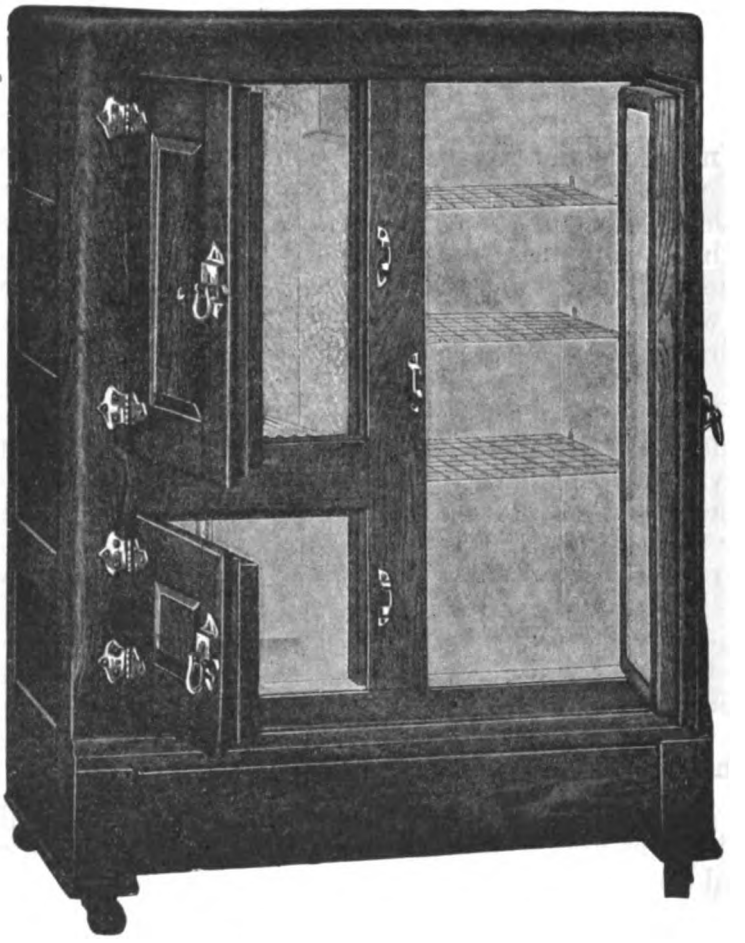
This change in trade methods is a great advance that will be more and more appreciated as it is used and its use is extended.

Sargent & Company

New Haven, Conn.

New York Chicago

Digitized by Google



The Monarch Refrigerator Works

Burlington, Vermont

There is still some Refrigerator business for you, if you have Monarch Refrigerators on your floor. These Jobbers can supply your wants quickly.

Union Hardware & Metal Co.
Los Angeles, California

Sloss & Brittain
San Francisco, California

Digitized by Google

Regular Can for Regular Price at Regular Discount



DOUBLE *your* PROFIT —push Many-Use Oil

You are in business to make money—the most in the long run. We all are. Let us explain how you can make exactly the same profit on Many-Use as on the oil you are selling now, **AND** a big enough premium on every gross you sell to DOUBLE THE PROFIT.

Handy size bottle Absolutely FREE to you Here's your Velvet!



THESE DISTRIBUTORS PUSH MANY-USE

Is Your Name on the List?

Arizona Hdwe. & Supply Co.
Appeal Mfg. & Jobbing Co.
American Grocery Co.
Billings Hdwe. Co.
Ballou & Wright
Browning Bros.
Baker, Hamilton & Pacific Co.
Blake, Moffit & Towne
Caden-Strodthoff Co.
Coffin-Redington Co.
R. L. Craig & Co.
Cline-Cline Co.
James A. Dick Co.
Dunham, Carrigan & Hayden Co.
Fred Feldman Co.
Fleischner-Mayner Co.
M. L. Foss
Gross-Kelly Co.
John W. Graham & Co.
Hickman-Tye Hdwe. Co., Ltd.
Wm. H. Hoegee, Inc.
Hoffman Hdwe. Co.
Holbrook, Merrill & Stetson
Heyman-Weil Co.
Geo. Hamburger Tool & Sup. Co.
Jensen-King-Byrd Co.
W. H. Kistler Stationery Co.
Kimball-Upson Co.
John J. Little
Lowman & Hanford Co.
Morey Mercantile Co.
Missoula Merc. Co.
Marshall-Wells Co.
Motor Mercantile Co.
Morse Hdwe. Co.
Momsen-Dunnegan-Ryan Co.
Motor Hdwe. & Equipment Co.
Millard & Co.
Martin, Finlayson & Mather, Ltd.
McLennan, McFeely & Co.
Henry Mohr Hdwe. Co.
New York Hdwe. Trading Co.
Proudfit Sporting Goods Co.
Piper & Taft, Inc.
Peden Bros.
Pettee Cycle Co.
Ridenour-Baker Merc. Co.
Spokane Hdwe. Co.
Spokane Paper & Stationery Co.
Salt Lake Hdwe. Co.
M. Seller & Co.
Scott Hdwe. Co.
Strevell-Paterson Hdwe. Co.
Schwabacher Hdwe. Co.
Seattle Hdwe. Co.
S. F. Sea
Sloss & Brittain
Thomson-Diggs Co.
Tritch Hdwe. Co.
Tisdalls, Ltd.
Union Hdwe. & Metal Co.
United Wholesale Grocery Co.
Western Arms & Sp't'g Goods Co.
Wheeler & Perry
Wood, Vallance & Leggat, Ltd.
Western Metal Supply Co.
Zan Bros.
Zion's Co-op. Merc. Inst.

Write us for our resale proposition in full detail. Or ask your Jobber

THE MANY-USE OIL CO.

John H. Graham & Co., Sole Agents

268 MARKET STREET - - - - - - - - - SAN FRANCISCO

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There is an added convenience as well as dignity in a vanishing French door. Such a door lends beauty to any home

Richards-Wilcox

House Door Hangers

Should be a part of every progressive hardware dealer's stock. Our advertising is influencing architects, builders and home builders everywhere to specify R-W door hanger hardware.

The old time prejudice against sliding doors, created by their oftimes noisy, difficult operation, has been eliminated by the easy, noiseless action of R-W hangers.

Write today for our New Catalog H C 4

Richards-Wilcox Mfg. Co.
"A Hanger for any door that slides."
AURORA ILLINOIS U.S.A.

The BUTTERFIELD & CO. *Division*

UNION TWIST DRILL CO.

MANUFACTURE

GOOD TAPS, DIES REAMERS BETTER

AND

SCREW PLATES

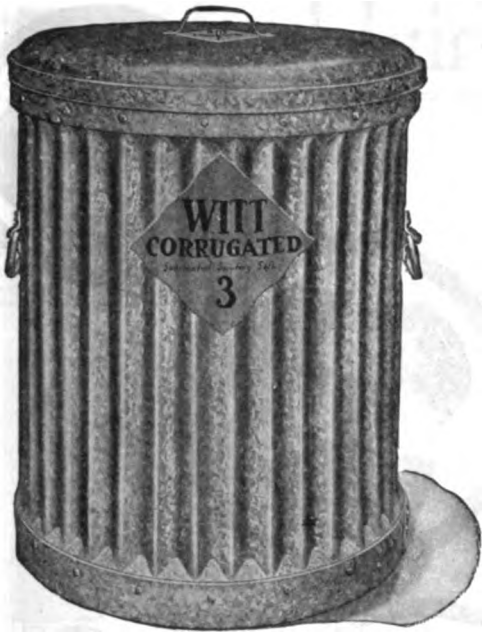
AT

DERBY LINE, VERMONT

Chicago Store
11 South Clinton St.

Pacific Coast Representative
John F. Kegley, Lankershim, Cal.

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Evidence

When the ultimate users and dealers in widespread sections of the country express a preference for Witt Corrugated Ash Cans and Garbage Pails it is evidence of superiority.

On the strength of this evidence are you not justified in stocking Witt Corrugated Ash Cans and Garbage Pails?

The Witt Yellow Label product is made of heavy sheet steel, corrugated for extra rigidity and strength, protected by heavy iron bands and finished by the hot dip Galvanizing process, which effectively closes all seams, eliminating the inferior solder.

Your Jobber can supply you.

FOR SALE ON THE PACIFIC COAST BY

Baker, Hamilton & Pacific Co.	San Francisco
Dohrmann Commercial Co.	San Francisco
Dunham, Carrigan & Hayden Co.	San Francisco
Heyman-Weil Co.	San Francisco
Holbrook, Merrill & Stetson, Inc.	San Francisco
Mangrum & Otter, Inc.	San Francisco
Seller Bros. & Co.	San Francisco
Whiton Hardware Co.	Seattle, Wash.
J. Bornstein & Sons, Inc.	Seattle, Wash.
Schwabacher Hardware Company	Seattle, Wash.
Seattle Hardware Company	Seattle, Wash.
Thomson-Diggs Co.	Sacramento
M. Seller & Co.	Portland, Seattle, Spokane
Honeyman Hardware Co.	Portland

MANUFACTURED BY

THE WITT CORNICE CO.

CINCINNATI, OHIO

Pacific Coast Representatives

GRIFFITH SALES CO.

693 Mission St., San Francisco

Also makers of the lighter weight Brighton line of Cans and Pails. Write for quotations.



Give "Dad" A Savage For Christmas

There's nothing a man or boy appreciates more than a fine firearm. Something that will take him out into the open places where he can match his wits with the season's game,

—Or test his skill at the traps,

—Or make him confident of the protection of his home or office.

Savage High Quality in Target, Repeating and High Power Rifles, Shot Guns and Automatic Pistols is proverbial. They make a most appreciated and long lasting Christmas gift for the man, young or old.

See the Savage dealer nearest you and talk it over with him.

Insist on Savage ammunition with Savage arms

SAVAGE ARMS CORPORATION
UTICA, N. Y.
EXECUTIVE AND EXPORT OFFICES 50 CHURCH ST., NEW YORK

Owners and Operators of
J. Stevens Arms Co., Chicopee Falls, Mass.

SAVAGE

Christmas Gift Business

All the force of the Savage consumer advertising for December 1921, is being devoted to the Christmas Gift Idea.

The above is a reproduction of the December Savage Sporting Magazine copy that will cooperate in closing Christmas sales.

Savage Rifles, Shot Guns and Pistols have always been a popular Christmas Gift for men and boys, and the Savage policy of taking advantage of the gift season in devoting all its advertising space to the Gift Idea is a cooperation that every live dealer will take advantage of. A window display of the various Savage models surrounding a reproduction of the above advertisement will go a long way in bringing seasonable business.

SAVAGE ARMS CORPORATION
UTICA, N. Y.

Executive and Export Offices:
50 Church St., New York

Owners and Operators of
J. Stevens Arms Company, Chicopee Falls, Mass.

SAVAGE

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Stop! Look! Think!



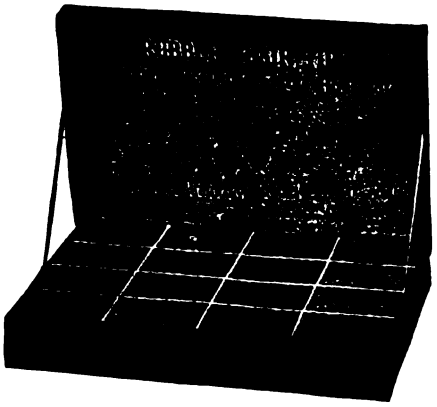
OF THE GREAT PROFIT
IN OUR SPECIAL ASSORTMENT OF

"Elastic" Chair Tips

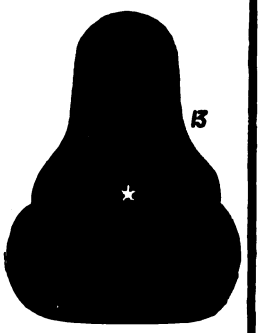
consisting of the most salable and profitable sizes, viz:

8 Gross Rubber Head Nails.
4 100/144 Gross Bumpers.
17 Doz. Slotted Screw Tips.
4 Doz. Wood Peg Tips.
3 Doz. Patent Rocking Chair Tips.
4 Doz. Stetson's Combination Cushion Chair Tips.











"Elastic" Chair Tips

Prevent injury to floor and carpet, stop the noise, nuisance in the home, the schoolroom, the restaurant, the public hall—wherever wooden chairs are moved about on wooden floors, concrete or tiling.

Their almost universal usefulness and necessity make them most profitable sellers—if pushed.

"Elastic" Chair Tips.
Order the "Elastic" Assortment now—display it—then watch the "Elastic" sell!



ELASTIC TIP CO.

370 Atlantic Ave., Boston, Mass.

ELASTIC TIP CO., BOSTON, MASS.
Kindly send us full particulars and prices of "Elastic Assortment."
Name.....
Address.....
Hardware World.

Digitized by Google

Every farmer in line for 12 dozen

With the first rains the ground softens and the gophers begin to **dig out.** That's when all the ranchers and farmers and home gardeners among your customers will want to **dig in,** sufficiently armed.

If you haven't tried the CHUBBUCK DOUBLE CATCH TRAP yourself, order a dozen. If you know, prepare in time.

Hardware World

Mr. E. J. Chubbuck,
Chubbuck Double Catch Trap.

Dear Sir: I am glad to tell you of the splendid results I have had with your gopher traps.

They appear to catch them every time without fail, and a merchant cannot go wrong in recommending them to his customers.

Sincerely,
T. M. SHEARMAN.

Every User Says So:

This letter is only typical of hundreds we have received from users, after they have tried other traps in vain.

Mr. Shearman, Editor of "Hardware World," very naturally fortified himself against gophers on his lawn when we announced CHUBBUCK DOUBLE CATCH TRAPS last season.

You will say the same after a trial. So will your customers.

CHUBBUCK DOUBLE CATCH GOPHER TRAP

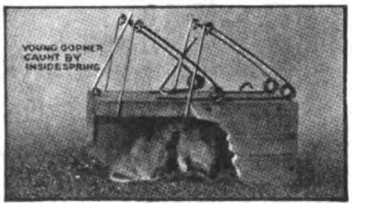


Be Ready When the Season Opens

—

Retails for

75 cents



Price to the Trade: $6.00 per Dozen, Delivered

Address Nearest Office

E. J. CHUBBUCK CO.

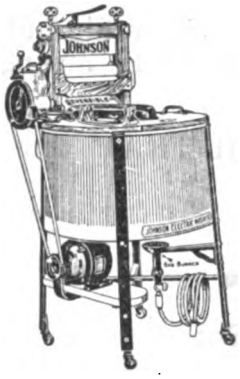
1220 Boatmen's Bank Bldg., St. Louis, Missouri

Manufacturers

731 Market Street, San Francisco, Cal.

Digitized by Google

Johnson Electric Washer



The only washing machine selling at this time—WHY? Because the housewife wants a washer LOW IN PRICE—EFFICIENT and ECONOMICAL. $110 at factory.

SIMPLE and EASY TO OPERATE—COMPACT and ECONOMICAL—fits into a space 27 inches SQUARE. The JOHNSON popularity is created by satisfied owners—ASK THEM.

BOILS the water—
STERILIZES the clothes—
REDUCES TIME and LABOR—

As an INVESTMENT the JOHNSON LEADS

Sold only through leading stores carrying household appliances.

Dealers wanted everywhere. State rights open (Wash., Ore. and Cal. excepted). Write for particulars.

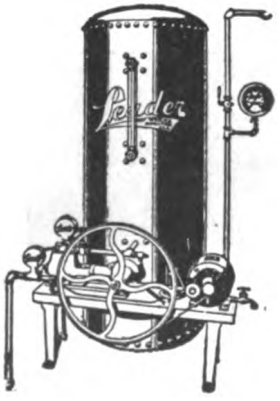
Johnson Electric Washer Co.

40th and Adeline Streets, Oakland — Factory and General Office

---

TRADE Leader MARK

WATER SYSTEMS



FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS

PACIFIC PUMP & SUPPLY CO.
853 Folsom Street
San Francisco, California
Sole Distributors

H. Roth & Sons Company

SPECIALTY HARDWARE JOBBERS

942-44-46 Mission Street
San Francisco
California

We carry factory brands only under factory labels and numbers

WHOLESALE ONLY

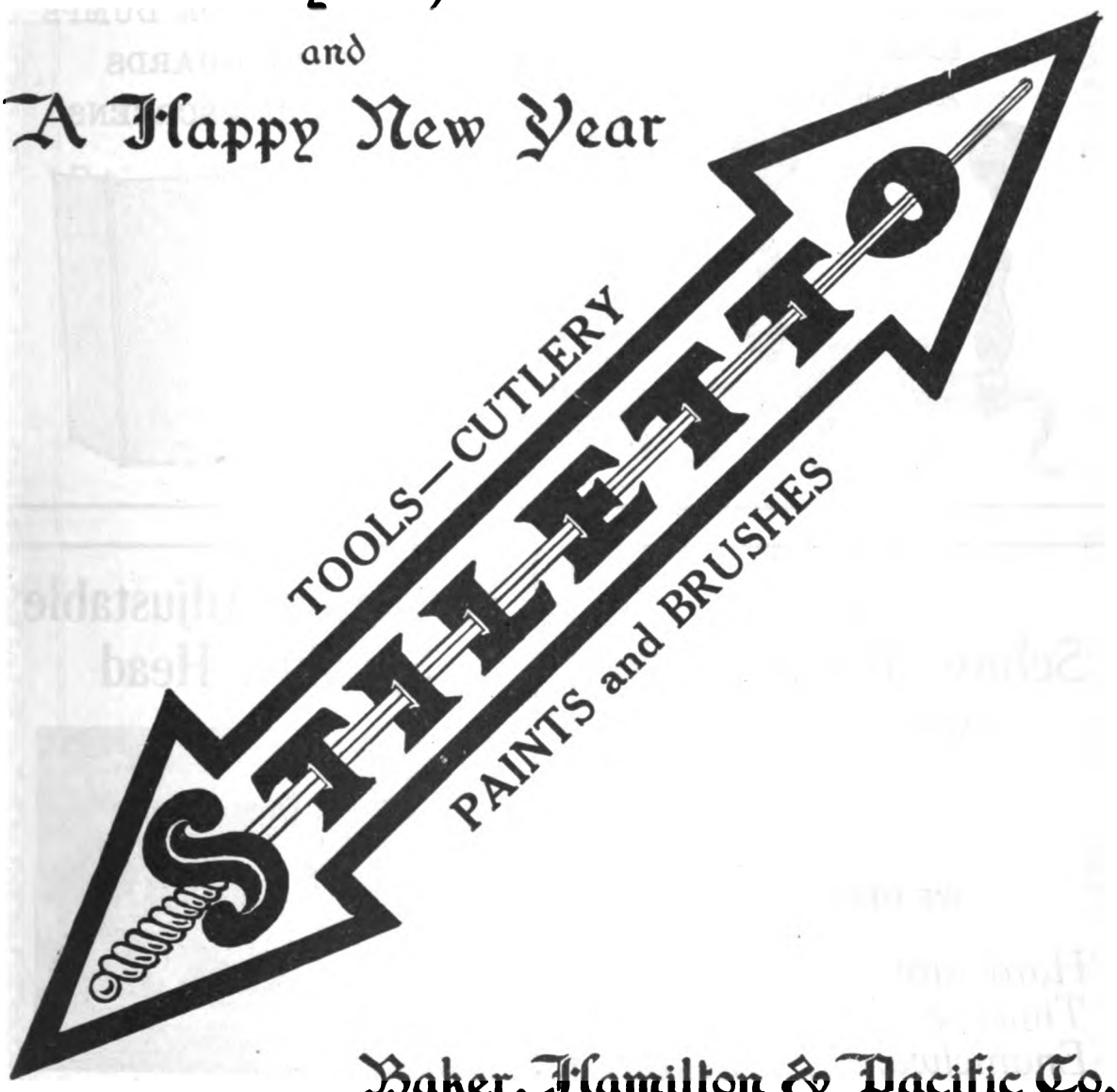
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A Merry Christmas

and

A Happy New Year



Baker, Hamilton & Pacific Co.

San Francisco, California



Digitized by Google

MANGRUM & OTTER, Inc.

827-831 Mission Street, San Francisco, Cal.

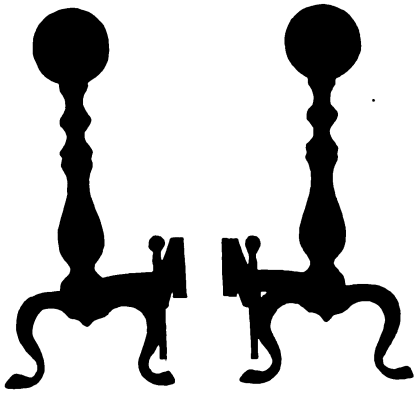
TILE, MANTELS AND FIREPLACE ACCESSORIES

THE PEERLESS DOME DAMPERS

ASH PIT DOORS

FIRE SETS

ANDIRONS



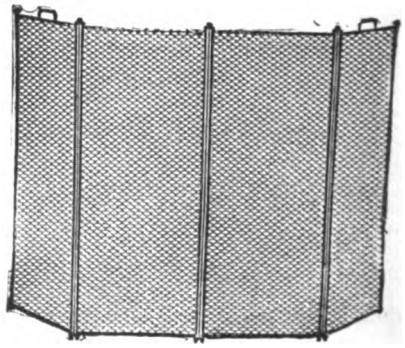


PORTABLE BASKET GRATES

ASH TRAPS OR DUMPS

SPARK GUARDS

FOLDING SCREENS



The
Schaw-Batcher Co.

SACRAMENTO, CAL.

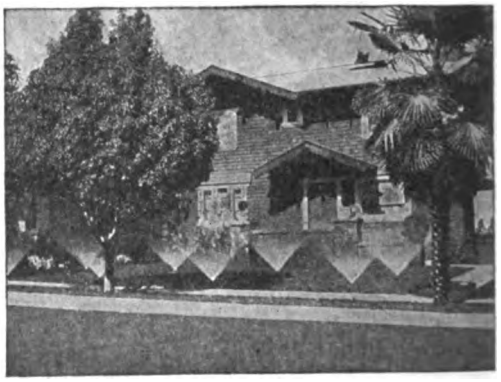
WE OFFER YOU

Hardware
Tinware
Enamelware
Ammunition
Builders' Hardware

OF DEPENDABLE QUALITY

PROMPT AND EFFICIENT SERVICE

Thompson Adjustable Sprinkler Head



Sold Through the Jobbing Trade

Thompson Manufacturing Company

East Eighth and Santa Fe Ave.

LOS ANGELES

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Practical Xmas Gifts

TOOL CABINETS
TOOL KITS
ELECTRICAL APPLIANCES
ELECTRIC COFFEE PERCOLATORS
ELECTRIC COFFEE URNS
TOASTERS AND GRILLS
FLASHLIGHTS
ALUMINUM WARE
ANDIRONS
ELECTRIC PORTABLE LAMPS
SILVERWARE
SHEARS AND SCISSORS
SPORTING GOODS
XMAS TREE OUTFITS
CASSEROLES
FIRE SETS
CUTLERY
SAFETY RAZORS
WHEEL GOODS

Our Stocks are Complete
See Our Holiday Circular

Dunham, Carrigan & Hayden Co.

San Francisco, California

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PURE MANILA ROPE

"Seaport" Brand



TRADE MARK

"Seaport" is a Pure Manila Rope with Government Standard Strength Requirements for Manila Rope. It is proper rope for Hardware Store trade, where a manila rope is desired.

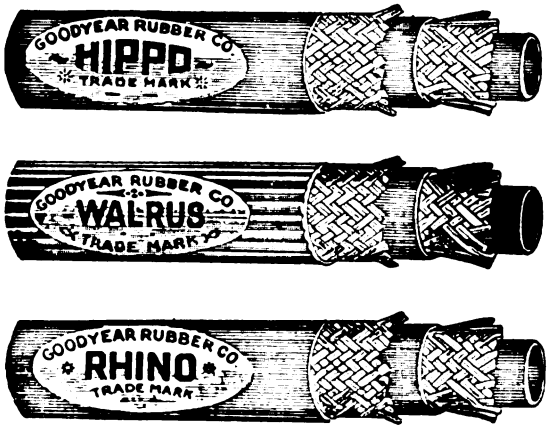
Ask your Jobber for this Rope.

THE PORTLAND CORDAGE COMPANY

Portland, Oregon ... Seattle, Washington

GARDEN HOSE

THE BRANDS OF GARDEN HOSE WHICH INSURE QUALITY



INSIST UPON THESE BRANDS AND YOU GET THE BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.

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SAN FRANCISCO, CAL.

Nos. 61, 63, 65, 67 Fourth St., & Pine St.
PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

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Push VERIBEST Lines For VERIBEST Results

Hardware of Guaranteed Merit, from a House Famous for Its Service.

Tools
General Hardware
Automobile Accessories
House Furnishings
Sporting Goods
Cutlery
Phonographs
Phonograph Records

Wholesalers—Jobbers

Strevell-Paterson Hardware Co.
SALT LAKE CITY

Honeyman Hardware Company

Park and Glisan Streets
Portland, Oregon

Adjacent to Passenger Depots
Freight Warehouses and Express Offices

PROMPT SERVICE ASSURED

Place Your Xmas Orders Now!

SUGGESTIONS

POCKET KNIVES
HAND AND
SAFETY RAZORS
RAZOR STROPS
SCISSORS
AND SHEARS
1847 PLATED WARE
FOOT AND
BASKET BALLS
SWEATERS
AND JERSEYS
FLASHLIGHTS
ROLLER SKATES
GAME CARVERS
FINE TOOLS
TOOL CHESTS
TOOL CABINETS
PERCOLATORS
TOASTERS
ELECTRIC IRONS
BOYS' WAGONS
VELOCIPEDES
ANDIRONS
FIRE SETS
FIRE SCREENS
GOLF SUPPLIES
TENNIS SUPPLIES

A. M. HOLTER Hardware Company

Helena, Montana

Established 1867

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

HOLTER Hardware Company

SPOKANE, WASH.

WHOLESALE ONLY

Auto Accessories

Plymouth Rope
Automatic Washers
Sargent Hardware
Acme Paints
Rawlings Sporting Goods
Ideal Furnaces
Ideal Heaters
South Bend Malleable Ranges
Mill, Mining and Logging Supplies

Prompt, Courteous Service

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Service—Equal to the best

Merchandise—of dependable quality

These two outstanding features are responsible for our exceptional development.

We solicit your patronage.

"Everything in Hardware"

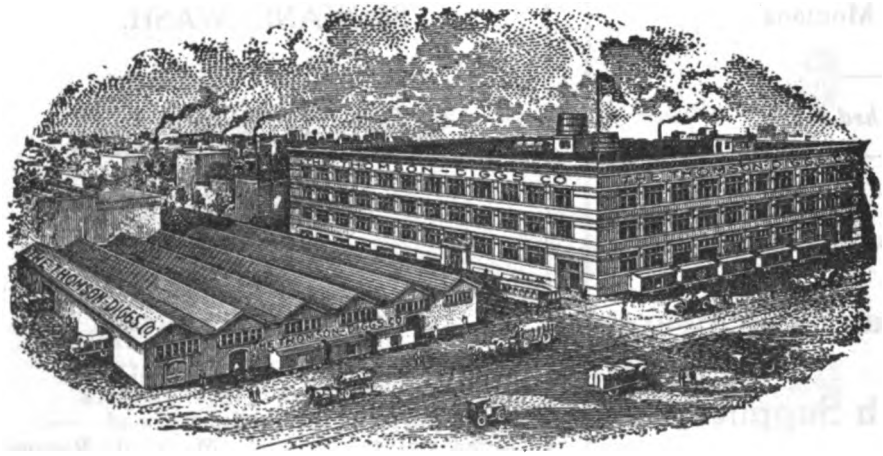
Salt Lake City
Utah

The Salt Lake Hardware Co.

Pocatello
Idaho

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

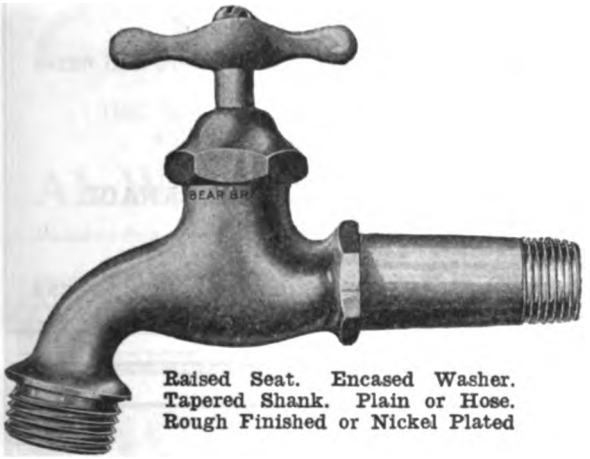
The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

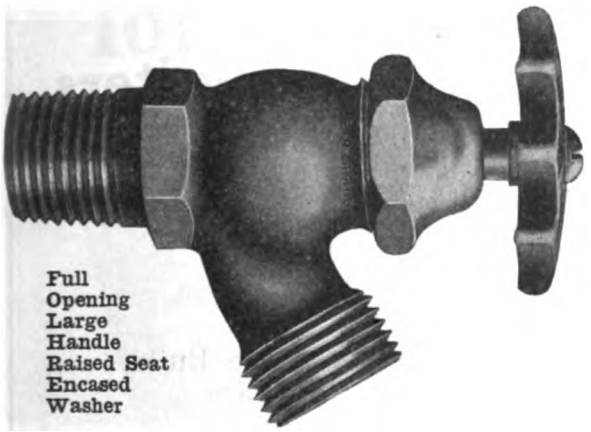
THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

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BRASS GOODS
OF
QUALITY
Made on the Pacific Coast
For the Plumbing and Hardware Trade



Raised Seat. Encased Washer.
Tapered Shank. Plain or Hose.
Rough Finished or Nickel Plated



Full
Opening
Large
Handle
Raised Seat
Encased
Washer

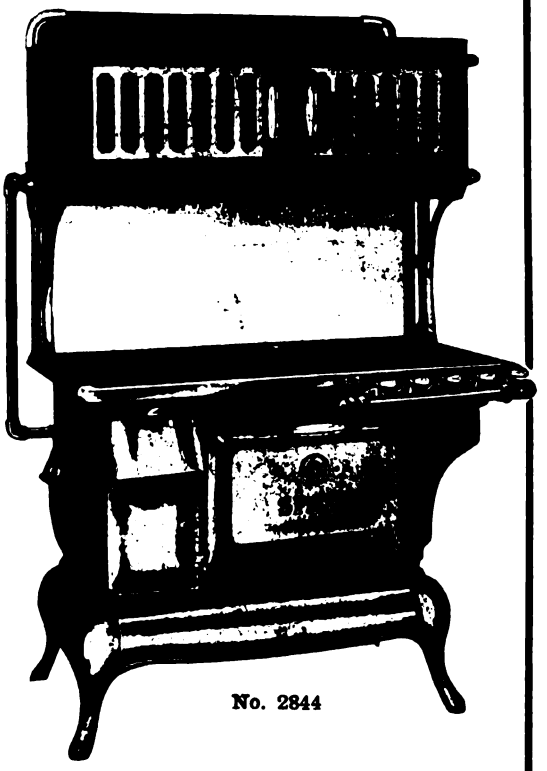
Standard Brass Casting Co.

Main Office and Factory
Oakland, Calif.

Sales Office
823 Monadnock Bldg., San Francisco

M. W. WUESTHOFF
Sales Mgr.

A New SPARK



No. 2844

The Range of the Future

Burns Coal, Wood or Gas together or separately

A Rapid Seller

Because:

—it is the most compact Combination Range ever built—just the width of 2 kitchen chairs.

—it has four covers for coal and four gas burners—full capacity for pots and pans.

—it has two full-sized baking ovens—one gas, one coal—and an odorless broiling or boiling oven.

—it is the handsomest Range on the market.

—it is guaranteed for five years.

—it sells on sight and pays you a good profit.

Write for prices and terms

Hammer-Bray Co.
OAKLAND CALIFORNIA, U.S.A.

Makers of the famous Spark Stoves and Ranges

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LET YOUR FALL ORDERS
FALL OUR WAY

YAKIMA
Hardware Company
YAKIMA, WASH.

Wholesale

JOBBERS OF STANDARD LINES OF
HARDWARE AND AUTOMOTIVE
EQUIPMENT

Orders Filled
Same Day
as Received



Prompt
Courteous
Service

A Word About

Stove Repairs

Established over 20 years in this section has enabled us to carry a stock of STOVE REPAIRS unequaled in this great Northwest.

We have gone beyond this—

Our ever increasing demand for STOVE REPAIRS has made it necessary for us to build and operate an adequate manufacturing plant, resulting in SUPERIOR CASTINGS, INCREASED EFFICIENCY and BETTER SERVICE.

We solicit orders thru Dealers and cater to the Jobbing Trade.

SPOKANE STOVE & FURNACE REPAIR WORKS
Incorporated
MAX RUBENS M. M. RUBENS J. I. RUBENS
SPOKANE, WASHINGTON

WASHINGTON
Hardware and Implement Underwriters
OF
SPOKANE, WASHINGTON

IS CONDUCTED BY HARDWARE AND IMPLEMENT
DEALERS FOR THEIR SOLE BENEFIT
AND PROTECTION

INSURES Stocks of Merchandise, Store and Warehouse Buildings, Dwellings and Household Goods for Hardware and Implement Dealers.

SAVINGS FOR 1921

60% OF PREMIUMS

This is for you if a member of your State Hardware or Implement Association.

An inquiry addressed to

E. E. LUCAS, Secretary

will bring full **particulars by return mail.**

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FOR OVER FIFTY YEARS THE NAME **E. A. BERG** HAS STOOD FOR



Highest Quality on Tools and Razors

We are the Western States Representatives for this HIGH GRADE LINE. We can now make prompt shipment of Pliers, Plane Irons, Chisels and Razors.

We are also sole American Representatives for the famous (KRON SAGER) SWEDISH HACK SAW BLADES, the HIGHEST QUALITY BLADES MADE, AT PRICES NO HIGHER THAN ORDINARY BLADES.

Write for Prices

BENSON IMPORTING CO., 620 South Hill Street, Los Angeles, California



THE ONLY GENUINE

AL WILSON

SPINNERS
BASS SPOONS
CONNECTING LINKS
With the Safety Catch

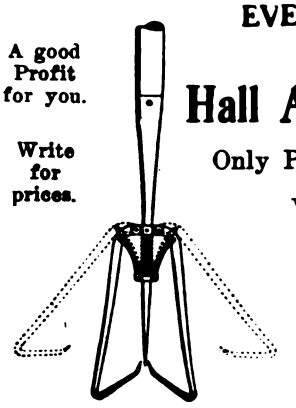
Famous from Pacific to Atlantic for workmanship and material.

Order through your jobber Write us for catalog

AL WILSON CO., Williams Building, San Francisco

A good Profit for you.

Write for prices.



EVERY FISHERMAN NEEDS

Hall Automatic Gaff

Only Practical Gaff Made.

Weight, 20 oz.; Length 17 in.

Hall Automatic Fish Spear and Gaff Co.

IONE, WASH.

Your Name Here For 1922



Increase your profits this year by reducing your Fire Insurance tax.

Protection - 100%

Saving - - 50%

Insure today with

CHAS. A. McKENZIE

Manager

Pacific Coast Department

Insurance Exchange Building

San Francisco

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THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

BITS
AUGERS

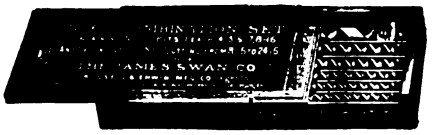


CHISELS
DRAW KNIVES





NAIL SETS
GIMLETS



GOUGES
SCREW DRIVERS

New York Office: 28 Warren Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento California

PHOENIX HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

Phoenix Shoes are Kept in Stock by the Following Houses

Albuquerque, New Mexico.....J. Korber & Co.
Boise, Idaho.....Northrop Hardware Co.
Butte, Montana.....Montana Hardware Co.
Denver, Colorado....Moore Hardware & Iron Co.
El Paso, Texas.....Momsen-Dunnegan-Ryan Co.
Fresno, California.....Inland Iron Co.
Hamilton, Montana....The Valley Mercantile Co.
Los Angeles, Calif.—
W. T. McFie Supply Company
Percival Iron Company
Waterhouse & Lester Company
Ogden, Utah.....Geo. A. Lowe Company
Phoenix, Arizona—
Palace Hardware & Arms Co.
Arizona Hardware & Supply Co.
Portland, Oregon—
Northwestern Hardware & Steel Co.
J. E. Haseltine Company
Pocatello, Idaho..Salt Lake Hardware Company
San Francisco, Calif.—
Holt Bros.
Scovel Iron Store Company
Spotswood-Helfer Company
Tayler & Spotswood Company
Waterhouse & Lester Company
Salt Lake City, Utah....Salt Lake Hardware Co.
Seattle, Washington.....Gray Brothers
Stockton, Calif.....Hickenbotham Brothers
Tacoma, Washington.....West Coast Steel Co.
Tucson, Ariz.....Albert Steinfeld & Co.

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES JOILET, ILL., POUGHKEEPSIE, NEW YORK

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"THE RECOGNIZED LEADER"



ELECTRO-ZINCKED **AFTER** WEAVING

GALVANOID has won the pre-eminent favor of the trade because it is the most **dependable** zincked screen cloth made. You can confidently recommend GALVANOID to your best trade.

That quality in screen cloth is being recognized more than ever is further shown by our greatly increased sales of AMERICAN BRONZE. Are you overlooking opportunities for Bronze sales?

ORDER THROUGH YOUR JOBBER

We also manufacture "AMERICAN BRAND" Monel, Copper—Painted and Galvanized and special grades to order.

AMERICAN WIRE FABRICS CO.

208 So. La Salle Street, Chicago, Illinois

FACTORIES: Chicago, Illinois. Mt. Wolf, Pa.

Representatives:
EWING-LEWIS CO., San Francisco and Los Angeles, Cal. D. L. HERMAN, Seattle, Wash.

"YANKEE" VISES

With Detachable Swivel Base

FOUR SIZES

	1991	1992	1993	1994
Jaws open, inches.	1½	1 15-16	3⅛	4
Height, inches ...	3⅛	4⅛	5¾	7⅝
Length, inches ...	4⅝	6	8⅜	12¼
Net weight, lbs....	3	6	14	41



Your Jobber Can Supply You

The vise is accurately machined on the bottom, sides and end, for use in holding work in several positions on drill press, shaper, etc., allowing it to pass through several operations before necessary to change it in the vise. An entirely distinct feature in vises and one that is quickly appreciated by Tool Makers, Pattern Makers and Machinists.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA., U. S. A.

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Dealers Display Assortment

No. DB 5

Size 25" by 25"

This display board is made of quartered oak, hand rubbed and is in the natural oak finish.

On it is mounted a Decalcomania Transfer, showing the wrenches in actual size and natural color.

Hooks on the board permit a complete assortment to be carried and sold direct from the board.

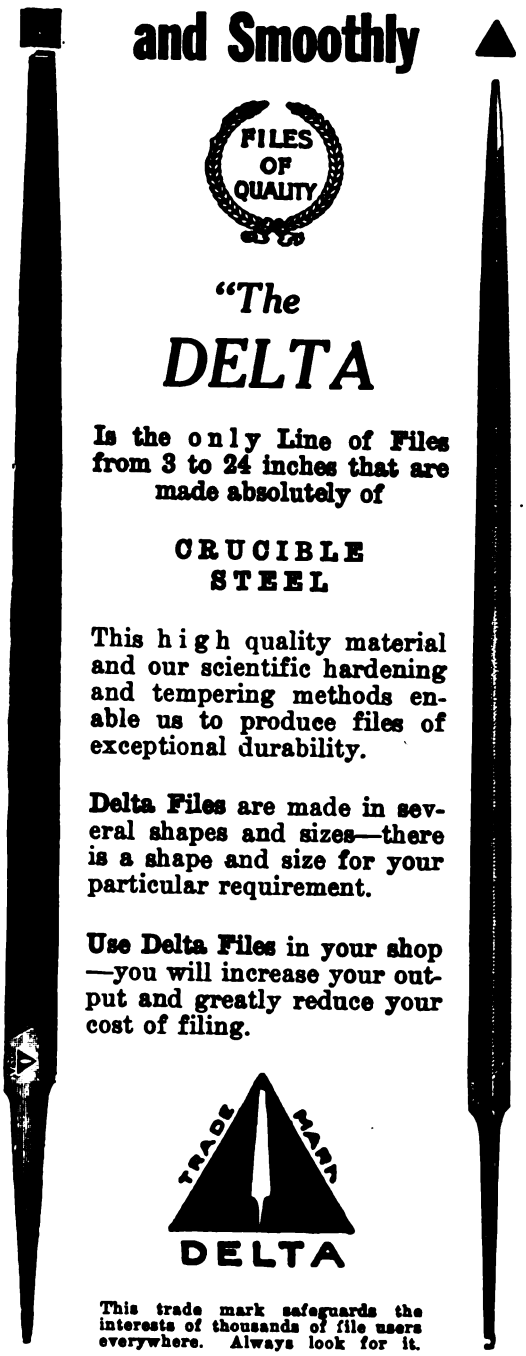
It is furnished with the assortment listed below at the price of the tools only, at the regular list and discount.

6 only,	4-inch wrenches, list	$3.90
12 only,	6-inch wrenches, list	7.80
12 only,	8-inch wrenches, list	9.60
6 only,	10-inch wrenches, list	6.00
3 only,	12-inch wrenches, list	4.50
1 only,	15-inch wrench, list	2.25
1 only,	18-inch wrench, list	3.25
6 only,	6-8-inch wrenches, list	7.50
3 only,	8-10-inch wrenches, list	4.50

Order from your jobber.

CRESCENT TOOL CO.
JAMESTOWN, N. Y.

Remove Stock Rapidly and Smoothly



FILES OF QUALITY

"The

DELTA

Is the only Line of Files from 3 to 24 inches that are made absolutely of

CRUCIBLE STEEL

This high quality material and our scientific hardening and tempering methods enable us to produce files of exceptional durability.

Delta Files are made in several shapes and sizes—there is a shape and size for your particular requirement.

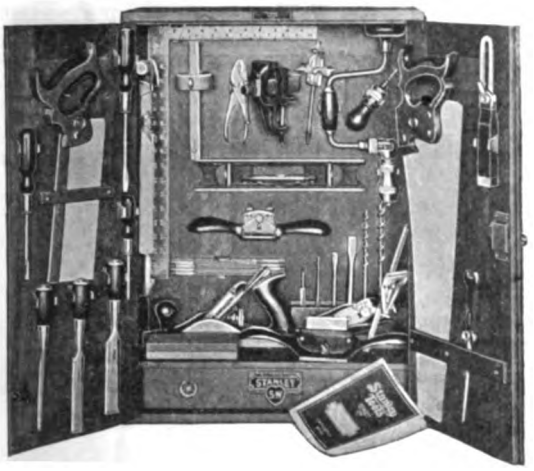
Use Delta Files in your shop—you will increase your output and greatly reduce your cost of filing.

TRADE MARK
DELTA

This trade mark safeguards the interests of thousands of file users everywhere. Always look for it.

DELTA FILE WORKS
PHILADELPHIA, PA.

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STANLEY TOOLS

IN

CABINETS — BOXES SETS

OF highest importance to every Dealer is the news that Stanley Tools are now sold in Cabinets, Boxes and Sets.

These range in list prices from $7.50 to $95.00, and contain from six to fifty Stanley Tools.

Every **farm, shop, office** and **household** needs one of these Stanley Assortments. National Advertising is all lined up to interest millions of consumers in this Stanley line—to bring them to **your** store for a Stanley Cabinet, Box or Set. Cooperate in this energetic campaign—the biggest step forward in tool selling for many years.

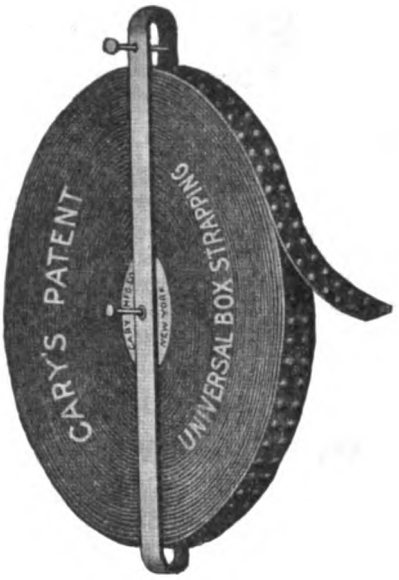
Place your initial order at once — for the Christmas profits. Write us for folder J12, illustrating the entire line. Dealer Helps now ready

STANLEY S.W.

THE STANLEY RULE & LEVEL PLANT.
THE STANLEY WORKS
NEW BRITAIN, CONN. U.S.A.

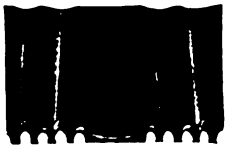
Branch Offices New York Chicago San Francisco Los Angeles Seattle Atlanta

"UNIVERSAL" Box Strapping



"Known the World Over"

Cary's "Divergent" Saw Edge Joint Fasteners



Our new Saw Edge DIVERGENT Fastener with the flat web, is far superior to any fastener manufactured. It has a CONTINUOUS CUTTING EDGE as found on our other fasteners; the flat web is an added feature, which enables the user to center the fastener without loss of time or other annoyances experienced with other fasteners. All of our fasteners are being packed in tin containers of uniform height, which shows up well on stock shelves.

CARY MFG. CO.

BROOKLYN - - - NEW YORK

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"Sterling"



Hard **TUNGSTEN STEEL** **Flexible**

HACK SAW BLADES

Many years of personal caretaking attention to manufacturing details have produced in STERLING Blades a cutting tool of unquestionable merit.

We claim Endurance—Dependability—Fast cutting — Long Life — Satisfaction to Dealers and Consumers.

Users declare that our slogan—"They don't Scratch, They Cut"— tells the story.

SOLD THROUGH JOBBERS ONLY

CORRESPONDENCE RESPECTFULLY SOLICITED

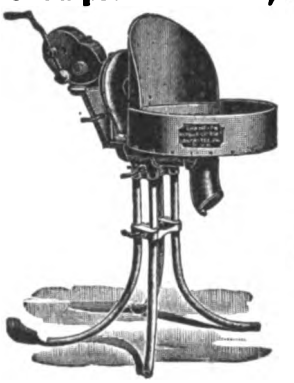
DIAMOND SAW & STAMPING WORKS, BUFFALO, NEW YORK

CALDWELL SALES COMPANY
Lachman Building, Room 321, 417 Market Street, San Francisco, Cal.
Exclusive Pacific States Representatives

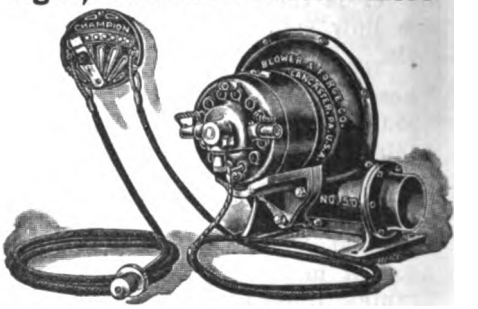
Champion Blowers, Forges, Drills and Screw Plates



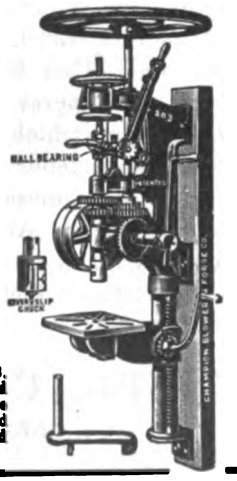
No. 400 Blower



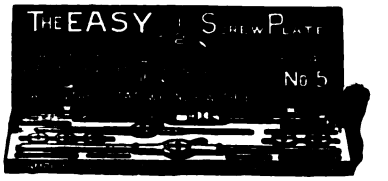
No. 401. Rivet Forge

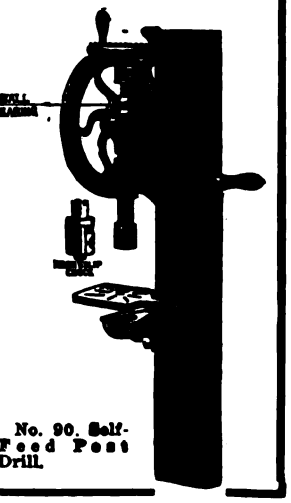


No. 50. Champion One-Fire Variable Speed Electric Blacksmith Blower.



No. 203. Self-Feed and Double Compound Lever Feed Drill.





No. 90. Self-Feed Post Drill.

Screw Plates in Four Styles, Cutting up to 1½"

CHAMPION TOOLS, Built for Service

CARRIED IN STOCK AND DISTRIBUTED BY ALL THE LEADING JOBBERS

Write for Our 350 Page Catalog

CHAMPION BLOWER & FORGE CO.
Lancaster, Pa., U. S. A.

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GET NEXT
TO
"HELLERS"

Famous Sectional Cabinets

FOR

Hardware
Auto Accessories
Screws
Bolts, Etc.

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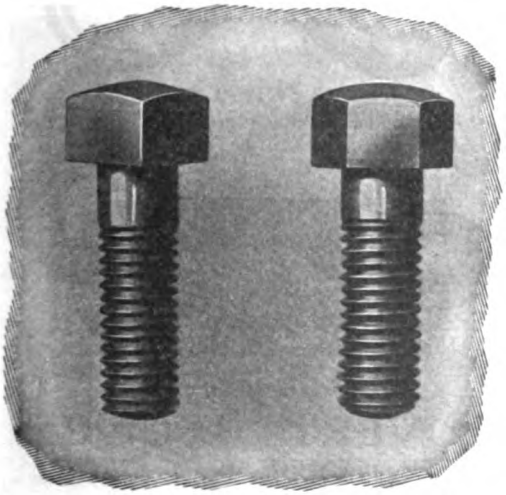
PROMPT SHIPMENTS

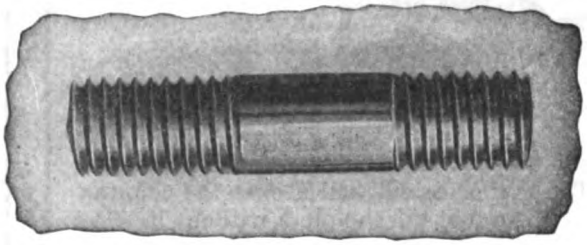
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W. C. Heller & Co.
Montpelier, Ohio





WM. H. OTTEMILLER CO., York, Pa.

Manufacturers of Cap and Set Screws, Screw Machine Work

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Buffalo Garage and Repair Forge
No. 240H

A heavy cast iron hearth 23 in. by 30 in. and sheet steel welded water tank.

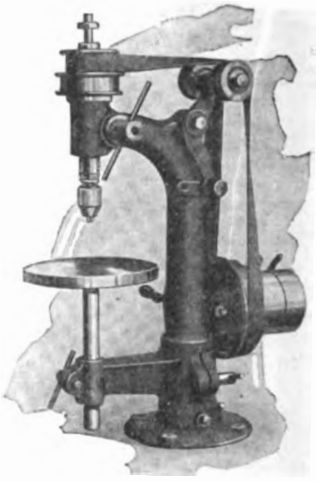
The blower is the famous Silent 200.

"Buffalo"

Forges
Drills
Punches
Shears
Bending Machines
Tire Setters
Woodworkers
Blowers
Exhaust Fans
Disc Fans
and Ventilating
Apparatus

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Buffalo 10-inch Junior Drill

For pattern shops, garages and machine shops. Substantial one piece frame. Two speeds, will drill up to 3/8 in.

A sturdy drill at a moderate price.

BUFFALO FORGE CO. Buffalo, N. Y.

PORTER'S
New Easy Bolt Clippers

Look!
A New Clipper



12" long; cuts up to 3/16".

The low price will sell it over the counter.
No tool kit complete without it.

Ask your jobber for
Porter's No. 1855 Clipper

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SNAPS
FOR THE HARDWARE MAN
FROM THE BEST LINE MANUFACTURED



NO. 50 SWIVEL SNAPS
In All Regular Sizes from ⅝ to 1½ Inches



TROJAN OPEN EYE SNAP
Nos. 520 Bit, 521 Chain, 522 Trace

Sold by All Jobbers

COVERT MFG. CO.
TROY, N. Y.

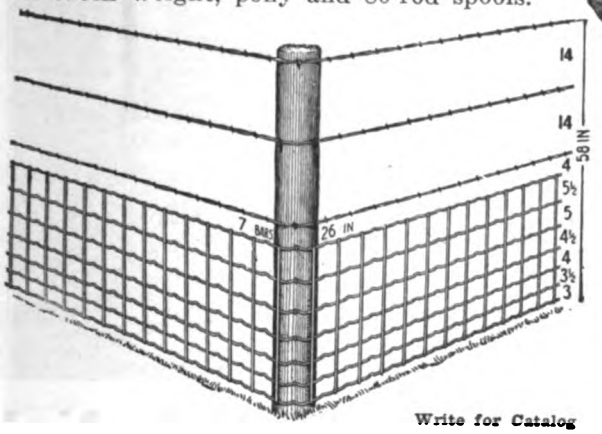
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"Pittsburgh Perfect" Barbed Wire

made exclusively of

"Pittsburgh Perfect" Open Hearth Steel

Uniform gauge and homogeneous quality is assured because we control the manufacture from the ore to the finished product. Barbs evenly spaced; two and four point, round, half-round and flat. Put up in catch weight, pony and 80-rod spools.



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Pittsburgh Steel Company

General Offices, Pittsburgh, Pa.

Pacific Coast Office
359, 363 Monadnock Bldg., San Francisco, Cal.

Distributors of "Pittsburgh Perfect" and "Columbia" Wire Fencing:

DUNHAM, CARRIGAN & HAYDEN Co.
San Francisco, Cal.
Northern California and Nevada

WHITON HARDWARE COMPANY
Seattle, Wash.
Washington and Oregon

PITTSBURGH PERFECT PSCo

SAGER CHEMICAL PROCESS AXES

AND

BULL DOG LOGGING TOOLS

Recognized all over the United States as the BEST money and skill can produce

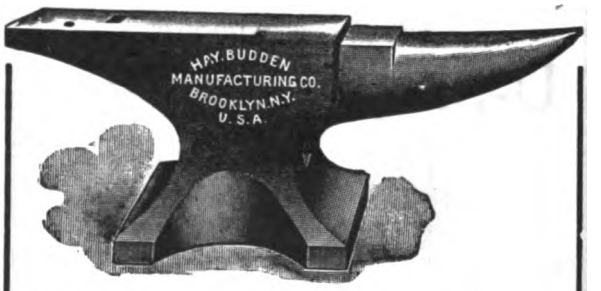
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HIGHEST HONORS AWARDED BY

GRAND PRIZE GRAND PRIZE

WARREN AXE & TOOL CO, WARREN, PA. U. S. A.
DAILY CAPACITY 3500 AXES AND LOGGING TOOLS

HAY-BUDDEN Solid Forged ANVILS



YOUR JOBBER WILL SUPPLY YOU WITH THE OLD RELIABLE

GENUINE Hay-Budden Anvil

Hundreds of thousands in use and giving perfect satisfaction.

A LOOSE FACE IMPOSSIBLE

FULLY GUARANTEED

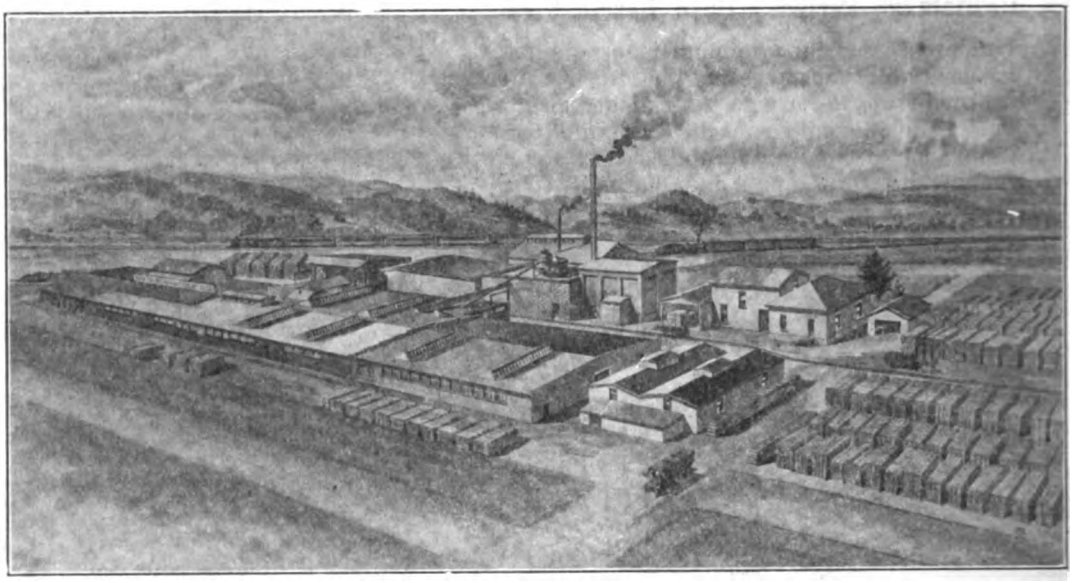
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Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colo.

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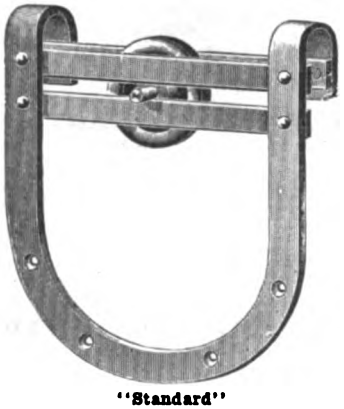
BABCOCK SPRUCE
Ladders and Step Ladders



W. W. BABCOCK, Manufacturer, Bath, N. Y.

WE ARE THE ORIGINATORS AND LARGEST MAKERS OF

U-Shaped Hangers



"Standard"

For Best Satisfaction—Get Lane's

SOLD EVERYWHERE

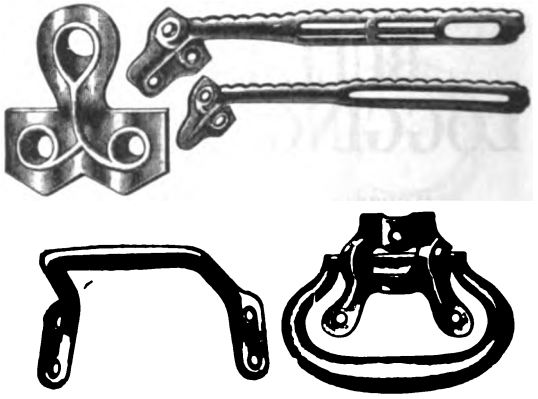
Get our catalog and special import prices.

LANE BROS. COMPANY

River Street, Poughkeepsie, N. Y., U. S. A.

Great Assortment of

Ears, Knobs and Handles



Leading Supply House in America for this Class of Goods. Ask for Samples, Catalogue No. 9 and Prices.

Office, 229-231 Arch Street
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BERGER BROS. CO., Mfgrs.
PHILADELPHIA

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Week by week—year in and year out—Starrett advertising goes steadily on, building business for Starrett dealers—educating machinists to higher standards of metal-working craftsmanship—teaching them to save time, reduce wastage, increase output—through the larger use of Starrett Precision Tools.

Send for Catalog No. 22 "BF"

THE L. S. STARRETT CO.
The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

42-233

Sell Starrett Tools

Every Foot of

Ludlow-Saylor "Perfect" Galvanized Hardware Cloth....



by reason of our **thorough** equipment, **extensive** experience and **established** high standards, is more than a Galvanized Hardware Cloth; it is "The Hardware Cloth that stands Hardwear" and is **"Guaranteed"**

It is woven of the best steel wire, the joints are all securely soldered by a good coat of galvanizing after weaving, and measures up to the most exacting demands of critical customers.

Order your requirements through your regular jobber, also the "Perfect" Window Screen Cloth, Poultry Netting, Fly Traps, etc.

Manufactured by

The LUDLOW-SAYLOR WIRE CO.
ST. LOUIS, MO.

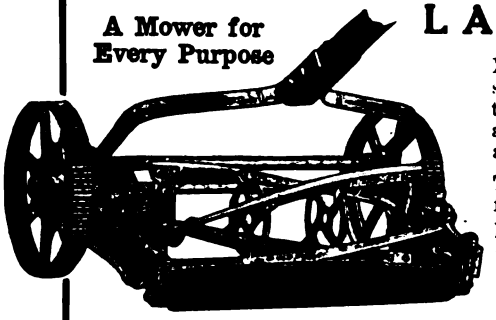
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GENUINE

"PHILADELPHIA"

LAWN MOWERS

A Mower for Every Purpose



Style "E"—Four Blades Removable Box Caps

"The Original People in the Lawn Mower business since 1869"

MOTOR MOWERS are becoming more popular each season as great time and labor savers for Parks, Cemeteries, Golf Courses and large Estates, and like our Hand and Horse Mowers the Genuine *"PHILADELPHIA"* are the very finest that can be produced.

This scientifically constructed machine with its famous Vanadium Crucible Steel Blades is superior to all others.

So great is the present demand we are compelled to make the *"PHILADELPHIA"* in

18 Styles of Hand
3 Styles of Horse
2 Styles of Motor Power



30" Walking Type—40" Riding Type Combination Roller and Mower

Send for Catalog and Discounts NOW

THE PHILADELPHIA LAWN MOWER CO.
31st and Chestnut Street, Philadelphia, Pa.

HAVEN & HAVEN, 508 Mission Street, San Francisco
California Selling Agents

NORCROSS GARDEN CULTIVATORS



Growing in Demand Every Day

Sell one to a customer—and you get his next door neighbor.

Comes in (3) sizes, 5-PRONG, 3-PRONG and MIDGET, suited to both Men and Women.

The "NORCROSS" is Distinctively a "Quality" Line.

Handsome in appearance and built to give long Service and Satisfaction.

You'll enjoy selling them because of their wonderful efficiency—and because you can confidently recommend them.

More than 300 Jobbers carry the "NORCROSS" Line



Manufactured by
C. S. NORCROSS & SONS
Bushnell, Ill.
Distributed by
LEADING HARDWARE JOBBERS
EVERYWHERE

"EASY EMPTYING" Grass Catchers

"Favorably known the world over" now made with

Re-Inforced Non-Slipping Bottom

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 20.

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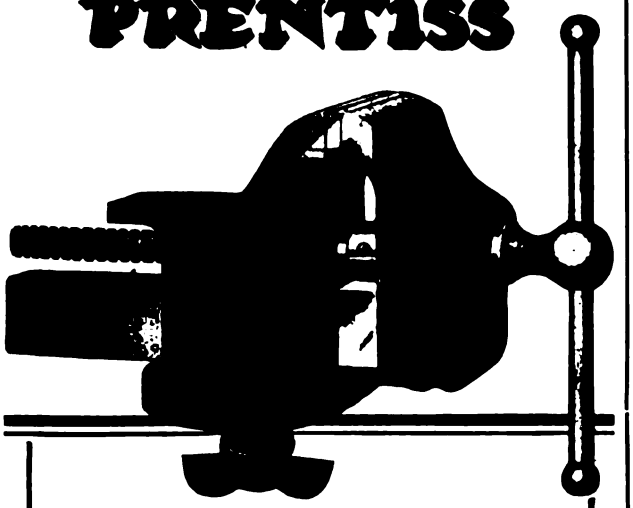
SOME OF OUR PACIFIC COAST JOBBERS

California Hdwe. Co.
Union Hardware & Metal Co.
Hoffman Hdwe. Co.
Harper & Reynolds Co.
Failing-McCalman Co.
Marshall-Wells Hdwe. Co.
Holley-Mason Hdwe. Co.
Baker, Hamilton & Pacific Co.
Honeyman Hdwe. Co.
Jensen, King, Bird & Co.
The Schaw-Batcher Co.
Schwabacher Hdwe. Co.
Seattle Hardware Co.
The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.

THE SPECIALTY MFG. CO., St. Paul, Minn., U.S.A.

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PRENTISS

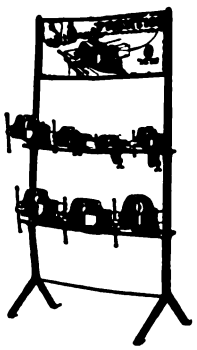


$300,000 For a Window

A newly opened drug store at New York's busiest corner is so constructed that it might be called 75 per cent window, 25 per cent store.

The yearly rental is $300,000, yet the owner feels that the display afforded is worth it.

Hardware dealers throughout the country are reaping great benefits by displaying their PRENTISS VISES in the new sales board which is sent with each order for $62.50 — less the usual discount — worth of vises.



Ask Your Jobber or write

to

PRENTISS VISE COMPANY

106-110 Lafayette Street

NEW YORK

"On the Bench Since 1868"

"Self-Fluxing"



—a feature that appeals to every class of hardware trade—

Manufacturers use Self-Fluxing solder because it speeds production—repair-men, garagemen and tinsmiths, because it is convenient, rapid and certain—householders, because it is the only solder for the layman. And all of these customers are impressed by the remarkable work it does, and therefore continue to buy—

KESTER ACID CORE WIRE SOLDER
FLUX IN POCKETS

You, too, will like this Self-Fluxing, genuine tin-and-lead solder. First, for the same reason your customer likes it; because it will enable you to do your own work better—second, because it is easy to handle. It stocks two items in one—flux and solder. It's easy to sell; easy to keep sold.

Satisfaction all along the line! Why? Simply because fluxing, the hard part of soldering, has been eliminated by putting the flux in the solder. Note that the flux feeds out before the solder melts, insuring a perfect bond; no chance of faulty fluxing; soldering time cut in half!

Try it on your hardest job. If you like it, you can buy it in 1-lb. cartons and on 1, 5 and 10-lb. spools.

Auto Repairmen



Tinsmiths



Householders



Electricians



Chicago Solder Company
4229 Wrightwood Ave., Chicago

Direct Factory Representatives:
Louis J. Ziesel Co.
216 Market Street, San Francisco
The Faucette-Huston Co. Chattanooga

Free Try-Out Coupon

CHICAGO SOLDER COMPANY, H.W. 12-21.
4229 Wrightwood Ave., Chicago, Ill.

Gentlemen: Please send me a free sample of Kester Acid-Cord Wire Solder.

Name .....
Company .....
Address .....
City ..... State .....
Our Supply House is .....

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THRIFT *is in* THE SADDLE

The day of the easy dollar is gone. Thrift is uppermost and —

Our Guaranteed Perfection Economy Cobbler is the one article to put into the home.

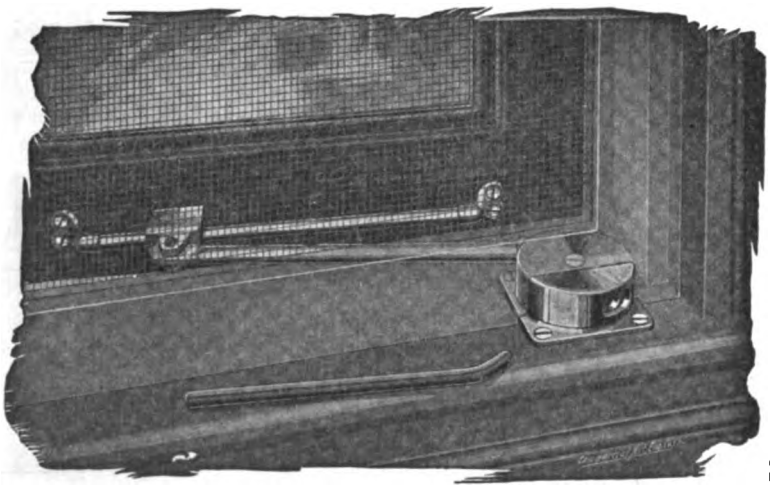
It is the Guaranteed Perfection Economy that takes the stitch in time and saves the proverbial nine.

Holds a full complement of lasts, stands, tools and findings, and enables the head of the house to make his own repairs on the family footwear.

Mr. Merchant, you should stock this Cobbler Set. It sells readily and at a good profit to you.

THE FATE-ROOT-HEATH COMPANY, Plymouth, Ohio

Western Sales Representatives, H. D. TYLER & CO., 4th Floor Higgins Bldg., Los Angeles, Cal.
512 Pacific Bldg., San Francisco, Cal. 874 Holladay Ave., Portland, Ore.



Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

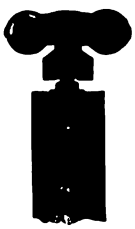
For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

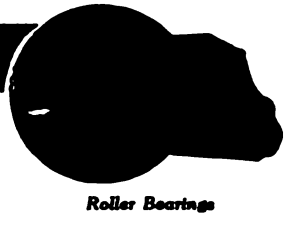
Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.
550 W. Lake Street, Chicago



WAGNER Door Hangers and Tracks



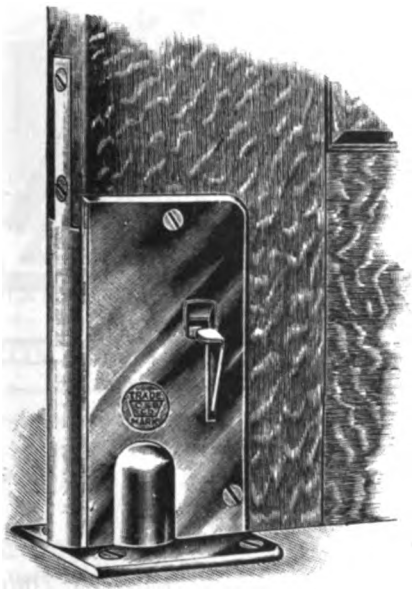
Roller Bearings

Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade. Write for catalog showing entire line.

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa

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One EXCLUSIVE FEATURE of this "Relax" Spring Hinge is the spring action release, allowing door to be placed open at any desired position, being automatically disengaged when the door is closed.

TRADE CHICAGO MARK

SPRING HINGES

The Building Trade nine times out of ten specifies Chicago Spring Hinges. Therefore the wise dealer **always** stocks Chicago Spring Hinges because they are Trade Building.

You owe it to your customers to carry the best—the hinges endorsed from one end of the country to the other.

Chicago Spring Hinges never disappoint. Their Durability, Economy and Appearance are backed by our Institution.

Send for Catalogue W 36

Chicago Spring Butt Company
CHICAGO NEW YORK

Ewing-Lewis Co., San Francisco, Los Angeles
Pacific Coast Representatives

IMPROVED COBBLER SETS



Improved Economical

Carry our IMPROVED line and watch your sales increase. We illustrate here some of our best sellers.

Write for latest catalog and price list.

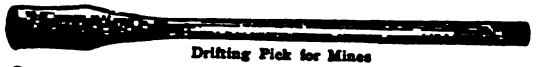
Star Heel Plate Co.
Louis Sacks, Inc.
357-391 Wilson Ave., Newark, N. J., U. S. A.



Improved Family



Improved Combination No. 1



Drifting Pick for Mines

NORTHERN HANDLE CO.

Manufacturers of
"POINTER BRAND"
Guaranteed Best Quality
HANDLES

Axe, pick, hammer, hatchet, Cant Hooks, Peavey and Pickaroon Handles

Price List upon Request

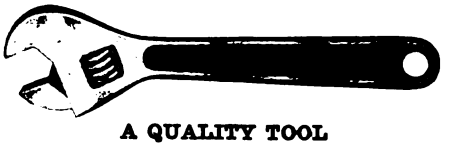
Machinist's Hammer **NORTHERN HANDLE CO.** *Blacksmith's Hammer*
Bowling Green, Mo., U. S. A.



Regular Single Bit Axe

THE ARROW WRENCH

DROP FORGED **HEAT TREATED**



A QUALITY TOOL

An exacting standard is maintained in the manufacture of the Arrow Wrench.

When an order is placed for these tools, there is an assurance of receiving a uniformly high quality.

ARROW TOOL COMPANY, Inc., Buffalo, N. Y.

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MAYDOLE HAMMERS

THE WORLD'S STANDARD

Highest Quality Steel Handled Hammers
Guaranteed First-Class in Every Respect

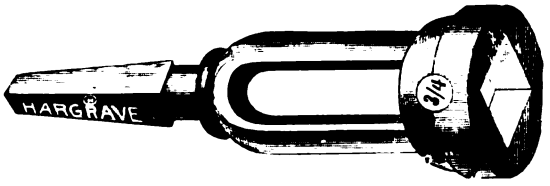
The David Maydole Hammer Co.
NORWICH, N. Y., U. S. A.



HARGRAVE

STANDARD BRACE WRENCHES

They satisfy the most particular mechanic



To fit all sizes of U. S. Standard Square and Hexagon Nuts, Cap Screws, Set Screws and Lag Screws.

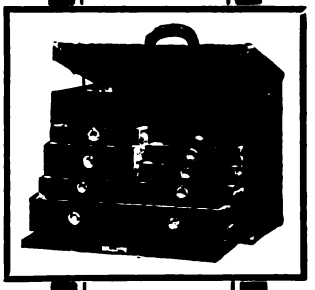
Absolutely accurate, strong and durable.

Our new catalog shows a complete line of these and a hundred other "QUALITY TOOLS"

THE CINCINNATI TOOL CO.
Cincinnati, Ohio

Carlson & Frahm, Pacific Coast Representatives
268 Market Street, San Francisco
1242 W. 36th Street, Los Angeles

50 Different Styles



50 Different Sizes

UNION
TOOL CHESTS

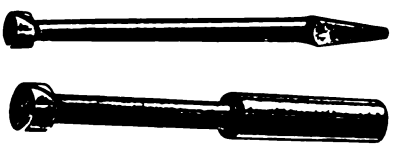
Wherever there are dealers who appreciate thoroughly the relation between tools and tool chests you will find in that locality hundreds—perhaps thousands—of Union Tool Chests rendering honest service to tool owners. Ask for complete information, including description of new zinc covered chests.

UNION TOOL CHEST CO.
105 Mill Street, Rochester, N. Y.

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work

SPECIALLY ADAPTED FOR HARDWOOD WORKING



The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.

Enquire of Your Hardware Jobbers, or Write Us Direct. Supplied in Sets Write for Catalogue

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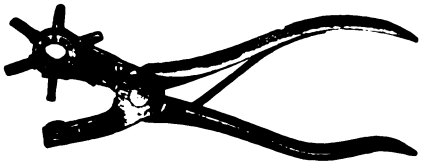


BOMMER SPRING HINGES

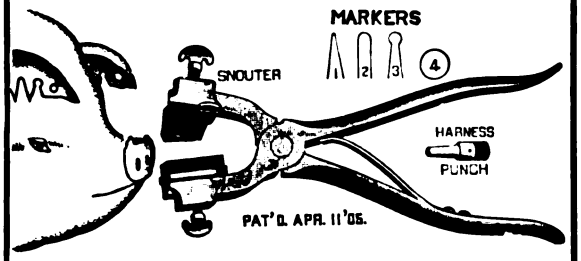
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SIX TUBE REVOLVING PUNCH



STOCK MARKER

THE SMITH & EGGE MFG. CO.

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SAND'S CERTIFIED LEVELS

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The lowered prices include SAND'S aluminum, the lightest and strongest level made—together with the various models of SAND'S Levels in Pine and Walnut.

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Every "PONY" Machine will set both tubular and split rivets and is the best riveter made for repairing harness.

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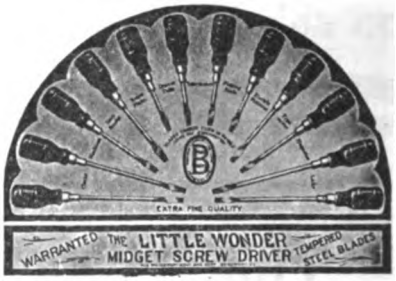
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Four 1¼-inch, four 2-inch, four 3-inch

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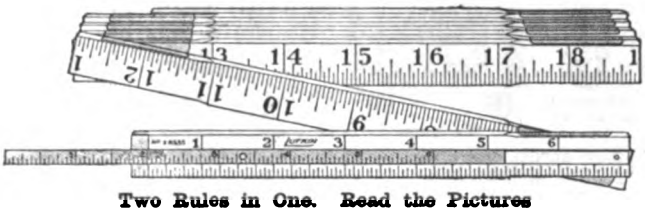
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Two Rules in One. Read the Pictures

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A folding hook attached to our Spring Joint Rules. Just the thing for taking measurements out of arms reach. Folds out of way and then zero is at end, same as on old patterns.

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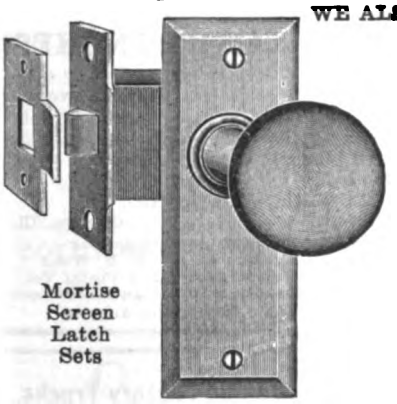
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WE ALSO MAKE



Mortise Screen Latch Sets

Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. **Ask for catalog today.**

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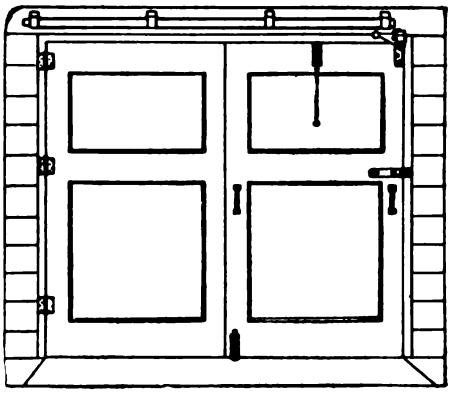
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PATENTED

The only hanger that can be used inside or outside, and allows the doors to fold back against the building without having costly adjusting brackets or built out arrangements.

The box track and brackets for the No. 9 are hung flat against the wall and cost very little to erect.

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Slaymaker Padlock
FOR AUTOMOBILE TIRE CARRIERS



Patented
Mch. 11, 1921

No. 1095

The Universal Tire Carrier Lock
Anti-Rattler

Adapted for use on ALL cars. The only lock that will completely protect tires on the new tire-carrier on the Buick, Overland, Oakland, Chevrolet, Dort, Nash, Haynes, Ford, etc.

Size across case 1⅝ inches.

Inside measurement of shackle is ⅞ of an inch. Adjustable to 1½ inches, insuring a perfect fit of the lock on the tire-carrier. Diameter of shackle is ¼ of an inch.

Case—Heavy, cast brass, polished.

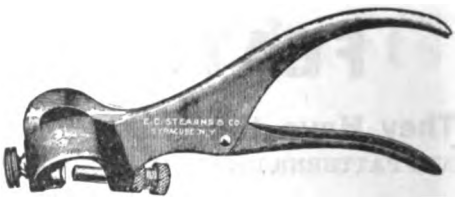
Shackle—Formed steel rod, black, rust-proofed.

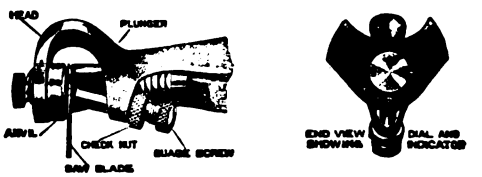
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REVERSED LEVER

THE PERFECTION OF SAW SETS

Combines the revolving anvil and indicator dial with other features that give it marked practical advantages.

Lever is placed below the body of the Saw Set, where it is operated by moving the fingers only, doing away with the motion of the entire hand necessary with the older types.

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Expanding Adjustable Reamer. Genuine original six or five blades are made only by

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Portsmouth, N. H.

Represented by CALDWELL SALES CO.
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PEERLESS STRAP WRENCHES

Will not crush the thinnest tubes, and they cannot slip when properly adjusted. Double woven linen strap is the strongest and most durable made. Patented cam locks the strap securely in any position. Wrench is drop-forged steel. The ideal wrench for polished pipe.

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We manufacture braided cord in all sizes and colors, for all purposes. Carried by all jobbers.

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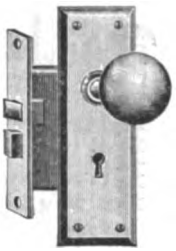
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Face of highest grade crucible steel

Only Wrought iron anvil body

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COLUMBUS, OHIO

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CIRCULAR CROSSCUT BAND **SAWS** HAND COMPASS BUTCHER

Tools and Trowels

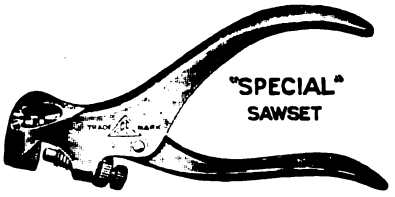
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The Master Saw Makers

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Western Trade Supplied Thru Branches at

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The World's Standards

"SPECIAL" and "No. 1" Sawsets for hand saws not over 16 gauge.

No. 3 Sawset for Cross-cut and Circular saws 14-20 gauge.

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Nail Puller—the longest lived and easiest operated made.

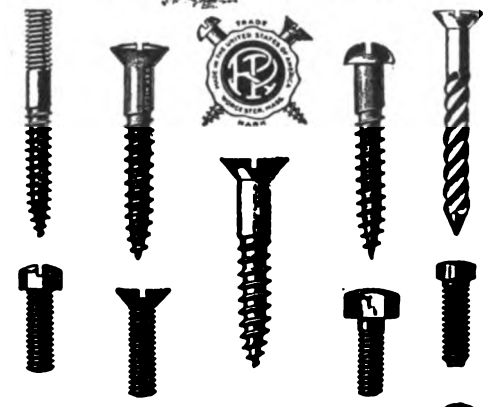
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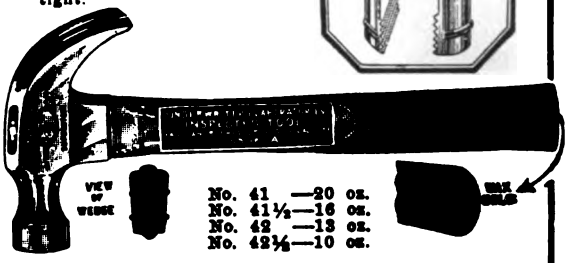


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The VAUGHAN'S Expansion Wedge

is a notable improvement in Hammer construction. You can always keep the Handle tight.





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All hammers with the VAUGHAN'S EXPANSION WEDGE are sold under our UNCLE SAM BRAND. Uncle Sam Hammers are the only Hammers that have the Underwriters' Laboratories Label as an inspected Tool. Write for Booklet No. 10 which describes in detail how the Underwriters tested and approved Uncle Sam Hammers.

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IN PATENTED DISPLAY PACKAGE

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Here is the latest, most attractive and practical combination Container and Display Stand yet devised.

It contains twelve of our standard grade No. 27 Drivers assorted four each of 4, 5 and 6 inch, full polished blades, with dark red Viscolac finish handles.

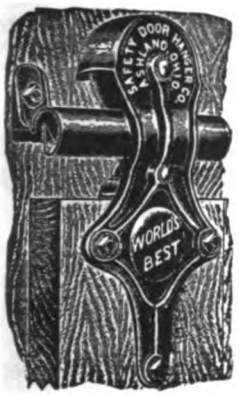
The assortment comes to you as a closed package, which in thirty seconds can be set up as per illustration, and you get a new, clean display stand with each dozen drivers.

A pleasing combination of bright steel, rich maroon and orange, quick to catch the eye, which will materially boost your screw driver sales.

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YOU ARE RIGHT IN RECOMMENDING "WORLD'S BEST" IN NAME AND FACT

World's Best Tubular Track

Barn, Factory and Warehouse Door Hanger

EXCLUSIVE FEATURES

Frame is best grade malleable iron

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the Easiest Running Hanger on the market.

Packed one pair in box complete with bolts: one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you, we will.

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SELL FOR

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HAND PUMPS
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ASHLAND PUMP AND HAY TOOL WORKS

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REMEMBER

There is no other line of Sprayers so simply made or that gives better satisfaction to Dealer or user than

THE UTILITY LINE



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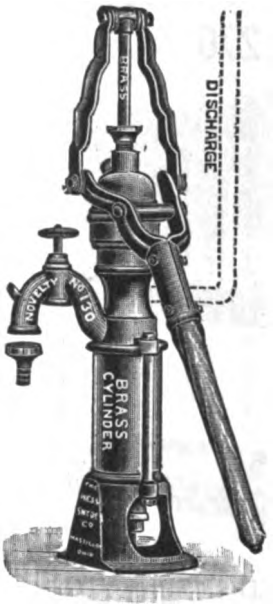
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GET IN A SUPPLY OF

NOVELTY FORCE PUMPS

And treat your customers to the best.



(No. 130)

We are the manufacturers of the original 'Novelty' Pump for **WELLS** and **CISTERNS**. Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!

THE HESS-SNYDER CO., Massillon, Ohio

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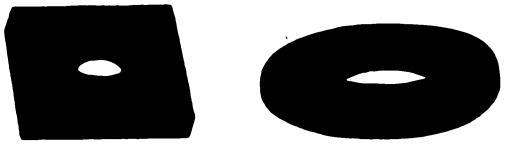
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Mends any leak in any metal quickly and permanently, without heat or acid. Just apply Hercules Cold Soder, a semi-liquid, from tube, covering hole or crack. Fixes household utensils, brass, granite, aluminum-ware, pipes, gasoline tanks, auto radiators or cylinders. Finds popular sale. National advertising is intensifying demand. Ask your jobber. Write for booklet.

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There Is a Difference in Washers



Just as in an other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers
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of all descriptions. Round and Square, Plain or Galvanized.

Annealed Rivet Burrs **Fellow Plates**
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Driving Lanterns
SELL NOW!

DIETZ Famous Trio of Driving Lanterns covers the field of requirements in this class of light makers. These lanterns are recognized as "BEST" the world over.

The "Union" is the largest Driving Lantern of the Dietz "Trio." It is 11¼ inches high and delivers a reflected light of 30 C. Power. It has the reliable "Cold Blast" system of combustion and is equipped with a lawful ruby rear signal. May be used right or left hand—has double sockets.

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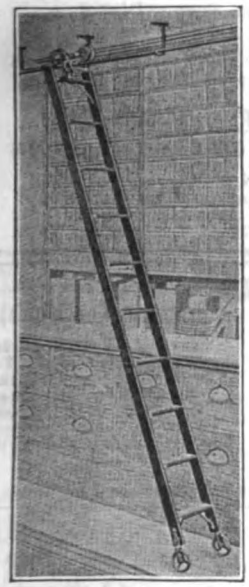
The "Eureka" is a small, thoroughly dependable lantern, especially suitable for light vehicles. It is also popular as a Parking Lamp for automobiles. This lamp is 7¼ inches high and it has a ruby rear lens which complies with the law. Order for right or left as wanted.

Renew your stock of these profitable Driving Lanterns. Now is the time they sell.

R. E. DIETZ COMPANY, NEW YORK
Founded 1840
LARGEST MAKERS OF LANTERNS IN THE WORLD
Your Jobber Stocks DIETZ Lanterns



Milbradt Ladders



Will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write for catalogue showing a large number of styles suitable for all kinds of shelving.

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You'd Think So—



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The Hatfield sharpens them better than new. Why not put in a machine and sharpen the blades in your town? ASLEEP? Yep. Catalogue for the asking.

THE HYFIELD MFG. CO.
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Give it to them and get the profits! 400 candlepower of man-made sunshine.

"NULITE" Lamps and Lanterns

Light at the scratch of a match. Equal to 20 coal oil lamps or lanterns in brightness. Handsomely finished. Lantern can't blow out. Burn 3 hours for 1 cent. Quick, sure sellers for the coming dark days.

Write for our sales help. We pay for first ad in your local newspaper and supply extra electros free.



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RELIABLE Standard BLUE FLAME



Wickless Oil Heated Colony Hover

In our 1922 model Blue Flame Hovers we have attained the highest degree of perfection. Every burner is adjusted at the factory to the maximum flame; it is impossible to overflow. Burns ordinary kerosene or coal oil, with a clear, even blue flame; no soot; no fumes; no odor; no wicks to trim; no smoke. Produces a well controlled heat, sufficient for any purpose; easily adjusted, automatically regulated. Saves fuel. Built of galvanized steel in various sizes. Saves its cost every season in preventing chick losses. The dealer makes easy sales, good profits and has satisfied customers. Our extensive advertising and close co-operation helps dealers. They appreciate it. Our Reliable Incubators, Brooders, Hovers, Poultry Appliances and Fixtures are all backed by our positive guarantee. 41 years "at it."



Write for dealers terms and prices.

RELIABLE INCUBATOR & BROODER CO
Department J QUINCY, ILL., U.S.A.

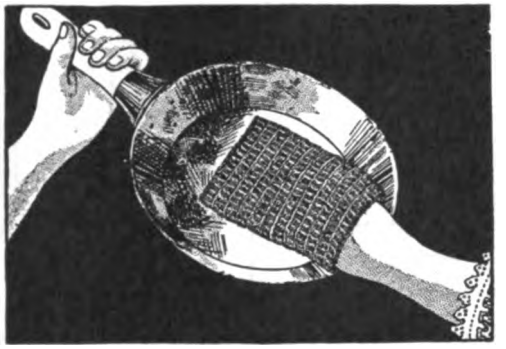
Reliable because right.

J.W. Myers, Pres.

MAGNETIC CLOTH

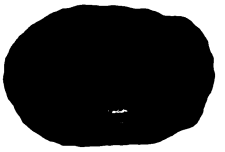
CLEANS LIKE MAGIC

and is the most ready seller of any domestic device known



No up-to-date kitchen is complete without one; no more worry over Dirty Pans; just a rub or two with Magnetic Cloth and the pan is clean and sweet and sparkles like new. The Magnetic Cloth is made of a special crinkled spun wire fabric and gives excellent service.

Retails for 10 Cents



Send us your jobber's name if he can't supply you.

Manufactured by
JOHN W. GOTTSCHALK MFG. CO.
Lehigh Ave. and Mascher St. Philadelphia, Pa.
McDONALD & LINFORTH,
Pacific Coast Reps., 789 Call Bldg., San Francisco

TRINER Slanting Dial FAMILY SCALES



No. 24, Steel Platform
No. 25, Tile Platform
No. T-25, Polished Tin Scoop, With Seel Forks
No. T-26, Steel Platform and Polished Tin Scoop

The silver burnished dial sets at an angle and can be read without stooping.

Platform is supported by double steel uprights, distributing weight and insuring accuracy.

Made throughout of the best cold rolled steel, light and strong.

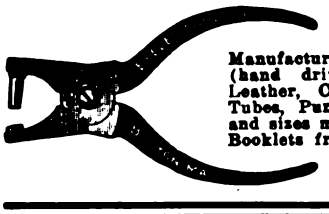
Finished in heavy black enamel, beautifully decorated.

Can be kept in any convenient place, as it occupies very little room, its dimensions being 7 in. high. 6 in. wide, 7¾ in. deep. Dial 6 in. in diameter.

Order this TRINER scale now. It's a quick seller, with a good profit.

TRINER SCALE & MFG. CO.
West Twenty-first Street, CHICAGO, ILLINOIS

W. P. HORN & CO.
Pacific Coast Representatives
Rialto Building, San Francisco, Cal.
Los Angeles Portland, Ore. Seattle, Wash.

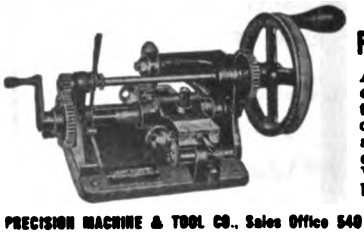


EYELET TOOL CO.

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

190 Dorchester Ave.
BOSTON, MASS.

With the——



Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office 540 Hamilton Avenue, Allentown, Pa.

BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere



Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.



PETER BOLLER MACHINE WORKS, 122-124 N. Curtis St., Chicago, Ill.
Pacific Coast and Inter-Mountain Representatives
THAYER & BOWER
845 Monadnock Bldg., San Francisco, 320 Story Bldg., Los Angeles
Seattle and Denver

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MARBLE'S

Outing Equipment
Dandy Xmas Presents

Still time to order for the holidays. Marble's axes, knives, gun sights, cleaners, compasses, etc., sold by leading jobbers — if your jobber can't supply you order direct. Liberal discounts from list prices.

Ideal Knife



Serviceable—durable—blade finest steel—with or without hilt. List price, leather handle—5-in. blade, $2.75; 6-in., $3.00; 7-in., $3.25; 8-in., $3.50. Stag handle, 75c extra. Prices include leather sheath. Add 10% war tax.

Safety Pocket Axe

Needed by every outdoor man—guard folds into handle—blade finest steel. List price—No. 2, 11-in., steel handle, $3.25; No. 5, 11-in., selected hickory handle, $2.00. Leather sheath, 75c.





MARBLE ARMS & MFG. CO.
5380 Delta Ave.
Gladstone, Mich.

PLACE YOUR ORDER NOW



We'll Ship at Once!

The early dealer gets the early sales. Be ready to say "Yes" and make your profit on a sale when asked if you carry

NORTHLAND SKI

Write for Catalog of Ski, Snowshoes, Toboggans and other Winter Sports Goods.

NORTHLAND SKI MFG. CO.
26 Merriam Park
St. Paul, Minn.

Tannery at Michigan City, Ind.



"Red-E-For-Use"

RAZOR STROPS

Prices Guaranteed against decline to date of shipment. We have reduced our line to the very best numbers in each price. We manufacture them in large lots for stock. We can deliver the goods promptly. Write for selected standardized list and short line Quality samples.

GIBFORD MFG. CO. (not Inc.)
No. 4 Payne Av., Adrian, Mich., U. S. A.

AT $5.00 RETAIL

The Most Wonderful Air Rifle Ever Invented

Different from All Others

ORDER NOW from your jobber or write us direct for full information regarding the only ORIGINAL PUMP GUN FOR MEN AND BOYS, always in great demand. Sample on request. Attractive discounts.

Benjamin Air Rifle & Mfg. Co.
Broadway & Washington
ST. LOUIS, - - MISSOURI

Pacific Coast Representatives
McDONALD & LINFORTH
Call Bldg., San Francisco



At a Popular Price

The Benjamin

A REAL PUMP AIR RIFLE
ONE STROKE OF THE PUMP AND YOU CAN SHOOT

POWERFUL and ACCURATE. Works on the same principle as Air Drills and Air Hammers. Shooting power always under your control. Each stroke of the gun increases the shooting power. One to four strokes all that is ordinarily required. Never loses its shooting force. Absolutely safe, holding the compressed air for some time. You do not drop in shot until ready to shoot at your object. Nothing to wear out but the valves which ought to last several years, when they can easily be replaced by anyone at a very small cost. Stock of turned walnut, and separates from barrel. Gun is then only 23 inches long.



ENAMELED IN COLORS

—

Something New

—

The fashionable
BLACK ENAMEL
among these

THE BELMONT TUMBLER CO. - Bellaire, Ohio

American Portable Scales



Hardened Bearings.
Tool Steel Pivots.
Accurately Sealed.

Fully Guaranteed.

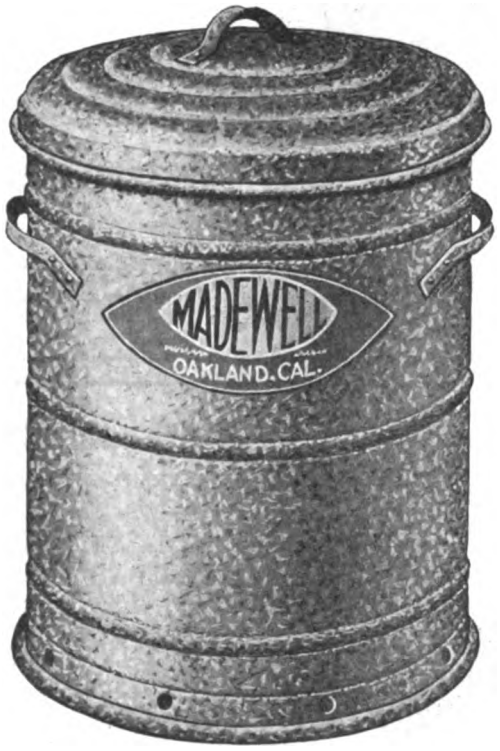
Made of very best material and workmanship throughout, neatly finished, strong and perfectly accurate.

No better scale on the market, and the low price will interest you. We make the complete line of sizes; also weightless scales.

Write for Catalog and Jobbers Prices

AMERICAN SCALE CO. - Station B, Kansas City, Mo.

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Garbage Cans

Made Well
Wear Well
Sell Well

It's easy to point out the superiority of Madewell Garbage Cans to your customers:

1. Deep drawn tight-fitting cover.
2. Galvanized reinforcing wire around the top.
3. 26-gauge body with heavy reinforcing swedge.
4. Vent holes, allowing free circulation under can.
5. Galvanized handles that fit the hand.
6. Heavy leak-proof bottom.

WRITE FOR NEW FOLDER, which describes the cans in detail. The Madewell line is a profitable line for you.

Madewell Pipe & Culvert Works
East 12th Street and 25th Avenue
Oakland, California

MADEWELL

Hardy's "Campers Friend"



A "Down to the Minute" Camp Outfit that Makes Camp Life Enjoyable

—As a running board box it carries a complete Camp Cooking Outfit, a two burner gasoline cook stove and a metal service box, in which to carry a complete dining service.

—The box is convertible in less than two minutes into a Camp Cook and Dining Table, having a top measuring 26½x33 inches and with two spacious shelves underneath for holding utensils, stove, etc.

—With the "Campers Friend" you stand up and cook with ease and sit down and eat in comfort.

—It eliminates the open camp fire for cooking purposes with all its disagreeable features.

—There's no more stooping and squatting in awkward and tiresome positions while cooking and eating.

—The most compact, practical and useful camp convenience ever offered the motorist who tours and camps.

—Dealers can make their camp equipment and sporting goods departments more profitable by stocking this "up-to-date" outfit.

Write for Prices and Illustrated Folder.

JOHN E. HARDY
PORTLAND, OREGON

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Arcade Crystal Coffee Mill



A Nationally Advertised Coffee Mill

The air tight glass hopper, keeping its contents free from dust and atmospheric action, has two great advantages — screwing into the neck of the frame it can be taken off for cleaning purposes as well as packed separately, avoiding breakage.

The glass cup is marked with tablespoon graduations, insuring correct amount of ground coffee.

Finishes—Black, Blue and White Enamel — Nickel Plate—Oxidized Copper.

We also manufacture Toys, Banks, Culinery articles, Garden Sets, Mop Sticks, Riveting machines and several hundred other hardware items.

Ask for Catalogue No. 28

ARCADE MFG. CO.
Freeport - - - Ill.



Makes Stoves Look Like New

KILLS RUST; PREVENTS RUSTING; CLEANS AND POLISHES.

Write for Wholesale Prices

SUPERIOR LABORATORIES
General Offices, Dept. 11
Grand Rapids, Mich.

GENERAL SALES CORPORATION
Pacific Coast Representatives
718 Mission St., 737 Terminal St.,
San Francisco Los Angeles
Seattle, Wash.

ALUMINUM

MADE IN OHIO, U. S. A.

ALUMINUM "Real Solid"

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage.

"REAL SOLID" WARE

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.



TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market

Write Today and get our New Catalog just off the Press.

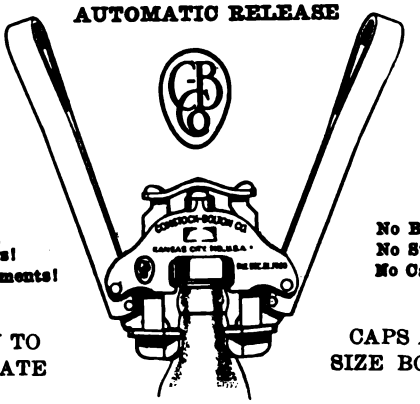
The Buckeye Aluminum Company

WOOSTER, OHIO

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"C-B-CO" Bottle Capper

AUTOMATIC RELEASE



No Keys!
No Springs!
No Adjustments!

No Blocks!
No Stands!
No Castings!

EASY TO OPERATE

CAPS ANY SIZE BOTTLE

COMPLETE IN ITSELF

A home necessity in bottling home made chili sauce, catsup, fruit juices, mayonnaise, horseradish, cider, cooking oils, beverages, or any liquid or semi-liquid that requires an air-tight seal.

"ASK YOUR JOBBER"

Mfg. by COMSTOCK-BOLTON CO., Kansas City, Mo.

"CAPS THEM ALL"



SHUR-TITE BOTTLE CAP

For perfect sealing — and re-sealing — of home beverages, ketchups, sauces, etc., without the use of a capper.



Used Repeatedly

Never Leaks

Instantly Applied

Seals Positively



RETAILS THREE FOR 10c COMPLETE



Attractive discounts to the trade.

—

ORDER SAMPLE GROSS TODAY

MANUFACTURED BY

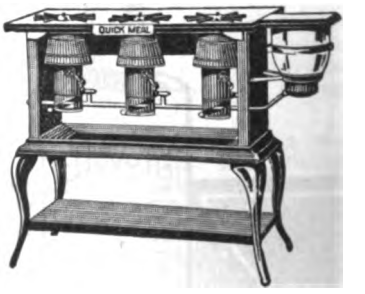
PORTER PRODUCTS CORPORATION

Brewerton - - - - - - - New York



Cupola Burner Oil Stove





Short Chimney Oil Stove

WRITE FOR CATALOG NO. 128

We now have a Large Stock and Assortment of Oil Stoves

SEND YOUR ORDERS TO

QUICK MEAL STOVE CO., DIV.

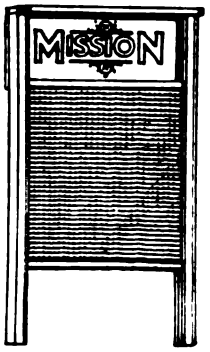
OF AMERICAN STOVE COMPANY

We also carry a large line of COAL RANGES

C. H. SCHIECK
Pacific Coast Agent
715 Indiana St., near 19th St.,
San Francisco, Cal.

We also carry a large line of GAS RANGES

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HOWARD WOODENWARE

Made of Select Sitka Spruce

—

Ironing Boards
Pastry Boards

Clothes Driers
Step Ladders

A COMPLETE LINE OF

WASHBOARDS

The Rubbing Surface Plates in the HOWARD Washboards are all of the best materials. The frames are of Sitka Spruce, Strong, Durable and Bright Appearing. The quality of the HOWARD LINE has been established for years.

If you can't obtain these goods from your jobber, write us and we will be pleased to see that you are supplied.

HOWARD MANUFACTURING CO.
8th Ave. W. and Ewing St.
Seattle, Wash.



Single Tub "Alco"



Fast Sellers, High Quality Low Prices

Twin Tub "Alco"



Thirteen years of success are behind A B C "Alco" Power and Electric Washers. With 1¼-inch cypress tubs, peg or disc dollies, ¼ h. p. motors, quiet underneath drives, and ability to drive A B C Ironers without a $32 extra motor, they sell easily at their low prices. Get our proposition. Discounts are liberal. Sales assistance given to all dealers.

A B C Electric Ironer

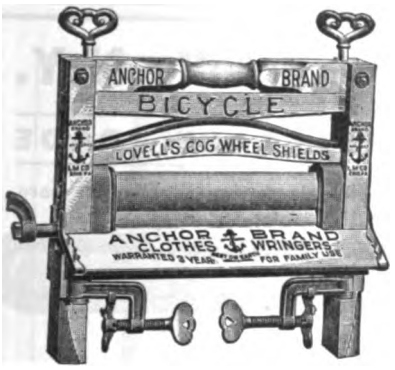
ALTORFER BROS. CO., *Peoria, Ill.*
New York San Francisco Brantford, Ont.



A B C
Electric Laundress

A B C Super Electric

WASHES WRINGS IRONS



Arms and the Man— Machines and the Woman

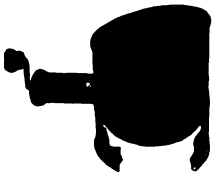
ANCHOR BRAND TRADE MARK

The two big things to watch in the world today are: **Making the Home a Paying Industry** and **Making Industry a Friendly Home.**

If you look back, you will remember that the first "machine" to enter American homes was the Clothes Wringer and the most Clothes Wringers have been Anchor Brand. Anchor Brand sells first. It will also stay the longest.

ANCHOR BRAND CLOTHES WRINGERS

LOVELL MANUFACTURING CO., - - Erie, Pa.
Largest Manufacturers of Clothes Wringers in the World



GENUINE

HUNTER'S SIFTER

Standard of the World Since 1880

Sectional View Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO.
Bender Street Hamilton, Ohio

DI-MEL-INE

PAINTS • STAINS • ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. **RETAILS 25 CENTS**—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

Dealer's Assortment (30 doz.).....$54.00
Jobber's Assortment (12 doz.)..... 21.60
Open Stock, all colors, per gross..... 21.60

2% Freight allowance, F.O.B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MONTAUK PAINT Mfg. Co.

169-173 Second Ave., BROOKLYN—NEW YORK

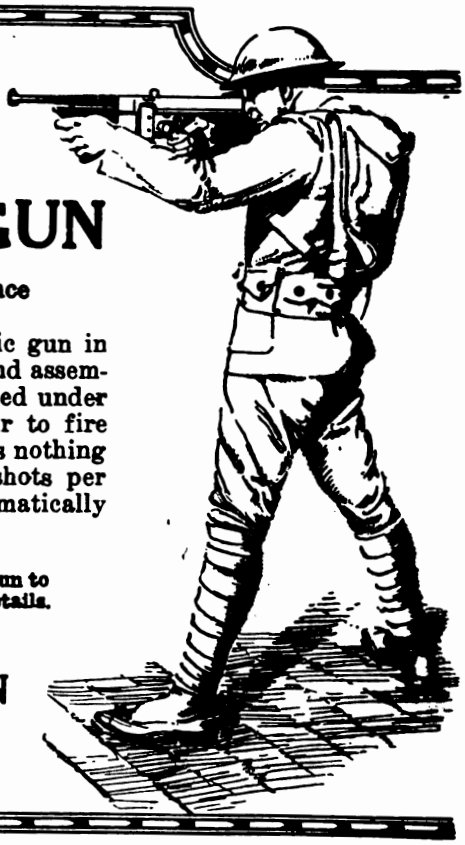
Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

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THE THOMPSON SUBMACHINE GUN

The Most Effective Portable Fire Arm in Existence

The Thompson Submachine Gun is the lightest automatic gun in the world, weight eight pounds. It can be taken apart and assembled in less than a minute without tools. It can be carried under the coat ready for instant use. It enables the amateur to fire with the precision of an expert machine gunner. There is nothing to break, wear or jam. It fires at the rate of 1000 shots per minute full automatically from the shoulder or semi-automatically a shot for each pull of the trigger.



Hardware jobbers and dealers can stock this remarkable new gun to advantage. It has a thousand and one uses. Write for full details.

Made by Colt's Patent Fire Arms Mfg. Co. for

AUTO-ORDNANCE CORPORATION

302 Broadway, New York City

Cable Address: Autordco, N. Y.

AUTORDCO

The Ontario Knife Company, Franklinville, N. Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.



BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE

KNIVES

KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

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Are your customers cranky?

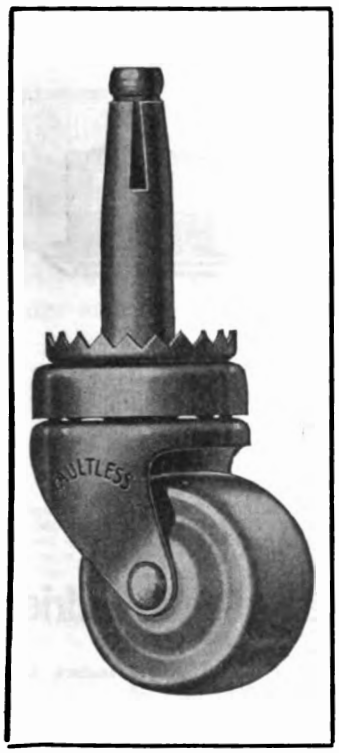


HAVE you got a lot of customers who can shoot an eyelash off'n a humming bird—and who know so much about ammunition they'll load their own if you don't toe the line and quit answering back? You couldn't kid those boys—even if you dared—for they know ammunition. These cranky old chaps will understand you in a minute when you start talking about locked in battery cup, steel where steel belongs, etc. Get a little curiosity—it'll make you money!

THE PETERS CARTRIDGE COMPANY

Cincinnati New York San Francisco

PETERS AMMUNITION



Announcing

THE NEWEST

Faultless Caster

(Ball Bearing)

"Moves the FAULTLESS Way"



Of the same high standard that characterizes the entire FAULTLESS line. A beautiful caster, neat appearing—built with lines that conform to the custom of furniture made today—manufactured to a precision, no rough corners or unsightly scratches, symmetrical. These are a few of the extraordinary features that are standard in this new

FAULTLESS BALL BEARING CASTER

Made in all sizes and finishes, with maple, lignum-vitae, steel, cast-iron, fibre or felt wheel. Send for sample best adapted for your purpose.

BY INVITATION MEMBER OF



Faultless Caster Company

Executive Offices

Evansville, Indiana

Eastern Sales Office: 200 Fifth Avenue, New York

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Get in on the big call for Queen City Adjustable Wrenches

Let this beautifully colored store or window display start the good old sales tune on your cash register as it is now doing on others.

It's **absolutely free** with a perfectly saleable 8-inch wrench attached. Simply ask your jobber for a two dozen assortment at regular discounts.

Your Profit Is Gratifying

on either an assortment of semi-finished with polished jaws or fully polished wrenches.

Your Turnover Is Rapid

and like other display users, you too will quickly send in repeat orders for these guaranteed wrenches with **distinctive** features. They "Hang on Like Grim Death," have "The Curve that Fits the Hand," are drop forged, heat treated, and unequalled in material or workmanship.

If your jobber cannot supply you, send us his name and we will.

Bergman Tool Mfg. Co.

BUFFALO, N. Y.

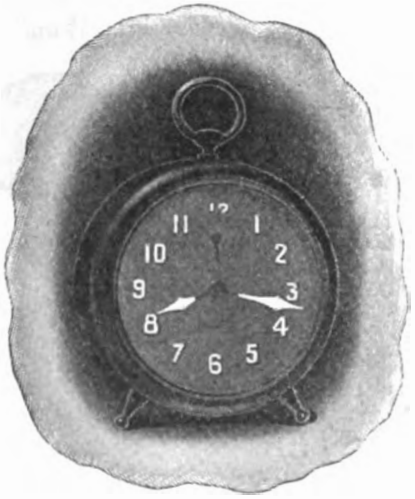
C. W. GAUSE CO., San Francisco, Cal.
Pacific Coast Representative



Handsome 3-color display stand and 8-inch wrench free with 2 doz. assortment including 3-4", 6-6", 9-8", 4-10" and 2-12".

The New Haven Brownie

TELLS THE TIME DAY AND NIGHT



FULL RADIUM WHITE DIAL
ONE DAY INTERMITTENT ALARM

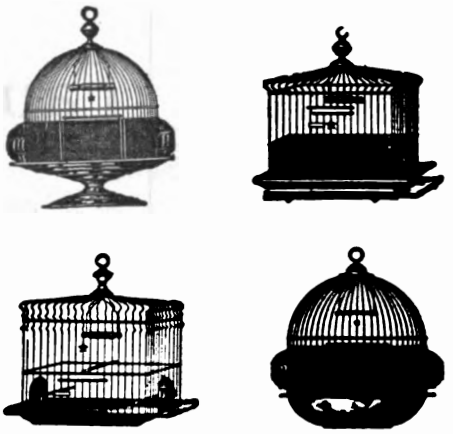
Height, 4 inches. Dial 2¼ inches. Alarm rings for 5 minutes, intermittently in 20-second intervals. Has silent switch. Case, seamless brass, heavily nickel plated. A compact, strongly made, attractive little clock.

MORGAN & ALLEN CO.

150 Post Street, San Francisco, California

O. LINDEMANN & CO.

35 and 37 Wooster St., New York ***Established 1863***



Manufacturers of JAPANNED, BRASS and TINNED WIRE

Bird Cages and Cage Sundries

A. L. Conger, 703 Market Street, San Francisco, Cal.
Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash.,
Representative for Washington, Oregon, Idaho, Utah, Montana and British Columbia

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End Your Fire Shovel Trouble

WITH THE

"NEVERBREAK"



Blade and Handle **Forged from One Piece** of High Grade Steel.
Blades 5½-in. by 8-in., with Handles 10, 16 and 20 inches long.
The Shovel You Can Absolutely Guarantee.
Your Jobber can supply you, or write us direct.

Made Only by

THE UNION FORK & HOE CO. - Columbus, Ohio

WHY STAINLESS?

THIS new steel, that "neither rusts, stains nor tarnishes," is not the result of an accident. Rather it represents the successful efforts of the metallurgist to produce a metal to meet certain specifications.

RUST and STAIN have always been with us, so much so, we have taken them for granted. Your knives need no longer be disfigured with unsightly stains, nor do you need to resort to the expedient of plated blades. Stainless retains its keen cutting edge and also remains bright and shining under all conditions.

In addition to the usual dinner and steak knives, "stainless" blades are furnished in the better-known patterns of solid and plated silver.

STAINLESS CUTLERY IS MANUFACTURED BY THE FOLLOWING COMPANIES:

American Silver Company, Bristol, Conn.
International Silver Co., Meriden, Conn
Reed & Barton Corporation, Taunton, Mass.
Rogers, Lunt & Bowlen, Greenfield, Mass.
Silver Plate Cutlery Co., Derby, Conn.
Simeon L. and George H. Rogers, Hartford, Conn.
The Watson Company, Attleboro, Mass.
R. Wallace & Sons Mfg. Co., Wallingford, Conn.
Wm. A. Rogers, Ltd., Niagara Falls, N. Y.

American Cutlery Co., Chicago, Illinois
Clement Manufacturing Co., Northampton, Mass.
Empire Knife Company, Winsted, Conn.
John Russell Cutlery Co., Turners Falls, Mass.
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Landers, Frary & Clark, New Britain, Conn.
Northampton Cutlery Co., Northampton, Mass.
Village Blacksmith Folks, Watertown, Wis.
Winchester Repeating Arms Co., New Haven, Conn.

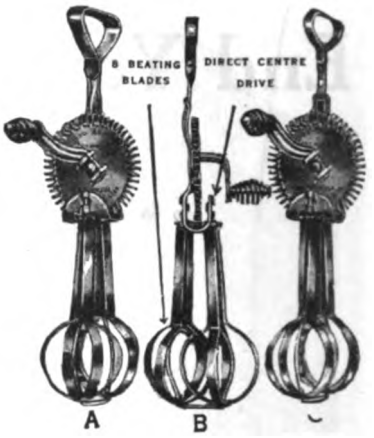
American Stainless Steel Company

1543 Oliver Bldg., Pittsburgh, Penna.

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Standard Goods —and Egg Beaters



Yes, a STANDARD in Egg-beaters —the LADD ALL-STEEL. Yet we find many merchants combining several different makes and qualities in one counter box; have even seen LADD ALL-STEEL BEATERS, THE STANDARD KITCHEN BEATER OF THE WORLD, in counter boxes with inefficient substitutes that perhaps have no place whatever in trade. Poor merchandising, isn't it? STANDARD GOODS DESERVE A PLACE BY THEMSELVES, TO BE SOLD BY THEMSELVES. THEY ALONE PROVIDE SUITABLE PROFITS AND FULL SATISFACTION.



Ladd Mixer-Churns

LADD ALL-STEEL BEATERS—3 sizes for all requirements.
LADD MIXER CHURNS—1 qt., 2 qts. Removable Beaters.
SATURN REELS—2 finishes, 40 ft. cord.
SATURN CAN OPENER—Safety, Stationary.
CAN OPENERS—5 usual varieties.
RAZOR PARING KNIFE. NUT CRACKERS.

JOBBERS the world over and US

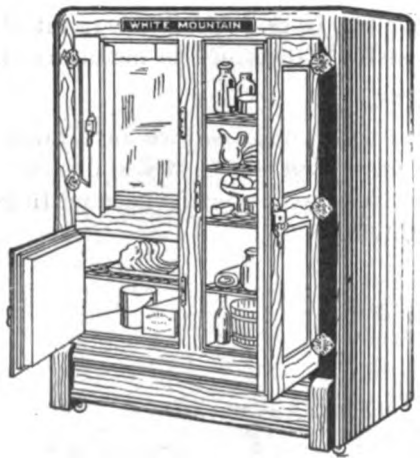


Saturn Clothes-Line Reels

UNITED ROYALTIES CORPORATION, 1133 Bway, New York

Representatives: Omer Cox, Atlas Building, 604 Mission St., San Francisco, Calif.; Sands & Cox, San Fernando Building, Los Angeles, Calif.; Strimple & Cox, L. C. Smith Building, Seattle, Wash.; Rankin & Cox, Newhouse Building, Salt Lake City, Utah; Taylor, Youngs & Cox, Temple Court Building, Denver, Colo.; Strimple & Cox, Corbett Building, Portland, Ore.

White Mountain Refrigerators



"The Chest With the Chill in It"

There is absolute satisfaction as well as profit in handling a refrigerator so universally known as the famous "WHITE MOUNTAIN"—A Refrigerator used **"in over a million homes"**—A Refrigerator bearing a name recognized as a quality standard for generations.

"WHITE MOUNTAIN" refrigerators have patented features and points of excellence which no other refrigerator possesses.

A line of refrigerators complete in every practical style, size and finish with a range of prices to meet every trade requirement.

Our beautiful 1922 WHITE MOUNTAIN catalog has just come off the press and will be mailed upon request.

Maine Manufacturing Company - Nashua, New Hampshire



BRANCH OFFICES:

New York City; Boston, Mass.; Atlanta, Ga.; Dallas, Texas; San Francisco, Cal.; Denver, Colo.; Melbourne, Aus.

PACIFIC COAST DISTRIBUTORS:

San Francisco..Dunham, Carrigan & Hayden Co. Portland .....Honeyman Hardware Co.
Sacramento .....Miller-Enwright Co. Seattle .....Schwabacher Hardware Co.
Yakima Hardware Co., Yakima, Wash.

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Sectional view of Heatkwik bottom Design patented No. 58,200

A Wonderful Improvement in Glasbak—the "Heatkwik" Bottom!

GLASBAK dishes have always been popular. Now, with this important new feature, you'll find them in greater demand than ever!

The "Heatkwik" bottom (design patented) allows free circulation of the oven heat underneath each baking dish—that means quicker and more even baking, and of course, saving in fuel.

Glasbak Ware is guaranteed to withstand the heat of any oven—never chips or cracks, is easily cleaned and always looks attractive. Women like Glasbak Ware because they can take it right from the oven and place it on the table, thus saving extra dishes. It has a beautiful, smooth, lustrous finish and comes in all styles—pie, bread and cake pans, casseroles, custard cups, bean pots, ramekins, baked apple dishes, etc.

Glasbak dishes are packed in individual cartons for your convenience in handling. Send for Booklet V.

McKEE GLASS CO., Jeannette, Pa.

The

TRADE **EVEREDY** MARK

Bottle Capper No. 3 for Home Use



Patented
U. S. Oct. 19, 1920
Canada, May 3, 1921

DEALERS ARE WARNED TO BEWARE OF INFRINGEMENTS

Warranted Unbreakable
Made entirely of Malleable Iron and Steel

There is no set limit to the amount of Capping that can be done with an Everedy.

The speed and skill with which it is operated numbers the amount of bottles that can be capped.

And all bottles are sealed absolutely air-tight.

The pressed steel capping head with reinforcing flange assures this.

Packed in individual cartons, half dozen to shipping carton, weighing 23 lbs. See your Jobber.

Manufactured by

The Everedy Bottle Capper Co.
Frederick, Maryland

Furnished with rubber-cushioned base, as shown, or with 10" hardwood base.

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DUALITE

The Only Lamp with the Double Filament

NITROGEN WHITELITE LAMPS

From 40 to 1000 Watts



Licensed under General Electric Company's Patents

Are Your Lamp Sales Jumping or Slumping?

Naturally every dealer expects his lamp sales at this season of the year to take a big jump. Yet many dealers are complaining of slow sales.

If your sales are slumping instead of jumping, don't take the easy attitude of blaming it on "hard times." Perhaps there's another reason, and this reason may be the kind of lamps you're selling.

There are lots of poor lamps on the market; low in candle power; short-lived; made to sell on price.

Lamp users—at least a considerable percentage of them who appreciate the difference between a really good lamp and one that is short-lived and inefficient in candle power—are **passing up poor lamps.** They are turning to better lamps.

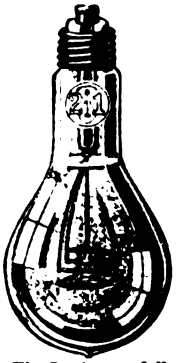
Sell Whitelites and Dualites to those who are willing to pay a little more for maximum candle power and longest life.

WHITELITE ELECTRIC CO.
368-370 Broome Street, New York City

We Want to Hear from Live Dealers

DUA LITE

Now in 75, 100 and 200 Watts



The Dualite is fully protected by U. S. Patents, and is made and controlled exclusively by us.

The Superior Gas Filled Lamp with One Filament

WHITELITE

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (*Nickel-Steel*) *Ware*
El-an-Ge Enameled Ware
and
Pearl-Agate
Turquoise Enameled Ware

New York **Chicago** **Boston** **San Francisco**

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CHATILLON SCALES

CHATILLON

Household Necessities



Chief among the utensils a progressive housewife uses are a family scale, a paring knife, and a kitchen cleaver. The hardware dealer who handles these articles can sell a good class of trade, with resulting greater profit to himself.



Dealers who carry Chatillon Household Necessities in stock report good business from these articles, because of their inherent quality, good service rendered, and moderate prices.

Get in touch with your jobber and ask for prices and full information

85-99 Cliff Street
New York City, N. Y.

JOHN CHATILLON & SONS
New York U.S.A.

ORDER FROM YOUR NEAREST JOBBER

The
OLD RELIABLE
Lines of

American Enameled Ware

—

Marble
(Blue and White)

Swedish
(Mottled Veined)

White and White

—

Sold by all the leading house furnishing and hardware houses

—

30 years of unfailing service and satisfaction

—

THE AMERICAN STAMPING & ENAMELING CO.

MASSILLON, OHIO

3 Plants at Bellaire, Ohio, and Massillon, Ohio covering 15 acres of floor space

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Western Made for Quality Trade and Sold All Over the United States

BESTOV

Electric Toasters
Electric Table Stoves
Electric Heaters

Low Price and Large Profits for You

Simplicity of construction, beauty of design, economy of operation, make BESTOV one of the fastest selling lines on the market. Rigid adherence to the highest standards of manufacture make possible the maximum service performance of BESTOV appliances.



Table Stoves

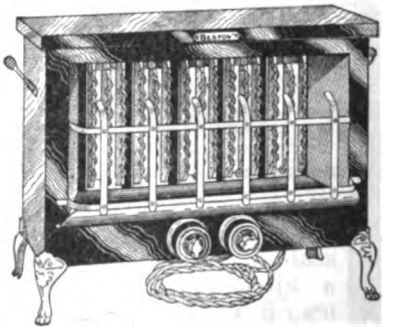
Size: 8½ inches square, 6 inches high—660 watts.

No. 201—Uniform Blue Steel. List Price..$5.00

No. 202—Highly polished blue steel, nickel-plated top. List Price.....$6.00

No. 203—All nickel-plated. List Price.....$7.00

No. 204—Same as No. 203, but with C-H Switch in cord. List Price....$8.00

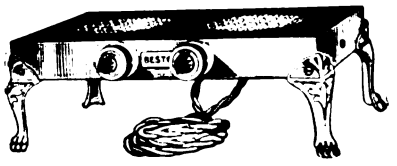


Luminous Heater

Oxidized copper frame, nickel-plated legs, polished copper reflector.

No. 601—1800 watts. List Price.....$30.00
9 inches deep, 26 inches long, 22 inches high.

No. 602—3000 watts. List Price $37.50
9 inches deep, 21 inches long, 22 inches high.

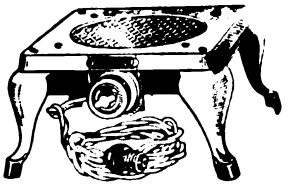


Twin Stove

Size: 9 inches wide, 18 inches long, 6 inches high.

No. 401—Blue steel, nickel-plated, cast iron legs. 1st hole 550 watts, 2nd hole 650 watts—total 1200 watts. List Price $16.50

No. 402—Cast iron, all nickel-plated. 1st hole 550 watts, 2nd hole 700 watts—total 1250 watts. List Price $22.00



Three Heat Stove

Size: 9 inches square, 6½ inches high.

No. 403—Cast steel. All nickel plated, 660 watts. List Price $15.00



Toaster

No. 301—Size: 5 inches wide, 9 inches long, 5 inches high. All nickel-plated, 400 watts. List Price $5.50

If you are not stocking this profitable line write for further particulars.

BESTOV MFG. CO., Seattle, Wash., U. S. A.

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Where COLOR is important—specify Hygrade DAYLIGHT Lamps

For show windows, mills making colored fabrics, printers and lithographers, department stores, clothing stores, color manufacturers, artists' studios, amusement parks, rug dealers, auto painters, hosiery manufacturers, book stores, dressmakers, milliners, dyers, florists, fur dealers, paint dealers, upholsterers, etc.

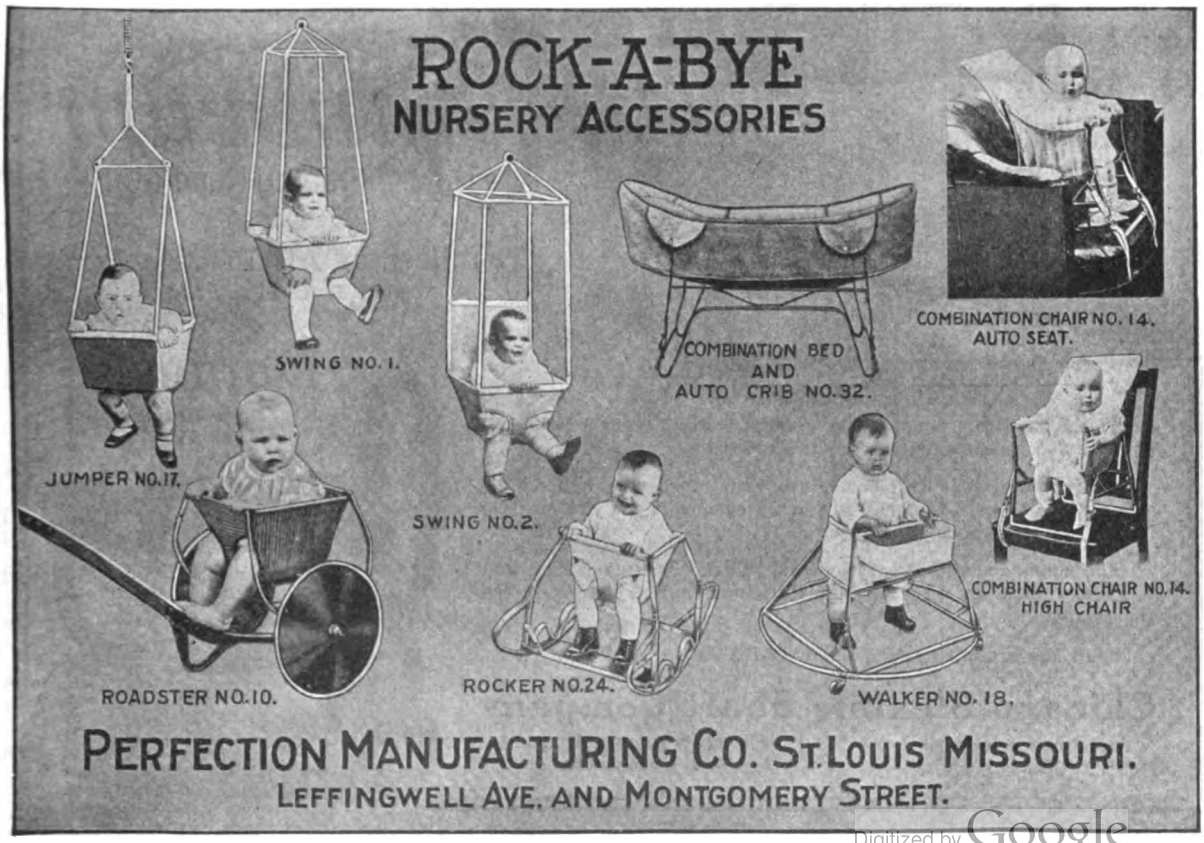
Hygrade DAYLIGHT Lamps give light of a quality which will ordinarily make colors appear as in daylight.

Licensed under the Tungsten Lamp Patents of the General Electric Co

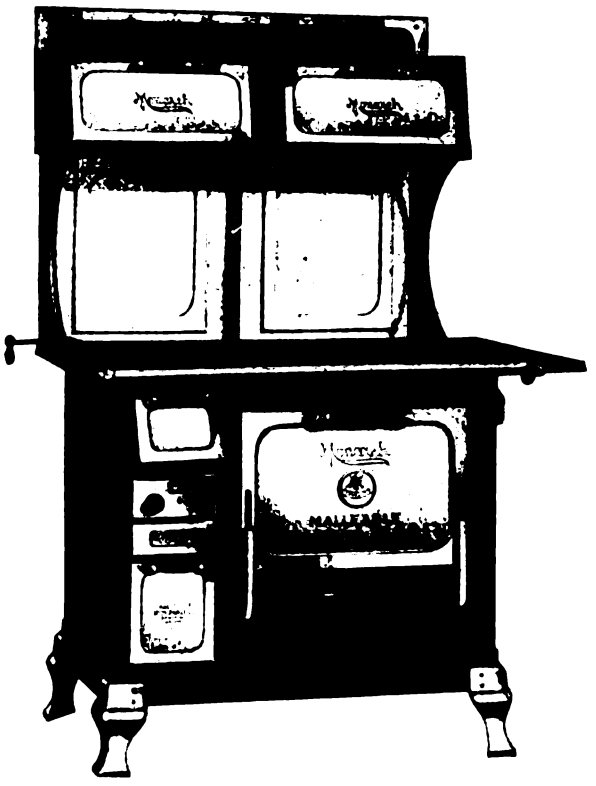
OMER COX
Western Representative
Atlas Building San Francisco, Cal.

HYGRADE LAMP CO
GENERAL OFFICE AND FACTORY SALEM MASS

The Hygrade Lamp Company makes a complete line of 183 types and sizes of large style tungsten lamps, including the NEW Hygrade Mill Type Lamp, the WHITE Hygrade and bowl enameled lamps.



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The Reputation of Lasting Satisfaction

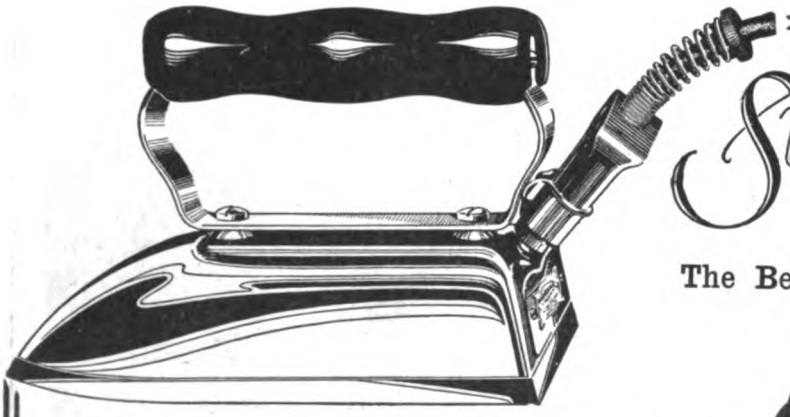
Which the MONARCH Line enjoys has increased the dealer's volume of range sales many times.

The Housewife using a MONARCH Malleable Range experiences complete cooking satisfaction and encourages her friend or neighbor in the purchase of a MONARCH also.

We shall be glad to tell you more about the MONARCH and of the many advantages derived through selling them — **The most important of which is the INCREASED PROFITS AFFORDED.**

Monarch MALLEABLE
The "Stay Satisfactory" Range

Malleable Iron Range Co.
BEAVER DAM - - - - - WISCONSIN



Sunbeam
The Quality Hand Iron

The Best of All Electric Irons
Price Reduced to $7.50

Domestic
Price Reduced to $5.75



These two irons meet every requirement of your customers, and are the greatest values offered today.

No customer will ever come into your store who will not be satisfied with one of them. A few of each will get you electric iron business as nothing else will.

The Sunbeam and Domestic make ideal Christmas gifts, and you can get them in gift boxes without extra charge by so specifying.

Send the order to your jobber TODAY.

Chicago Flexible Shaft Company

5604 Roosevelt Road
Chicago

31 Years Making Quality Products

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Hardware World

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Volume XVI DECEMBER :: 1921 Number 12

Loyalty Wins

LOYALTY has won a place in the world for many a man who would otherwise have been kept with his nose to the grindstone to the end of his life. Loyalty to an ideal, a friend, a corporation, or your employer does not mean servility or a lessening of your self-respect. You are not required to humble yourself one iota. Quite to the contrary, you rise higher in the esteem of others whether they are directly concerned or not, as well as feeling better about things yourself.

Turn your thoughts momentarily to the few chronic kickers in your establishment—yes, they're present in every organization of size—inquire as to their length of service with the company, find out what their salary amounts to. Ten chances to one their pay envelopes are of the lean variety. Why?

Simply because they are short-sighted, unreliable individuals, influenced by every passing zephyr, ready to believe and repeat the insidious mutterings of the mob without first "thinking it over" quietly by themselves.

Don't get the habit. The world has enough of that type right now. Think for yourself, make yourself believe and feel that this old world of ours isn't such a bad place after all. Get a pinch of Loyalty inside your belt, and look up instead of down. It will net you a high rate of interest in the long run. The Loyal man is the dependable man to whom executives entrust affairs of importance and positions of responsibility.

Remember this, "An ounce of Loyalty is worth a pound of Cleverness."

Be Loyal.

A country is not made great by the number of square miles it contains, but by the number of square people it contains.

To have is less important than to be.

It's the man who has staying power who goes far.

For the convenience of our subscribers and advertisers, we maintain offices and our representatives will be found at any of the addresses mentioned below. Correspondence will receive prompt attention by addressing the office nearest home.

Boatmen's Bank Building, Broadway and Olive, St. Louis | 421 First Nat. Bank Bldg., Chicago | 70 Fifth Ave., New York | Phelan Bldg., San Francisco | 105 S. Houston St., Dallas, Texas

388 Taylor St., Portland, Ore. | 424 Higgins Bldg., Los Angeles | 505 Pioneer Bldg., Seattle | 204 Scott Bldg., Salt Lake | 220 Pacific Bldg., Vancouver, B. C., Can.

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Equal Opportunity is the "American Plan"

THE "open shop," so-called, has been given the name of "The American Plan." This more clearly defines it, for it aims to give to every worker in the country the same opportunity to earn his living. It is opposed, and rightly so, to from five to ten per cent of our millions dictating the conditions under which all shall work, or saying that none but the five or ten per cent shall be allowed to work at all.

When President Gompers of the American Federation of Labor recently classed advocates of this "American Plan" as "enemies of labor," he did not show that skill in leadership that often has marked his long tenure of office, nor was he consistent with his own asserted belief in American democracy.

The American Federation of Labor does not embrace 4,000,000 workers. Should this membership presume to dictate the conditions, rates of wages, etc., under which all American workers shall labor? Should it set itself up as an industrial autocracy in democratic America? Should it be allowed to determine who may and who may not be permitted to earn a living in the United States For this is exactly what Mr. Gompers must mean, if he means anything, in attacking the "open shop."

The closed or autocratic shop had its opportunity during the war to demonstrate what its advocates claimed for it.

But what was the result? With wages more than doubled, often trebled, the output was in most cases restricted to less than half, often one-third what it was in ordinary times.

One instance in one line will suffice. Bricklayers who ordinarily lay 1500 bricks a day lay less than 500 and that with more than double the previous wage. Before the war 2000 was a fair day's work.

The record of former Secretary Daniel's "patriots in overalls" was even worse and we are now trying to dispose of hundreds of millions worth of ships for a paltry $2,000 apiece and no one wants to buy them.

Do you wonder why? Would you want to buy ships that instead of being put together throughout with iron bolts copper rivets, etc., wooden pegs or plugs were often used and painted over by these "patriots"? I know this from some mechanics who were going over some of these ships to examine their construction.

Bear in mind this was work done, not in one instance, but in many, by the closed shop workers at a time when ships were needed to transport troops and supplies. We were in dire need of them.

The country was being fed up on the "democracy" of the closed shop by Gompers and his cohorts. He was in the saddle and had full power to say the word and it was done. The closed shop was encouraged by our politicians to take full control.

Six thousand strikes in one year in America and each time being given in to made them feel they had America by the throat.

But truth will out and the awakening had to come—a new day has dawned and it is now that we are realizing that a fair day's equivalent shall be rendered for the money received.

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Do we wonder why the cost of living, of materials, of merchandise does not come down.

Then we have got to see to it that "value received" and given must be rendered, not only by those who work for and with us, but by ourselves also.

Each can and must do his part—no more slacking on the job—no more restriction of output. No more limiting of boys who shall learn a trade.

Until the spirit of real democracy is dead in this country, no minority, organized or otherwise, is going to determine on any question what the majority shall or shall not do. The "American Plan" will win and will be the prevailing plan simply because it is American, because it is fair, equal and wholly in consonance with our Constitution.

I BELIEVE—

That today is the best day since yesterday and that tomorrow will be a better.

I believe in life, laughter and love.

I believe that there is joy in life, if ye will but live.

I believe that what we love we own—love life, that ye may live.

I believe that environment, which is adamant before weakness, is fluid before strength, purpose and work.

I believe that there is no more precious treasure for today, nor higher heritage for the future, than a friend.

I believe that, on the whole, the world isn't so bad—and is growing better.

I believe that nothing worth while is wasted—that everything was, is and will be.

I believe that to be good is well, to do good is better, to "make good" is best.

I believe that we are helped in attaining our ideals by knowing that our friends believe in us and expect great things of us.

I believe that laughter means red blood and long life.

I believe in the divinity of all, as well as the divinity of the One.

I believe in the hearty handshake, in hospitality, comradeship, friendship and love. —Arthur Fisher.

"How do you find business?" "By going after it." Timely, isn't it?

THE WEALTH OF A MAN

Says Thomas Carlyle: "The wealth of a man is the number of things he loves and blesses, which he is loved and blessed by."

This is the sort of wealth that is laid up where moth and rust do not corrupt and where thieves cannot break through and steal. It is the wealth that every one may coin freely and unlimitedly in one's own mint. To increase it, all that is needed is to increase the number of things that are loved and blessed and to garner the love and blessings that come from them.

This free and unlimited coinage needs no legislative sanction. It is coin that never can be counterfeited, except where selfishness does the minting and coins love and blessings for the purpose of getting love and blessings. The genuine currency of such mintage coins the love and the blessings without the slightest thought of anything but circulating them. If they come back and increase the store of wealth, well and good, but they were not sent out for that purpose.

Figure up your wealth according to this formula, and you may be surprised to discover that the richest man in the world sits just opposite your good wife every morning at breakfast.

When a man is out of a job it isn't easy to get him excited about the awful plight of wage slaves.

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Time to Stop Misrepresentation in the Movies

Manufacturers as well as jobbers and dealers have a duty to themselves as well as to the public to perform. Misrepresentation, lies and calumny of industry, not only brings discontent but Bolshevism.

We have long wondered that some manufacturer did not have the courage of his conviction to expose the misrepresentation and lies that are presented for public consumption through many of the movie plays upon which the public is being continually fed.

We have all seen moving pictures ostensibly showing conditions in industries in which the starving wife and suffering children are held up as the victims of an insatiate greed of "corporations," "capitalists," "manufacturers"—anyone in fact who took any part in developing our resources and industries.

There is no denying that a great deal of crime is engendered through the instrumentality of the movies and those who are loudest in condemning a movie censorship and talk much about free speech are the very profiteers who through misrepresentation are encouraging a radicalism which bodes ill for our nation.

Recently the Remy Electric Company of Anderson, Indiana, realizing someone should take the initiative in bringing to the attention of the people in their community the slander that is permitted to go unchallenged through the moving picture known as "The Whistle."

We commend the action of the Remy Electric Co., not only to other manufacturers but to every American citizen who has at heart the welfare of his community and of our country in general.

The item received from the Remy Electric Company and calling attention to this is as follows:

Editor HARDWARE WORLD:

Isn't it about time the various manufacturers had courage to come out in the open and protect the rights of modern industry whenever they are assailed?

Read the enclosed editorial. We issued this in our local newspapers after a motion picture appeared in our city that we believe had a destructive effect—a tendency to convey the wrong attitude toward the manufacturing plant of today.

We are in the center here of a great industrial section and if a picture like the one with which we take issue was allowed to go on unchallenged, it would create a lot of misunderstanding.

Therefore, it was deemed advisable to openly criticize this picture and thereby do our part in protecting industries' right for fair play.

This picture alone is not the only offender. There are different pictures and other forms of propaganda making the rounds in which industrial relations are sorely misrepresented. But, this incident, shown right before our eyes, to our own men, was such an untruth, we could hardly let it go by without a word of defense.

Other manufacturers we hope will take up the cause and see if together we cannot show the scenario writers, producers and censors, where they have the wrong ideas about working conditions. Then, we hope in the future, plots involving industrial scenes, will be honestly portrayed.

Let us all work together in this regard to abolish industrial slander. To help the cause, you can make whatever use of the attached editorial you see fit in your news items. Yours truly,

Anderson, Ind. REMY ELECTRIC CO.

CORRECTING A MISREPRESENTATION

A film entitled "The Whistle" appeared at one of the local motion picture shows recently. The story it told was a gross misrepresentation and a word should be said to correct the faulty impressions it must have created.

Usually we would ignore such an absurdity as this picture. Silence, however, may be misunderstood, therefore, we feel it is some manufacturer's place to take issue against this slander of modern industry.

The scenario of "The Whistle" is based on industrial relations as they supposedly exist. Present ideal working conditions, safety regulations, child labor laws, etc., mean nothing to the authors. The factory whistle is shown hounding the workman. The hero and his son rise to its raucous blasts and all day long as they toil, they register hate every time it blows. The shop where they work is filthy. Safety arrangements are entirely disregarded, as the loose belts and exposed machinery show. The factory owner is a tyrant, lending only deaf ears to the employes' appeal for better conditions.

Preposterous as it seems, the hero who is shop superintendent has his eleven year old son working at one of these dangerous machines. One day the boy is caught by an exposed wheel and meets a horrible death. The superintendent's wrath is incited. For revenge he kidnaps the employer's young son and leaves town. By peculiar circumstances the old employer and kidnapper meet after six years. He tells his former superintendent how he has seen the light and that now safety regulations and ideal conditions may be found at the old plant. This unexpected turn of affairs, tearfully moves the man who would be a kidnapper, and the stolen son is returned.

Is Work Loathsome?

Isn't that just a bit overdoing it all around? Is the factory whistle such a nightmare? Is work such a loathsome thing as this picture paints it? Is the modern plant so dangerous? Are all employers rascals? We believe the theme of this story is un-American. It creates a class consciousness. It gives the audience a wrong mental attitude toward industry.

As Anderson is an industrial community most folks who have seen the picture know conditions as they really are and place little faith in this film. But there are those who have never been in a modern plant and they may think this picture a true portrayal of existing conditions.

The title role is played by Wm. S. Hart, who usually takes strong, virile, uplift parts. He is out of place in this picture, as it is destructive instead of edifying. The acting cannot be impeached but the moral behind the story and the method in which it is presented does not do justice to the star.

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Have the ideas of movie censors become so warped that they are overlooking the bigger issues? Is the proper style of bathing suits and the correct height of skirts the only things the eyes of censorship can see? Isn't it time to learn that there are other morals aside from those that affect the way we are clothed?

A Moral Issue Involved in Misrepresentation

Don't the censors know it is just as wrong to show an untrue picture of industry as it is to misrepresent any other form of society? Still, they see no harm in this continually championing the poor downtrodden workingman and condemning his heartless wretch of an employer.

Isn't it time to stop this slander of industry? Let the tune be changed. Instead of defaming work, why not glorify it?

Loose belts and exposed wheels are not good practice in industrial plants today as "The Whistle" picture would have us believe. Neither are mere children found at the wheels of machines. They are usually in school at the ripe age of eleven. Can you imagine a big, husky daddy working his eleven year old son as the poor little "Whistle" fellow labored?

Nowadays employes do not call mass meetings to enforce safety rules. The state looks after these things. The state also says at what age children shall or shall not be employed. And the workingman's compensation laws set the amount of indemnity to be paid disabled employes. No, it is not necessary for the wife or mother of an injured workman to beg the employer for aid like the poor woman in "The Whistle." These payments are compulsory.

Therefore, wives and mothers who have seen this picture, it is for your ease of mind that we are taking such measures to correct a misrepresentation. We want to assure you that repulsive and fatal accidents like the one in "The Whistle" have little chance of taking place in a modern shop. You may allay all fear that your loved ones are daily walking into the jaws of destruction when they pass through the factory gates.

Movie Incites Crime

We understand that murders, shootings, etc., are usually censored, but in "The Whistle" picture they allow a ghastly killing to be shown in its entirety without what is termed a "cut out" in the movies. Other kinds of murders, remember, are not permitted, but when poor old industry happens to be the murderer, the censors pass it by.

Is this fair to industry and the pains our factories take to make such things impossible? Not alone are the state safety laws rigidly adhered to, but in addition "Safety Men" are employed in most plants to prevent even petty injuries. Their job is to make the shop just as safe a place as the home.

In taking issue against this picture we hope we have been able to clear up any misunderstanding. We have demonstrated, we believe, that industrial conditions as they really exist are just opposite to the way this film pictures them. Against the movie house that showed "The Whistle" we hold no brief. It is the producers and censors that we blame for this misrepresentation of industry, which we are taking this means to correct.

REMY ELECTRIC COMPANY
Anderson, Indiana

REAL SALESMANSHIP

There is a difference between selling an article to a customer and selling the customer on the article. It is the difference between one sale and the owning of a customer. An article disposed of is not sold until the customer is convinced and satisfied. Whether or not he has bought the article is only an incident. Real salesmanship aims at permanency.

THESE MEN STARTED AT THE BOTTOM

Men who have reached the top in America's "Who's Who in Business," started on the road to success by saving a good part of what they earned.

Edward H. Harriman was a poor minister's son; George Eastman, millionaire president of a camera company, worked for $3 a week; F. D. Underwood, president of the Erie Railroad, was a railroad brakeman; Gen. Coleman du Pont, United States Senator from Delaware, worked in a coal mine; F. W. Woolworth, of the 10-cent stores, was a grocery clerk; Thomas Edison was a newsboy; John D. Rockefeller and John Wanamaker started in life as clerks; Henry P. Davison, partner of J. P. Morgan, was a farm hand; G. D. Swift, founder of the meat-packing house, worked in a butcher shop; Henry C. Frick, the coke king, worked in a flour mill; Charles M. Schwab, the steel magnate, was a day laborer.

How are you spending your time, as well as your money, young man?

FORGETFULNESS, A BIG LIABILITY

Often we hear in a store or office the old excuse, "I must have forgotten." Daily do business institutions pay the penalty for such forgetfulness of their force.

Ordinarily the party who is guilty of forgetfulness does not realize the seriousness of what he or she has neglected. It is taken as a matter of course, a mere trifle in the day's work. They lose no sleep over it, but someone must carry the burden. Someone must pay the penalty for that employe's forgetfulness.

Usually it is found in a careless or natural shirk, who uses such means of avoiding responsibility. While this is not always true, yet it is true nine times out of ten.

Anyone who takes a real interest in the work they are doing can cure a defective memory if they go about it in an earnest way. The average person doesn't seem to realize the seriousness of a poor memory. If it is found that one is habitually indifferent and careless and makes no effort to remedy the defect, it is a short-sighted policy to attempt to carry them along.

It is far better to get someone else who will take an interest in the business and let the indifferent person learn by experience. As the saying is, "Experience is a dear teacher, but fools will profit by no other."

Memory of an active and reliable nature is an exceedingly important asset in any business.

How often we meet pleasant, agreeable people apparently with a wonderful fund of information, who can entertain their guests by the hour, and yet when it comes to practical, every-day results and experience they amount to little in the world.

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Fewer Reformers, More Performers Needed

Time to Suppress the "Gimme's"; Wages Without Work, Ease Without Energy—Now Reaping Results of Our Verbose Reformers of the Past Ten Years

Editor HARDWARE WORLD:

For one, I am plumb sick of all this talk about "Capital and Labor," "The Great Unwashed Proletariat," "Does working eight hours unfit a man for toddling?" and "Knee skirts as a stimulant in place of alcohol," and all this gush.

It strikes me that what this world needs right now is a "damcite" fewer reformers and a "damcite" more performers.

We are so busy talking efficiencies that we only have time left to produce deficiencies; we discuss industrial relations so much that we fail to practice industry.

We need less advice about how to do things —and a "heluva" lot of advice for not doing them.

We need less argument and more action, less "welfare" and more work, less give and more get.

We have been so fed up on political buncombe by reformers for the past ten years about "democracy" and "social justice" that we now see that we are reaping the fruits of it in a marked increase in crime by those who have thus been educated to believe that the whole world owes them a living; that the surest and easiest way to get on the pay roll is to hold up a bank or a train, or a merchant or a mail car.

We have been blinded by words, by politicians who used them to conceal their thoughts and whose aims are to obtain office by catering to union organizers whom they suppose are able to deliver the vote.

We are beginning to get our eyes opened, and the great mass of union labor workingmen, honest and sincere at heart, are beginning to see how they have been deceived by their organizers and officials, who feel that they have to do something to earn their $25,000 per year pay.

I knew a man who had rheumatism and moved around entirely on his knees for four years, during which time he cleared thick beech and maple timber from forty acres of heavy land, besides carrying on the work of a pioneer farm.

He was aided and abetted in this crime against the four-hour day by an energetic and thrifty wife and numerous growing children.

He lived to eat a dozen simon-pure buckwheat flapjacks as trimmings for a breakfast of solid food every morning until he was well past eighty. His average working day was around seventeen hours.

He wasn't particularly remarkable in his generation.

It was a generation that never got fogged on the fundamentals. It knew that to eat bread, a man had to raise wheat. If he failed to raise wheat and the neighbors couldn't help him (generally they couldn't in those days), he stood an excellent chance of acquiring starvation title to a 6x2 plot of ground.

The men of that day didn't give much of a tinkersdam about the relations of owner and worker or whether employers kept a chiropodist for every ten employes.

Those men, as do all of us, lived and loved and smiled and suffered and, when their time came, died—but through it all until the end, they worked. And they made America the greatest producing country in the world.

The most elemental proposition in nature is that man must work to live—"in the sweat of his face shall he eat bread." The trouble today is that most of us want to eat only cake and three-inch porterhouses, without sweating—beg pardon, perspiring—one single, little perspire.

Everyone Has the "Gimmes."

Two colored boys, one tall and one short, were standing at the Union Station the other day. The tall one produced from his pocket paper, tobacco and match, rolled a cigarette and lit it.

The short boy watched him and finally said, "Say, boy, gimme a slip."

The smoking negro fished in his pocket and handed over the paper.

"C'mon, boy, gimme some tobacco," begged the little fellow.

He got it, along with a corner-eyed look, and proceeded to make his cigarette. That finished and in his mouth, he looked again at the taller negro.

"Now, gimme a match, won't yuh?" he asked finally.

The tall negro slowly produced the match and passed it. As he did so, he spoke for the first time.

"Say, boy, where at you git that thar mofful o' 'gimmes,' anyhow?" he queried.

The universal request is "gimme an easy job and gimme more money and gimme everything the other fellow has—and then gimme butter on it!"

It is sickening. The only things any of us should ask for are a little less government and a lot more grit—and health. We can hustle for all else we are entitled to.

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The only persons whose positions are secure are the dead ones—and most folks don't want security at the price of death.

Here is what ails us—we are plain, shiftless, good-for-nothing lazy. We try to get wages without work—ease without expenditure of energy. We attempt to dictate the value of our efforts, rather than accept the market price for the products of those efforts.

And it can't be done.

The law of compensation has never been repealed—and perpetual motion is still a chimera. We can't get something for nothing or lift ourselves by our boot-straps. And if we all turn preachers, where will the congregations come from?

It is time for us to quit living in tomorrow and begin living in today. Today is the only day in which we ever will accomplish anything.

We should quit dreaming about what we will do when success strikes us or the millenium overtakes us—and start planning how to give more real service and better value for every dollar we receive today.

The world is facing some big problems, we are told.

Most of those problems depend upon readjustment from war conditions and the mental attitude of the last few years.

Readjustment will be here when all of us know that we are getting a dollar's worth for every dollar that we spend. And that, again, is predicated upon each of us giving a dollar's worth for every dollar that we get.

This means greater output at lower cost—more economical production, which will permit more equitable prices and restore normal demand.

In other words, it means honest work and useful service.

By way of solution of the problem of economical production, let every individual in this country—every individual in your business and our business—let you and I—try this:

Get right down in harness on the particular job that is ours or the first job that comes to hand, be it sweeping a floor or directing a bank, and do it in the very best and the very quickest way that we can discover—and let the other fellow go and do similarly.

If we do that I'm thinking it will be a mighty short time until we will have no need to worry about prices or profiteers, leagues of nations or fool notions, unions or uniforms.

If all of us will try to be satisfied with our job and our joys, our food and our Ford, our faith and our friends—and will work likell and smile, quite probably most of the world's problems will solve themselves, without special legislation by congress or the appointment of additional government commissions.

And should conditions not be pleasing after we have given that plan a fair test, there is still time for us to go to the Fiji Islands and launder fig leaves, join the Utopia being operated by Messrs. Lenine, Trotsky, et al, which Hearst and his kind are interested in "putting over."

But for prosperity's sake and all our sakes, let's give honest work a trial first.

Yours truly,

A. E. MEDART.

JOT IT DOWN

If you're going to meet a man,
Jot it down.
If you've got at little plan,
Jot it down.
If you never can remember
Your requirements for September
'Till October or November,
Jot 'em down.

If you've got a note to pay,
Jot it down.
If it's due the first of May,
Jot it down.
If collections are so slow,
That to meet the note you know
You must dun Old Richard Roe,
Jot it down.

If you have a happy thought,
Jot it down.
If there's something to be bought,
Jot it down.
Whether duty calls or pleasure,
If you're busy or at leisure,
It will help you beyond measure—
Jot it down.

If you've got to meet a train,
Jot it down.
If you think it's going to rain,
Jot it down.
If at work or only play,
If at home or far away,
In the night or in the day—
Jot it down.

MODEL HARDWARE ACCOUNTING SYSTEM

McCreary Bros., whose enterprise and originality in conducting their business at Scottsbluff, Nebraska, have attracted national notice, have a model accounting and bookkeeping system which has recently been described in full in a special booklet issued by the Burroughs Adding Machine Co. Any merchant interested may secure copies of the same through any office of the HARDWARE WORLD.

True greatness is to have learned directly from life its lesson of good and evil, and to have come through it all with laughter, a hard head, and a soft heart.

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Commend Congressman Blanton—Condemn Truckling Politicians

Editor's Note.—In our November issue on page 144, we published a letter from one of our subscribers, in which he made the statement that one of the many things for which he had to be thankful was that Samuel Gompers was not running the government.

Commenting upon this letter, with which he says he wholly agrees, Mr. McCarthy, traffic manager of the Salt Lake Hardware Co., in his letter published below, raises another point that we believe should interest every American citizen, viz.; the censure of Representative Thomas L. Blanton, of Texas, for publishing in the Congressional Record, under leave to print, an extension of his remarks or views, in which Congressman Blanton discloses the domination and tyranny that exists, not only in the government printing office at Washington, but that has existed in all the government offices the past several years.

Congressman Blanton is one of the few men in Congress who have demonstrated this courage to tell the truth and give the facts relative to the domination of the unions in all departments and offices at Washington during the last eight years. Although a lifelong democrat, Mr. Blanton places loyalty to country above loyalty to party, and for that reason he has been persona non grata with prominent democratic politicians, as well as with politicians of the republican party, who owed their election to their attitude in truckling for what is known as the "labor vote."

The remarks, and evidence of Congressman Blanton, to which Mr. McCarthy refers, is too long for publication, occupying several pages in the Congressional Record, but those of our readers who are interested in knowing the facts, how every employe in every department at Washington is compelled to belong to a union or lose his job, the excessive demands made upon them to contribute, that strikes may be carried out, the pernicious system that has gradually been built up under the supervision of the former secretary of labor and Samuel Gompers and his son (and it is the duty of each one to be informed upon these matters), should secure a copy of the Congressional Record of October 22, pages 7418-7425.

It is the duty of every business man to support and commend, regardless of party politics, men with the fearlessness and courage of Representative Blanton, who hesitate not to give the facts, even at the risk of being suspended from congress for doing so.

It should be borne in mind that the language for which he was censured was not used by him, but merely the language of certain government employes, which he quoted and caused to be printed in the Congressional record. He is deserving of the thanks of the country for making the quotations he did, that we may know the kind of men who fill such positions, and to whom they owe their appointment.

Editor HARDWARE WORLD:

I was quite interested in the article on page 144 of your November issue containing J. A. Moore's view of "Presidential Democracy," and am in very hearty accord with all he says except his conclusion that we have many things for which to be thankful, "aside from the fact that Samuel Gompers is not now helping to run the government."

Having just completed a very careful perusal of the Congressional Record, containing the extension of Mr. Blanton's remarks, followed by an outburst of balderdash and piffle in reference thereto on the floor of the house, I have wondered if our representatives in the lower house of congress are not more interested in placating Mr. Samuel Gompers and the interests he represents than they are in defending the right of the loyal citizen to earn his living and provide for his family without dictation from the labor unions.

The language to which such serious objection was raised was not Mr. Blanton's, was not offered with his approval, nor was it so printed that anyone who had never heard it could read it understandingly, and it seems to me that only by publishing the matter in its entirety could he show the deplorable conditions existing in the government printing office.

I think, and my view is shared by everyone with whom I have discussed this matter, that instead of being censured, Mr. Blanton is entitled to a vote of thanks for exposing a condition which congress, representing all the people, is in duty bound to correct without a moment's delay. The house, however, saw fit to ignore the vital principle which Mr. Blanton so courageously upheld and saw fit to drown it in a flood of indignant claptrap oratory.

As long as congress maintains its present attitude and fails to take action necessary for the protection of the right of any man, regardless of his affiliation with any labor or other organization to employment in the service of our government, we are hardly justified in agreeing with Mr. Moore's conclusion that "Samuel Gompers is not now helping to run the government."

Yours very truly,
W. S. McCARTHY,
Traffic Mgr., Salt Lake Hdwe. Co.

DON'T STOP

If you stop to find out what your wages will be
And how they will clothe and feed you,
Willie, my son, don't go on the Sea,
For the Sea will never need you.

If you ask for the reason of every command
And argue with people about you,
Willie, my son, don't go on the Land,
For the Land will do better without you.

If you stop to consider the work you have done
and to boast what your labor is worth, dear,
Angels may come for you, Willie, my son,
But you'll never be wanted on Earth, dear!

—Rudyard Kipling.

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A Merry Christmas and A Happy Inventory

(By Harry G. Nye)



To me, the most wonderful thing about Christmas is the time it comes. If there is any holiday placed at the right spot in the year, Christmas is the holiday. It comes right after the Christmas shopping, when a merchant ought to be feeling prosperous, even if he is a little tired.

And it comes, too, during the Christmas vacation, when the boy is home from military school or the girl from "finishing" school (so called because the bills just about finish father), or they are both home from public school, which is the best place for them to be home from, anyhow.

So, with the kids home, and a nice holiday trade, and a few other cheerful things, the old man is likely to be full of the Christmas spirit then, if he ever is. And then along comes Christmas!

Of course New Year's Day is almost as appropriately located. It comes on the first day of the year and it is a mighty handy coincidence. The Christmas shopping does not make us all happy—not by a long shot—because we are not all engaged in the selling of near-gold watches and near-tobac cigars.

But New Year's Day is sure to make us happy, for it is the season of the year when we figure up the year's business, and find out how much we made, and how much less it is than we ought to have made, and all that sort of thing.

"Charging Off" on a New Year

The first of the year, too, is the time of that happy little ceremony known as "charging off." It is the time when the Bad Account gives its last feeble kick and curls up and dies. For months we have sat by its bedside and hoped against hope. We have hand-nursed it ourselves for a few months and then called in Doctor Collector, and possibly brought in a specialist.

But now we know that all is in vain, and that we might as well let it die, and lay it away in the cemetery of experience, to be mourned for a little while, and then, let us hope, forgotten—forgotten, because we shall have other sick little accounts that shall need our nursing.

Now, also we can charge off something for depreciation. On December 31 our Ford may be worth $475.00, but tomorrow we know it will be worth only $237.00, unless Henry has cut the price again, and then, of course, it will be worthless. And the building we own will be worth two per cent less tomorrow than it is today. There is nothing to make a man as happy as a happy New Year and to realize that what was worth $1000 a year ago is worth anywhere from $500 to $990 now.

So New Year's comes right at the right time, too—for we probably have enough of the Christmas spirit left to get us through it.

It would be so awkward to have sleighbells ringing, say, in August, or have inventory come in the middle of our summer vacation.

Christmas and New Year's Must Stay Put

Make October 18 the Fourth of July, if you want to, and I won't especially care. Make June 11 Washington's birthday, and Washington is not in a very good position to object.

Make Memorial Day some other day than May 30, and it won't interfere with the baseball games for which it was apparently intended. You can take St. Patrick's Day away from the Irish—that is, if you are bigger than the Irish are—and shove May Day over into November; but leave Christmas and New Year's alone.

A man needs Christmas to get him through New Year's. It is only a week from Christmas to New Year's, when the merry Christmas bells are followed by the merry New Year's bills. The Christmas remembrances are no more than out of the road before the New Year's reminders are here—and some of the reminders are for the remembrances. If you want to know how much your wife loves you, get her a charge account at a department store, and then see all the pretty things she will give you.

The Gift That Share Their Blessings

She will gladden your heart with a new dining-room table and a new rug for the hall. She will make you happy with a tea-tray and a lot of other things. There is nothing in the world that gives a generous wife more joy than going around picking out nice Christmas presents for her husband. Doesn't she know how a new piano stool will delight you, bless her heart? Yes, she doesn't.

So I am glad that Christmas and New Year's are just as they are. We need New Year's to get us through the year and we need Christmas to get us through New Year's. So I wish you a Merry Christmas and a Happy Inventory. May you find the $50 goods you bought last April worth at least $35 now. There has been some argument whether goods should be inventoried at cost or value, but the real question is whether they should be inventoried at all. Let conscience be your guide, unless conscience is inclined to get gay with your money.

A Merry Christmas and a Happy New Year! May your Christmas presents be just what you want and your New Year's figures be just what you expect.

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Stock Records—Your Guard and Guide

(By W. W. Cooley, Burroughs Adding Machine Co.)

WHEN you embark in business, it is with the first thought of realizing on your capital investment a greater return than comes from a savings account, and second, to have a safer investment than the ordinary speculative stock proposition.

Government reports show that for every 100 new business enterprises, there are usually 75 failures. Therefore, it behooves the business man to safeguard himself to the utmost.

Business activities resemble the acts and wants of the Italian ditch digger who said, "I digga the ditch to getta the mon' to buy the grub, to makka me strong, to digga the ditch." You invest your capital in merchandise. You sell your merchandise for money. You again invest that money for more merchandise.

This rotation, or revolution, of capital constitutes the turnover in your business. The greater the turnover, the greater the profit. Do you know your turnover? Do you know your stock on hand?

A man running a business in seemingly good quarters, where customers enter and buy liberally, is assumed to be in a prosperous condition. Too often that is found to be a mistake. Why? Because those entering have been buying those goods that did not yield a profit sufficient to carry the expenses, due to the great amount of idle capital represented by dormant goods.

The average merchant will watch with the eye of a hawk the daily cash receipts. He will also see that they are safely deposited in a bank and thereby know his cash assets. But again, too many have no idea of what is on their shelves or in the warehouse. You may know your daily sales, both cash and credit, even know what each department is returning, and yet not know the value of the goods on hand or the length of time that they have occupied their sleeping quarters.

Stock records will not make you buy right, but they will help you. Stock records, of themselves, will not bring you interest, but they will enable you to so regulate your purchases that your saving in interest and discount will prove of great worth.

Stock records should tell you: The unit cost, from whom purchased, date of purchase, amount of purchase, sales, balance on hand.

With such information you will know: How to buy in the most economical quantities, what unprofitable lines to cut out, the time and amount of merchandise to order, when to close out short lines, amount of profit gained from each live line, where the leaks are and how to prevent them, how to figure costs accurately by lines, amount of money required in any department, how to watch invested dollar as well as cash, the rate of stock turnover by lines.

The great volume of "Trade Marked Goods" have both their cost and selling price fixed by the manufacturer. The gross profit is definitely fixed. Your net profit, therefore, depends upon your expenses and on your turnover. Keeping correct stock records enables you to see at a glance what articles are moving and what articles are "shelf warmers." With this information before you, you can quickly make a table of comparison that is very valuable.

To illustrate, we buy an article for $3,000 and sell it for $4,000. Our selling expense is 15 per cent. We have either one, four, or twelve turnovers. Note the difference in your net profits:

	Number of Turnovers		
	1	4	12
Unit cost	$3,000	$ 3,000	$ 3,000
Unit selling price	4,000	4,000	4,000
Per cent mark-up	25%	25%	25%
Total cost of goods sold	3,000	12,000	36,000
Total rec. for goods sold	4,000	16,000	48,000
Gross profits	1,000	4,000	12,000
Selling expense	15%	15%	15%
Amount of selling expense	600	2,400	7,200
Net profit	400	1,600	4,800
Int. per annum on investment	13 1-3%	53 1-3%	180%
Amount invested	3,000	3,000	3,000

MR. FERNLEY'S INTERESTING FIGURES

In the report which Secretary T. James Fernley made to the twenty-seventh annual convention of the National Hardware Association of the United States at Atlantic City last month, several interesting facts were brought out with regard to the wholesale hardware business in its national aspect.

It was Mr. Fernley's statement that average hardware prices rose to 178 per cent above pre-war prices and that now average hardware prices are 80 per cent above the pre-war mean. Some of these items are below these figures and some above.

Mr. Fernley recognizes 150 distributing centers in the United States, from which jobbing houses supply the retail hardware trade. Inquiry has shown that 20 per cent of wholesale orders come by mail. Seventeen new members have been admitted to the association during the past year, and the secretary-treasurer has covered 20,000 miles of travel visiting the various members at their places of business.

The reports further cover all phases of the wholesale business in an able and valuable manner.

Putting the G in genius. You start it with W and follow with O-R-K.

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Charles "Cutlery" Catlin—Knows Knives

A FAST worker and a sure one is Charles P. Catlin, manager of sales promotion in the new cutlery division of the Remington Arms Co.

If you would have our statement borne out four or five-fold, talk to him, as we were privileged to. If you are not one of the thousands of members of the hardware and sporting goods trade with whom he has personally come in contact to enthuse and enlighten, glance for a moment at his brief and brilliant record with Remington cutlery.

Mr. Catlin entered upon his present duties about the first of July. Four months later, by the first of November, he had visited every large jobber and distributor of the Remington Arms Co. in the United States, and conferred with every member of the Remington organization, going over the cutlery line in detail, item by item. He has also planned a tremendous publicity campaign for 1922, besides mapping out and setting in motion the hundred of other measures necessary to conduct in typical U. M. C. fashion the cutlery department of the Remington Arms. Co.

Most men in the trade would say that Mr. Catlin came to his new duties at a most unfavorable time. The Remington Arms Co. began cutlery manufacture less than a year ago, out of a clear sky. Full production was under way about the time that Mr. Catlin joined the company.

Yet in spite of this two-fold handicap—a dull market and a new venture—regard the result. The cutlery works are operating 14 hours a day, full force, turning out a complete line that has been heartily received by the trade as standard. Plans have already been completed to double the capacity of the plant. At present time the factory is behind on orders and the production chiefs have to hold Mr. Catlin back in his sales promotion efforts.



CHARLES P. CATLIN

Sales Promotion Manager of the Cutlery Division of the Remington Arms Co., who has started out to do for Remington cutlery what he did in a similar capacity for Community Silver.

Sales Executive From the Start

Charles P. Catlin has grown up in the hardware trade, as an executive, both in selling and buying. With Hibbard, Spencer, Bartlett & Co. at Chicago, he traveled as salesman. For some years he was with the Van Camp Hdwe. & Iron Co. of Indianapolis.

Large institutions are ever on the lookout for brilliant young men, and Mr. Catlin found himself facing a greater opportunity in charge of the cutlery department of Marshall-Wells, with headquarters at Duluth, Minnesota. Here he more than doubled the business of his department in two years, demonstrating his power and ability and the breadth and depth of his constructive ideas.

When the Oneida Community undertook to popularize and dignify silver plate, they turned to "Charley" Catlin, and in the ten or twelve years that he has directed Oneida promotion work the whole nation has come to know the product through the brilliance, imagination and sales power of his ideas. The fair damsel, gazing into the chest of silver, is a daughter of his mind.

Mr. Catlin points to the fact that no cutlery or knife line has at present a national sales demand from the consumer, so it is his ambition and his intention to place the Remington line in this position. There are over 50,000,000 prospects for pocket knives in the United States. If just half this number can be equipped with the Remington knives at an average of $1.00 apiece every year, an annual business of over $20,000,000 would result. For the man who turned a $30,000 business into a $700,000 annual business in only two years' time, this new quota is by no means impossible; in fact, it is more than probable.

Popular Advertising Will Help Dealers

It will be Mr. Catlin's plan throughout to give the dealer and the customer more than he bargains for, and at the same price. As far as the dealer is concerned, taking on the Remington cutlery line will mean taking on a complete sales service, window trims, stock arrangements, display suggestions, ideas that will help in retail advertising—a complete service that will make him a better merchant, not only in the cutlery department, but in all departments. "What helps all, helps each," says Mr. Catlin, and whatever makes a better merchant necessarily makes a better salesman for us.

Starting next year there will be a tremendous popular advertising campaign going direct to the consumer—everyman. This national

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magazine campaign will be so planned that every dealer will know just when the advertising will appear, so that he may couple with it his own advertising in his local paper, arranging also for window displays to get the full benefit of the demand built up through the national media.

RETAILERS' METHOD OF ALLOWING DISCOUNTS

The Hallowell Hardware Company of Susanville are putting into practice a method of allowing discounts which they tell us is proving most satisfactory.

It was designed to take care of accounts which are entitled to small amounts in a credit way but which are not substantial enough to carry them month after month.

Particularly is this true with reference to the smaller contract painters, small garages and also some of the competitors of the Hallowell Hardware Company who expect to make their pick up purchases at an inside price.

On the theory that discount is a premium for prompt payment of accounts within the time and upon the terms specified, the purchaser pays the regular retail price instead of being allowed either a cash or a trade discount.

There is not a uniform discount allowed. Such items as Mr. Hallowell terms "X" goods refer to the ordinary run of shelf hardware which is sold at the best margin of profits.

Items marked "Z" are those which are sold at a lower margin of profit and the items marked "B" are such as nails and close profit items which carry the minimum of discount and which are not subject to any flat percentage but are figured according to the class of merchandise.

For example, they allow their corporation trade and building contractors a discount of 25 cents per keg beyond the regular keg price. Of course this means a little extra work at the end of the month, but they are satisfied that any merchants who will try this system will find that he is amply repaid for the trouble taken and that it will enable him to hold his trade and to develop new business.

The following memo is attached to the invoices when rendered by them:

If the attached bill is paid
On or before.....it will
be discounted as follows:
.....% or $.....on items marked—(X)
.....% or $.....on items marked—(Z)
$.....on items marked—(B)

Total Disc. $.....

All items not marked are NET
Please return attached bill with your remittance

You are offered the above discount on account of being a large user or because you are engaged in a business which entitles you to special consideration. However, payment on date noted is absolutely necessary in order to earn this premium. **If you don't earn it, don't claim it,** as we will not allow it **under any circumstances** after date noted.

DID THIS HAPPEN IN YOUR STORE?

Naturally, true friends of the hardware business come to us with their suggestions at all times. So we hear the evil as well as the good in the trade, the shadows with the sunshine.

Here is a little incident that concerned the wife of one of the pioneer western hardware men, one who has always stood for the noblest, squarest, most manly trade practices. What happened in the family of this hardware man is as apt to happen to any other family. But the reaction might be less charitable in another case. Does such a thing occur in your store? Could it?

It seems that Mr. X——'s wife went into one of the leading and largest hardware stores in a large western city. There were quite a number of customers in the store and she patiently waited her turn for some time without complaint. Finally the clerk at the counter where she was waiting finished his sale. Naturally she asked, "Will you please wait on me, now?"

His answer was brief and to the point, "No, ma'am, I'm going to lunch."

This is the little occurrence, this the little word or two that loses customers and weakens institutions. A salesman lets lunch interfere with the interest of the house. Here was a customer lost for all time because of the striking of the clock.

Are you that sort of a salesman? Or as a proprietor have you that kind of an employe?

On the other hand, as a customer and consumer yourself, what would you think of such treatment? If the rules of your store are so strict that an employe must go to lunch at a certain time, at least he should make a point of explaining this fully to the customer, so that no slight or insult might result.

In almost every business there is far too much conversation, and there is far too little conference. There is a vast difference between these two, which many managing directors do not seem to realize. Conversation is desultory. It begins anywhere and goes anywhere. It leads to nothing. It is indefinite. It is usually mere talk—time-wasting talk. Conference, on the other hand, is a definite discussion leading to a definite decision. It aims at action. It secures agreement as quickly as possible. It aims at results. It is practical, effective and constructive.

—Herbert N. Casson.

"A man who has ten children to support deserves a lot of credit. In fact he has to have it."

Which can you be likened to in your organization, a drop of oil that helps to make things run smoothly, or a grain of sand that tends to hurt the gears?

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Early Trains—Worn Shoes—More Sales

(By Charles W. Hoyt of Hoyt's Service)

WE are told by numerous manufacturers and associations that production, per man, has increased: meaning that factory hands are now producing more, per man than they did.

Charles W. Hoyt of Hoyt's Service, Inc., is a sales and advertising man of national importance, with a punch behind his message.

But how about sales production? Has it increased? Are salesmen averaging, per day, per hour, per man, bigger results? Are salesmen catching early trains, as they did in 1912?

Are salesmen waiting at the door of the buyer when he arrives in the morning?

Are not salesmen still following bad habits which they contracted in 1918, '19, '20?

William R. Bassett recently said, "You cannot make today's dollar the same way that you made yesterday's dollar."

So far as selling is concerned, we have been the rounds, or rather we have passed through the cycles, during the past ten years.

It was about 1912 that we were paying a great deal of attention to the matter of better sales methods. At that time sales managers, and even presidents or general managers took an interest in, and believed in, such things as salesmen's conventions, sales manuals, and standardized salesmen's kits.

In those days, the job of managing and directing sales and sales policies was deemed worthy of the best brains.

Using Salesmen for Shipping Clerks

And then we came into the second cycle—those boom times of 1918, '19, '20. I remember a very interesting meeting held by the New York Sales Managers' Club, about 1919. The subject was "What shall we do with our salesmen?" Fancy asking such a question in the year 1921! But they had answers, that evening, for the question. Some told how they had put their salesmen to work in the shipping room, helping so that they might catch up on orders. Others had sent their men out tracing freight shipments and negotiating with railroads for better service, etc.

Salesmen Broke Training

It was during that time that salesmen and sales managers, and sales in general, went "soft." They broke training. At that time, many a man responsible for selling was affected with a swelling in his cranium. He over-valued his importance and value.

Because the factory sold all it could make, these fellows imagined they were real sales managers. The salesmen of those days were not salesmen. They were excuse-mongers.

The New Cycle of Trade

And now we have gradually come into the next cycle, the one we are in now; and it is with that cycle my address must have to do.

People are saying these days that advertising is on trial. Of course it is on trial; in just the same way that production was on trial three or four years ago; and not only is advertising on trial, but so, also, is selling, and a lot of other things, which are different because we are in the new cycle.

Do You Realize What Those Figures Meant?

The other day the United States Census gave its figures on manufacturing for the year 1920. Did you realize what those figures meant? In 1920 we made $63,000,000,000 worth of goods in this country; and if you go back 20 years (to 1900) you will find this is 5½ times as much as it was at that time, because in 1900 the production was only $12,000,000,000. And then in 1910 it was only one-third as much, or $21,000,000,000. And so production has increased tremendously. And production has stood its test.

Most companies, today, need an Andrew Carnegie for a sales manager. You cannot find a man too good for a sales manager; and you cannot find men too good for salesmen.

Shoes Are Cheaper—Wear Them Out

And in the same way, now, the job is to show that selling, marketing, advertising, carrying goods from where they are to where they should be, is on trial. What are we going to do about it? I am not going to tell you the thing to do is simply to travel more men and travel them harder. It calls for more intelligent selling. You want more footwork, and more intensive footwork. But at the same time there is wanted more headwork.

Also, we are soft. We have had too much mollycoddle selling and too much pussyfoot advertising. Shoes are cheaper; but salesmen act as though they were afraid to wear out their shoes.

The sales department needs rebuilding. The intelligent stock farmer constantly improves his herd, by throwing out the poor specimens and taking in better ones.

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The Sales and Advertising Manager

The sales force needs to be improved by a throwing out of the runts, and the putting in of real men. Today the most important job, in almost every firm, is that of the sales manager and the advertising manager. These jobs should be filled by real men.

One of my friends is at the head of a big manufacturing firm; and during the past eight years he has had about six different advertising managers. One day, in a meeting of his board of directors I informed him, jokingly, but seriously, that whenever he found he had a man on his hands he did not know what to do with, he had made him advertising manager. I told him that whenever the advertising manager had developed into a real man he had promoted him and taken him out of the job.

I have seen firms where the superintendent and the buyer and the treasurer, and even the office manager, were on the board of directors or board of management, and where the sales manager was a subordinate—generally a bright, promoted traveling salesman, with a little authority. This won't do today. You need the best man in your firm, whose time and thought should be given to selling.

> There is too much golf-playing and too little calling, by those who make up the sales departments. We want less hit-and-miss selling, and more intensive cultivation and "crop rotation."

The Chief Job Today

I believe the job of the general manager or president of a company has changed. A few years ago, I will agree, that his job was to push for production, and probably to watch financing. Today the executive, the man who is at the head of his company has, for his chief job, the matter of disposing of his product. An executive naturally rotates in his activities, particularly if he is the right sort. For some months he puts most of his time on one thing, and then he changes to another thing.

The real job today for the executive—or at least ninety firms out of a hundred—is to find out how to sell the product of his company. Andrew Carnegie was the chief salesman of the Carnegie Steel Works and its allied companies. He filled, at that time, the most important job they had. He was able to find other men who could take care of the technical side of his interests.

More Than Bulletins for Salesmen

Sales management today, however, means a lot besides simply driving men. It is not enough to put out bulletins filled with tommy-rot about "every man doing his duty, every man putting his shoulder to the wheel," and all that sort of thing. There's a lot else to be done.

Nor is it sufficient for a sales deparment to lay out its job of proposed sales performance unless, in turn, all other departments make coordinate budgets. Again this is a subject I would like to give more time to.

Now just for a few practical suggestions.

The Line

First, the line—the products you make and sell—should be intelligently scanned. Work along the lines of least resistance, making things which sell easiest, provided they make money. Throw out the inconsequential articles; write them off, and junk them. Concentrate on the sellers, the money-makers. Salesmen, in many cases, are called upon to sell too many things, rather than enough of any one thing.

Defined Territory

Next define your territory. Decide what is your territory, or your field. But do not take in any more territory than you can do well. List your prospects, your potentials—who ought you to sell? Then go to those potentials, hard and often.

Standardized Sales Talk

Thirdly, decide what your story is and get it down on paper. Do not be afraid of standardizing your sales talk. There are certain things worth telling about your product. You know that you personally have a story to give on those products. Be sure your salesmen tell that story, properly.

> Finally, select your men, your salesmen, intelligently, and then train and educate them. Teach them. If they refuse to be taught, fire them.

Results of Intelligent Selling

These things can be done. Business can be secured. You cannot make me believe otherwise, because I have seen too many examples of what comes from intelligent sales effort. Only last Saturday, a gentleman who heads a company with which I have been associated for the past five years, was talking with me. The business last year (1920) was just about four times as big as it was in 1917, and the business is about ten years old. Last Saturday he told me his sales in September of this year were the largest of any month in his history; and he said that, with half of October gone, he believed that October would even beat September.

And this man is not selling in a line that is booming. The particular line which he is in is very much depressed. The factory which makes his product (an article made of brass) is running at about one-third production whereas this

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man is, at the moment, running full. Why has he secured this?

In the first place, during the past years, beginning in about 1918, this man has advertised strong and big in a concentrated field. In the second place, during the past eight months—these months of 1921 when things in his line looked mighty blue—he has used his salesmen in a most intelligent way.

Let's Go!

Mr. Will Hayes, in an address made in Cleveland a few weeks ago, said, "I have no use for commercial slackers. We are not in a period of hard times coming; we are in a period of soft times going. Prosperity is coming; it is time to go out to meet it. I try continually for the common-sense of courage and confidence; and I declare, again, and shall continue to insist, that we have less of 'Thou shalt not,' and more of 'Come on, let's go!' "

GETTING INTO THE NEWS COLUMNS

In connection with your store's advertising in your local paper, you will find the editor and the management only too glad to extend the courtesy of the news columns to you, and it is your own affair whether you take this opportunity or not.

Do not seek the mention of your own or your firm's name in the news columns, telling in a dry and cursory way what stock you have on hand, a much more adequate announcement of which you have in your own paid space.

See that the paper is supplied from time to time with real news. It may be an interview from you or your buyer, who has just returned from the metropolitan market. Perhaps some interesting article regarding conditions in your trade that you have found in your trade journal or in literature which has been sent to you by your trade associations. Very often the manufacturers supply most interesting data concerning the processes of making different articles that would be well republished in your local paper, mentioning your store as handling this finished product.

Again it may be a "feature story," telling of some strange visitors who patronized your store, or how a dog ran loose in your crockery department, or of a unique hinge or a gold-plated door lock, or a strange shipment that went astray or anything that might claim the attention of the public. These are the human interest items—always in demand.

In the last analysis news is only the unusual and interesting. Whatever has attracted your attention or that of your salespeople will undoubtedly attract the attention and interest of your community if passed on to them through the local paper.

Fehling Hardware Company, Miles City, Mont., recently suffered a loss by fire, which we understand was covered by insurance.

FIGHT FARM BUREAUS WITH KINDNESS

When the question of farm bureaus and direct buying came before a recent meeting of one of the retail hardware and implement associations, it was the opinion among members that the best solution of the farm bureau problem lay in cooperation, diplomacy, tact and assistance by the competing merchants in the community.

Usually some of the strongest and most intelligent farmers in the community back the farm bureau movement. These are the men whose patronage and whose friendship you cannot afford to endanger.

No idea or theory is ever discarded until it has been tried and disproved, either by experience or by another theory. The farmer and the farm bureaus will probably always feel that farm buyers are being "imposed upon" or that they are the victims of "profiteering" by the retail merchant until they try retail merchandising themselves and find that it is cheaper for real farmers to farm and let real merchants do the merchandising.

Several merchants testified that they had offered farm bureaus quantity prices on commodities that they desired to handle, handling the business on a brokerage basis and depending on quantity discounts, on increased volume and on town trade for profit.

It was brought out that a merchant's business could not prosper permanently on this basis, but that in every case where farm bureaus have tried handling retail hardware and implements, sooner or later the venture was doomed to failure. It is only a question of helping the experiment to its inevitable conclusion as rapidly as possible.

Merchant's Public Interest

At the same time emphasize the retailer's logical place in the community. It is he who supports and contributes first to any public movement, paying his taxes to the town and to the county. He carries the farmers sometimes for a year or more when crops fail or prices fall, and he has every neighboring citizen's interest at heart. For their interests are his interests. Their growth and prosperity and continued regard means his own advancement.

On this basis it should at least be easy to convince the farm bureau that they should do their collective buying from the local merchant if he will make a low quantity price. It is the feeling of merchants who have tried this system that farm bureaus and cooperative buying organizations only have to try the venture to learn the pitfalls and return to the retail merchant as the logical community merchandiser.

We offer this merely as suggestive, and we should be glad to hear from any of our readers who have tried either this method or any other in meeting farm bureau or combination buying competition.

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Began on a Wheel With Emery Wheels

Interesting Facts in the Development of a National Sales Organization

IF one wishes to speak in the superlative, surely T. F. Sanford, senior member of Sanford Bros. at Chattanooga, Tenn., affords ample opportunity.

With his 28 years of activity in the hardware business Mr. Sanford is still in the very midst of it. He is one of the few manufacturer's agents who has passed the quarter century mark. Sanford Bros, were among the first, if not the first manufacturer's agents traveling the South, so Mr. Sanford deserves the superlative in this connection.

So great has been the growth of Sanford Bros. that they are among the few manufacturers' agents who have offices all over the country, offering national representation to their clients. Even the United States cannot limit the activities of this great, progressive institution, for they have recently opened an office in the City of Mexico, where they sell and distribute American hardware and accessories to the southern republic.



THOMAS F. SANFORD

Pioneer manufacturer's agent, dean of the hardware trade of the South, and a man whose easy charm, business vision and instinct for big-hearted squareness have made Sanford Bros. a national institution.

Knows No Other Business

Mr. Sanford has known no other business. He has not scattered his energy nor his experience and training. Yet at the same time he is one of those genuine leaders of the trade today who began at the bottom and won his own way, buying his experience as he climbed, looking back to see the course and then projecting it ahead in larger proportion.

A North Carolina boy, Mr. Sanford grew up in a town 20 miles from the railroad, where his father was proprietor of a general store. Naturally the boy was introduced to merchandising at an early age. Mr. Sanford and his younger brothers ran errands, wrapped bundles, unloaded the freight teams as they came in, and became familiar with the stock.

After a course at college, Mr. Sanford, Sr., was anxious that his budding son, Thomas, should establish himself in "something promising." In fact, he looked with favor on an offer from a large tobacco company in the neighborhood, tempting with a salary of $75 a month and traveling expenses, selling tobacco. Young Sanford declared that he would not sell tobacco at any price, thereby cutting himself off from future hope of family support.

His best college friend had made good, and good money, each summer setting up mowing and reaping machines and selling oil and emery wheels as a side line. This friend, on leaving college went on the road regularly with his oil and emery wheels.

"If He Can Do It, I Can"

Mr. Sanford had never seen an emery wheel, but he said to himself that he could do anything his friend could. So he wrote to the emery wheel company for a contract, giving this candid confidence as his qualification. They replied that his inexperience might prove his best recommendation, so they sent a catalog and an offer either with a salary and commission, traveling expenses and commission or straight commission.

Mr. Sanford took the straight commission proposition. He then studied the catalog from cover to cover and the inter-relationship of various wheels and the prices of various stones. Thus off-hand he could quote prices on any emery wheel in the catalog and many that weren't.

A Bicycle His Pullman and Roadster

So one day he started out on his bicycle with about $100 in his pocket, his catalog strapped over his shoulders and his head full of emery wheels. Sounds as if it might have been a grind, but it was a whirl.

The long jumps he made on the railroad, checking his wheel. Over the short distances and around towns he rode the bicycle. With neither a salary guarantee nor traveling expenses, economy and speed were always an item.

He planned his first trip to make a great circle and just about the time his $100 was exhausted he was within pedaling distance of home. So he wrote to the emery concern, telling them he was on the way home, and as soon as they forwarded a commission check to his

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home he would be glad to go out again. To this they asked that he come to the factory at their expense, and there started Mr. Sanford's career as a manufacturer's representative.

Other Lines and Other Faces

After a year or two he found that the emery wheel he was selling was not so good as some others on the market, and that he might just as well sell the lines of leading manufacturers.

At first Mr. Sanford's travels were local, but they gradually broadened out. As his brothers grew up and out of college they joined forces with him, each taking his own territory and developing friendships, which have been maintained and increased ever since. Even at the present time when the company has offices in Chattanooga, Chicago, Cleveland, New York, San Francisco, Seattle and the City of Mexico, nevertheless Mr. Sanford's two younger brothers each travels the territory he always has.

Until very recently T. F. Sanford has done considerable traveling himself, but it has always been at the expense of more important work as executive, and henceforth his traveling will be as an executive and not as a sales representative of the firm. He recently completed a tour of the company's offices, combining business with a much needed and keenly enjoyed rest in the West.

Southern Hardware Trade Built Around Them

The organization now sells the goods of 20 or 30 great manufacturers, going to all branches of the trade, some industrials, some machinery, shelf hardware and automobile accessories. The accounts vary in different territories, but in every territory and at each branch office the same enterprising confidence, the same genial good-will, the same loyalty to both buyer and seller is retained by Sanford Bros.' representatives.

Thus Mr. Sanford has achieved and won where comparatively few men even try and where many of these fail. He has projected his personality into a national institution, unique in its line, maintaining the highest standard. He has accomplished that which in early life he set out to do. How few of us can say as much!

Rabenaldt & Wagenschein are increasing their stock at Nordheim, Texas.

The Tucker Hardware Co. have recently engaged in business at Erwin, Tenn.

The Foose Hardware Co. has been incorporated at Tchula, Miss., with a capital stock of $7000.

The Lumpkin Hardware Co. of Cartersville, Ga., have also opened a branch store at Dalton, Ga.

The Marable Hardware Co. has been incorporated at Clarksville, Texas, succeeding F. F. Marable Hardware Co.

B. F. Heathman has sold his interest in the Ashland City Hardware Co. at Ashland City, Tenn., to Hamilton Williams.



H. H. FITTS WITH MOORE BROS.

Thousands of friends of Harden H. Fitts among hardware merchants in the western and southern parts of the United States will be most interested to know of his new connection as sales manager for Moore Bros., Joilet, Ill., notable manufacturers of stoves, ranges, furnaces, etc. He will have charge of sales for the entire country, and his broad knowledge and understanding will stand him well in hand in his new relations with the trade.

Mr. Fitts has been best known to the trade in his connection with the Simmons Hardware Co., where he has been southern manager, in charge of all territory from the Ohio River to the Gulf of Mexico. While in St. Louis Mr. Fitts was a business leader in this community, and was chairman of the Sales Managers' Burear of the Chamber of Commerce. When he left his former home for Joliet last month, his friends gave him a testimonial farewell dinner, at which 300 guests gathered to make their adieus.

Moore Bros. Co., which institution he will now give the benefit of his vast experience, was founded in 1857 by William N. Moore, Sr., and Alexander K. Moore. Their stoves and ranges are nationally known and offer to Mr. Fitts goods of high quality and popularly accepted, such as he has always been accustomed to handle.

Other officers of the company are: Lewis Moore, president; F. W. Moore, vice president; F. W. Phelps, second vice president and treasurer; B. W. Mills, secretary; C. B. Leimbacher, superintendent.

Hiram Stebbins has sold an interest in the hardware store to Dale Heinzman at Fort Madison, Iowa.

Gilbert Hanson and H. O. Larson have purchased the Scarville Hardware Company at Scarville, Iowa.

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Juvenile Goods As Business Builders

Testimony of Prominent Ohio Merchants and How They Make Friends of Happy Children and Proud Parents

(By H. A. Barnes, Manager of Wheel Toy and Mail Order Department, Lamson Bros., Toledo, Ohio)

THAT one is "never too old to learn" has been proven literally true in the experience of this store in the handling of juvenile wheel goods and constructive playthings.

For many years we had resisted the importunities of wheel goods salesmen because of an honest doubt in our minds of their salability, coupled with a seeming lack of space for a large showing of such goods.

Late last year, however, we decided to try the venture, and, as a consequence, put in quite a stock for the 1920 Christmas trade. Just why we picked the 1920 season to try this experiment I have never fully decided, except that we thought a test on a modest basis would be wiser than a direct plunge on a comparatively unknown proposition, since we had never made any serious effort to develop a wheel toy department.

The delay in getting started prevented our getting the benefit of any window displays. Therefore we had to rely upon newspaper announcements and the word-of-mouth advertising of our customers.

As soon as the news began to get noised about that we had put in a real juvenile wheel toy department, the fun began. An ever increasing stream of customers came to our store—and the interest was not all with the children. It was a surprise to us to find both fathers and mothers equally interested with the children. In fact, parental appreciation of values was a big factor in the success of our venture. While children are naturally attracted to the bright and flashy toys, the parents were particularly interested in the quality and stability of the article, which fact shed a new light on the toy business for us.

High Priced Vehicles Sold Best

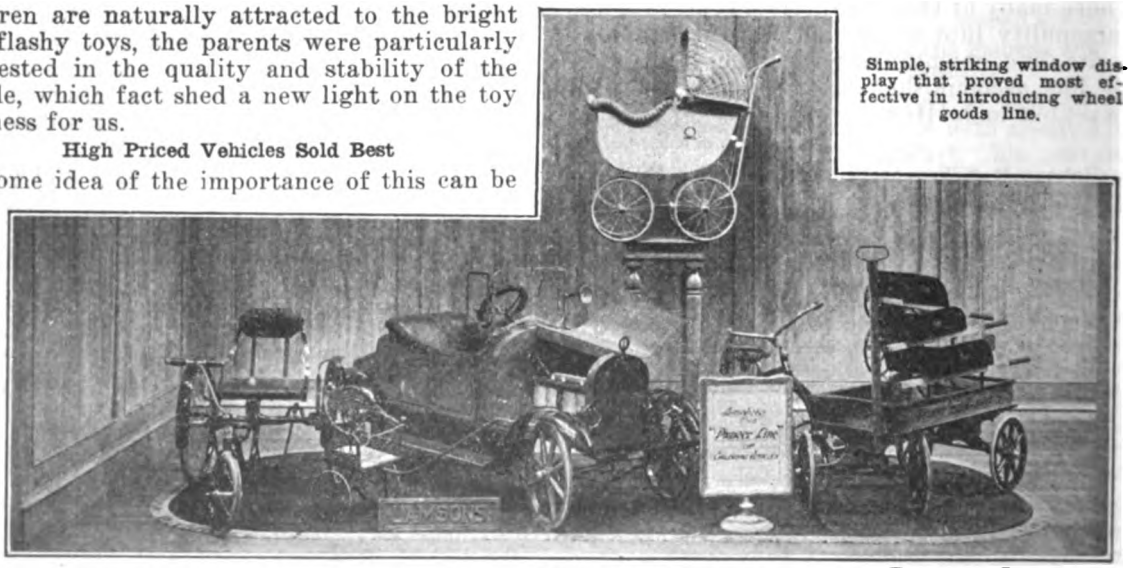
Some idea of the importance of this can be gained from the fact that expensive vehicles sold far more readily than did the lower priced ones. Most of the latter were sold as emergency purchases a day or two before Christmas.

In spite of our late start, our sales went up to unexpected figures, until we had sold more than three times the estimated volume of our most optimistic moments. Naturally, we needed no other proof that juvenile wheel goods were real business builders, for past experience had taught us the value of getting a family into our store. And the further fact that our toy department is located on the fifth floor of our building clearly indicated that an intensely human interest was the direct incentive behind each customer's visit.

Parents Don't Want Jim-cracks

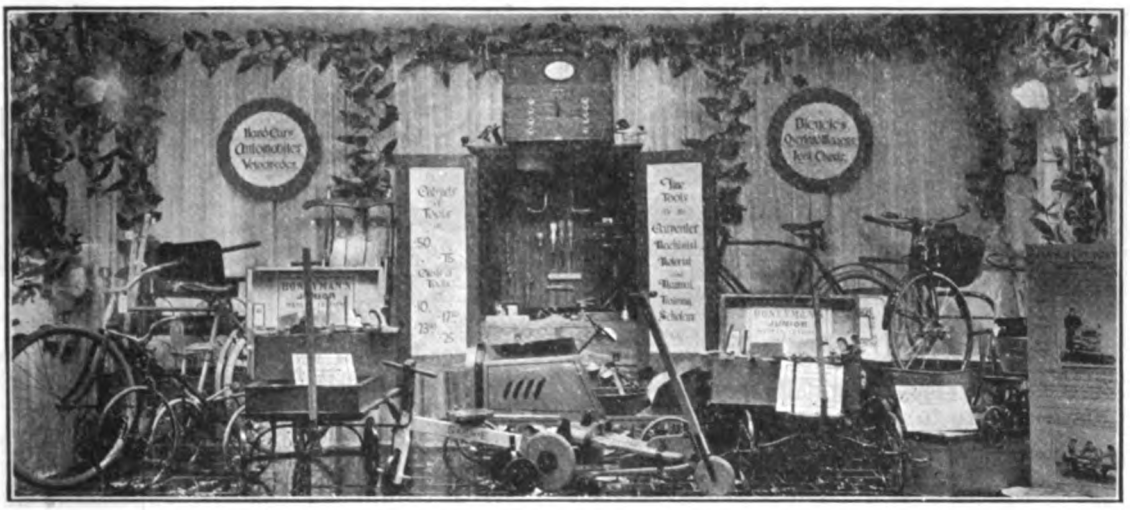
Another lesson learned was the desire of parents for the practical and substantial toys instead of accepting the jim-crack and makeshift kinds. Fathers became quite as enthusiastic as the youngsters when they saw our American-made children's vehicles. In many instances, the parent would "sell" the child on the pleasure and healthful exercise to be had from their operation, all of which opened our eyes to a new era in merchandising to young Americans.

With our 1920 experience as a teacher, our plans for 1921 have been carried out on a far different basis. We began operations months ago to have our toy department in full readiness



Simple, striking window display that proved most effective in introducing wheel goods line.

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One of John Hardy's masterly window trims for the Honeyman Hardware Co., with toys, particularly wheel goods, as the motif, and with Christmas spirit appeal ringing out to the passer-by. This window is typical of the displays and toy stocks of live, progressive hardware merchants throughout the West.

for Christmas and to give it the attention it deserves.

Started in Time With Stock

One of our first moves was to get in a stock of new goods with which we are well pleased, particularly so since we have yet to receive the first complaint on the goods handled last year.

Recently we decided to start our 1921 Christmas season with a window display on juvenile wheel goods. Accordingly, this department succeeded in getting three front windows —a total of nearly 40 feet—and our window display man gave us one of the best displays we have ever seen on juvenile vehicles, as the accompanying pictures will show.

In view of our experience last year, and the way our Christmas business is opening up this year, I have been wondering if other merchants appreciated the opportunity they have of building greater business through the aid of juvenile vehicles. I see no reason why our experience cannot be duplicated in all hardware stores, as well as general stores of the smaller cities. Human nature is much the same everywhere, and all we need do, as merchants, is to cater to the natural desires of our very human customers.

Price Never a Factor

When folks will walk into our store, as they did last year—and have done this year—and lay down $25 for a beautiful juvenile automobile, all because "It will give Bobbie a chance to get more outdoor exercise," it is pretty nearly time for all of us to realize that parents of today are doing their best to give their children the pleasure and benefits of toys undreamed of in their day.

Not once have we found price to be a factor. Instantly the parent sees the possibilities of healthful exercise that is offered in the various types of wheel toys, from then on it becomes a question of choice between toys adapted to the age of the child rather than a discussion of price.

Such facts are of vital importance in the development of a department of this kind, and our own experience convinces me that a great deal of profitable business awaits those merchants who are willing to recognize, and cater to, the modern desires of the young members of the average American family.

KEEPING BIRTH STATISTICS

A store handling toys successfully in one of the larger cities has one clerk whose special duty it is to keep track of all births in the community.

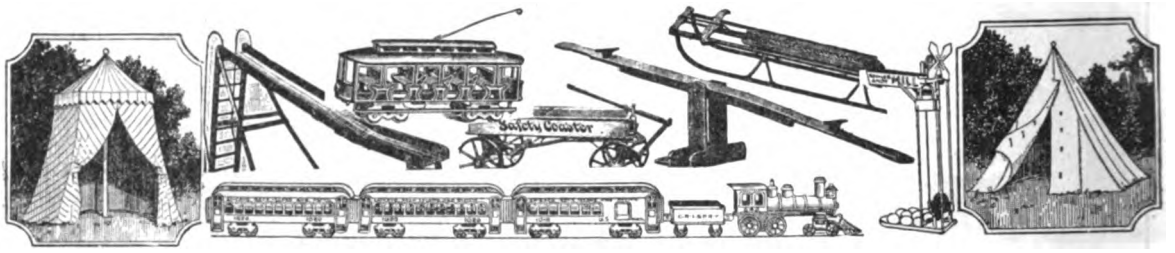
On a slack day when there isn't pressure in the department or on rainy mornings, this clerk goes to the City Hall or the Court House and knows just the cabinet where the birth records are kept. A copy is made of the name, date, sex, race, parents, etc., and they are card-indexed at the store. The parents are congratulated on their child and in a year or two the store has a follow-up system for birthdays that is of invaluable importance.

If some clerk becomes interested in this department, other facts concerning the children may be noted down on the card from time to time, such as their school records, church day of christening, any accidents, any parties, etc., so that a personal record may be kept for future reference for customers.

On the anniversary of the birthday each year, two sets of follow-ups are planned, one to the parents a little in advance, telling of the attractive gifts in the line of playthings in the store, and another to the child at the time of his or her birthday. Both should be designed and printed in the best style you can secure, for they are your representatives.

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TOYS SHOULD FILL FLOOR, WINDOWS, THOUGHTS, THIS MONTH



AMONG SANTA CLAUS' FAVORITE SONS

As we remember, originally Santa Claus fashioned his own toys in his workshop close to the North Pole.

Things have changed, and the division of labor and specialization have affected Santa Claus just as it has the rest of us, so that he is forced to send his sons, disciples and emissaries into all corners of the earth to fashion and distribute Christmas gifts that shall not only make boys better, but to make better boys.

Such a favorite son of Santa Claus is M. Sweyd, one of the best informed, most aggressive, progressive and generally able toy manufacturer's representatives in the West.

Naturally the nature of Mr. Sweyd's vocation and study has tended to keep him young, and our readers will have difficulty in believing us when we tell them that he has spent 20 years of his life in the toy business, exclusive of the early days when his contact with toys was not in a business capacity. For ten years Mr. Sweyd was connected with the Ives Mfg. Corp. of Bridgeport, among the largest toy manufacturers in the country, where he served as sales manager for some time.



M. SWEYD

We don't know the true significance of the "M.," but it might well stand for Merry, Merchant or Meccano, for as representative of Meccano and other high quality, American-made toys he might well have any or all of these as a first name.

At the present time he represents in the West such lines as: The Lionel Corporation's electric trains; the miniature engineering devices of the Meccano Company; the General Phonograph Co.; American Colortype Co.; the celluloid toys of Leo Morse, Inc., and the model airplanes of the Ideal Aeroplane Co.

His offices are at 718 Mission St., San Francisco, California, but his heart is with every toy dealer and merchant in the West, and the power of his personality and the force of his methods carry far and wide.

We are proud to publish to the wide circle of our readers an inspirational word from his facile pen and youthful, over-flowing spirit:

M. Sweyd's Message

"'I could have sold a great deal more if I had had the goods.'

"That will be a common expression next January when you are considering your 1922 purchases of toys.

"Are you one of these 'could have done' fellows or are you going to be the man who 'did the business'?

"It is up to you right now!

"Irrespective of general business conditions in your locality, children will have toys bought for them for Christmas.

"Curtailment of retail purchase has never affected the retail toy business, but a well stocked toy department has often been the salvation of what otherwise would have been a bad season for the store.

"The toy department is the place where you develop your future trade, and its success depends solely on the degree of serious thought the store management gives to its development.

"You can make handsome profits this month if you have the stock to do it with."

The Mae King Hardware are successors to F. Poppe at Chester, Neb.

C. W. Emerick Hardware Co. has succeeded to the business formerly conducted by E. F. Seagley & Son at South Milford, Ind.

Stokes Hughes Company of Big Springs, Texas, has increased the capital stock from $50,000 to $100,000, preparatory to an increase in business.

The Mount Vernon Implement Company of which W. S. Deighton is proprietor at Mr. Vernon, Wash., report a very satisfactory season of business and a good outlook for fall trade.

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FEATURE YOUR TOY DEPARTMENT NOW

During these holiday weeks make capital of your toy department and feature it above all others.

Change your window display continually and center on a different "feature" from day to day. Let the toy department be the leader in your local paper. All through the store have placards pointing to the toy department. Use clever catch phrases and legends that will continuously bring home the fact that you are carrying a full line of toys. Put pep and personality in the toy department, and you'll have people and plenty of purchases.

Toys as Educators

In your toy department do you feature the fact that your toys are constructive and instructive? If you do not, you are losing sight of your big advantage over the handler of jim-cracks and novelties. The children and the parents will both side with red-blooded, non-breakable, best made toys, with ideas in them.

First Lessons in Mechanics

American-made mechanical and structural toys are of such high standard today that by selling them you are making future customers and friends for your tool, accessory, electrical, and sporting goods departments. When these boys grow up they will develop the highest class trade you could wish in your community.

By carrying and selling, studying and explaining the highest grade American-made toys, you will be doing a big service to the youth of your community. Electric trains, mechanical automobiles with the different working parts and the various other structural toys accurately made—these all illustrate mechanical principles. These well-made, intelligent toys or models will make future mechanics, who know and appreciate tools and mechanical and structural parts.

The family may pay twice as much for a good mechanical toy as they would for a cheap inferior substitute. They will more than save the difference in the added instruction and mechanical discipline the children will get.

The return will come five-fold when this boy has charge of the family automobile, lubricating, repairing, adjusting the different parts, understanding the operation and repair of the mechanism.

Preach this phase of the toy business: Its educational and constructive possibilities, and illustrate your talk from your stock.

AMERICAN MADE TOYS ONLY

If you are a real hardware man in every sense, you are the best retail merchant in your community with the highest class sales force. Your clerks have the intelligence and the training to make them familiar with mechanical and structural playthings, made of steel or wood and intended for red blooded American boys and girls.

Nine chances out of ten every other toy merchant in your community is featuring dolls and jim-cracks—cheap toys of a day that is past. Right here is your chance for the best trade.

Capitalize high-quality, high-priced American toys. You may not sell as many of them at first, but you will sell them to the very best trade in the town and the price and profit are large enough, so that it will be well worth your while to put in a well selected line of "real" toys, particularly for boys. Make it a feature that every item in your department is American-made, of a high grade, of an educational nature.

Then train your sales force so that they know the mechanical principles back of the toys. Let them see how they are made, how every gear and every bearing in the electric apparatus is just a small model of machine construction. All the different parts of wheel goods and automobile toys correspond exactly in workmanship and quality to similar parts in the real thing. No other salesmen in your city will appreciate the quality and advantages of high-grade American-made toys as your sales force will. They are the men who are preaching high grade tools, who know quality in other metal and wooden products.

American toys are in every sense "quality hardware." Give them a royal welcome, give them a place in your store, feature them this year and next year. Gradually you will build in your community the name and reputation for carring high grade American-made toys.

C. S. Brown & Sons are opening a hardware store at Port Huron, Mich.

The Poston Hardware Co. are opening a hardware store at Long Beach, in a new building recently erected.

Thomas Middleton recently engaged in the hardware business at Farmland, Ind.

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Toys for Fresh Air, Fresh Ideas

(By K. M. Hayden, Western Sales Manager, H. C. White Co.)

Snapshot of K. M. Hayden, taken after dark.

Mr. Hayden keeps perpetually young and spirited by his contact with and study of toys, especially Kiddie Kars. He understands all angles of the field and he is constantly in touch with successful toy and wheel goods merchants of the better sort. Thus his advice is valuable to every merchant who is or might be in the toy business.

It is certainly refreshing to see a fine line of toys, particularly those for boys (some for girls as well, of course) in a hardware store.

First we have outdoor toys, embracing wheel goods of all sorts, from skates to automobiles, including Kars, Karts and Koasters, made of wood, steel and rubber, tennis, golf and baseball supplies, croquet and kindred articles. These all belong in a well equipped hardware stock and the keen thinking merchant today is not only recognizing this fact, but is planning the department as a regular unit in his business for twelve months in the year.

To be sure, toys always sell best during December. But something like half the population has a habit of being young, not only at Christmas time, but all summer and then some. One might just as well pack away the paint stock after the spring cleaning is over as to pack up the toys.

Marbles have certain seasons, tops another, kites another, and the kiddie's life is made up thus of just one grand thing after the other. So why try to discourage it instead of taking advantage of this made-to-order business? It adds its quota to the sum total as revealed by the cash register.

Sell American Made Toys

There is a distinctive American character to the average American made toys—and we know also it is helping to keep our people employed. They are substantially made—durable—attractive, and this brings us to another feature—advertising.

Distinctive advertising in the various seasons brings results. One feature of advertising toys is that it brings into the hardware store a class of people who would not come otherwise—women and children. It is simply wonderful to notice the real interest the mothers and young hopefuls take in the thousand and one things they find, once they get inside a real hardware store, from pocket knives to washing machines.

Toys That Teach Tots

Then again, besides the outdoor toys, the hardware store should carry the constructive and instructive special lines which are getting stronger and better every year, and in which every red-blooded boy takes such a keen delight. There is variety enough to catch the many and varied tastes and inclinations of all.

We find outfits in chemistry, carpentry, electrical, mechanical, scientific, philosophical, physics, all arranged in orderly progressive steps to start the beginner and get him fascinated. Then, as his knowledge increases, his ambition and mentality develops. We see him when through with his school days thoroughly equipped, both theoretically and practically, and ready to take his place in the world's broad field of battle and the bivouac of life.

The Right Person in Charge

Another thing to bear in mind: Don't run away with the idea that you can succeed in a toy department by putting it in charge of someone whom you find is on the payroll and you think you feel sort of under obligations to hang onto but hardly know what to do with. Use as much care in the selection as you would in any other important division of your business. It will pay well if you use the same judgment in picking your salesmen for this line that you should in other lines. It calls for a person with a certain amount of general knowledge and natural ability to understand the fundamentals of this class of merchandise, coupled with a real interest in the line and a fund of patience and tact.

Follow this line right, Mr. Merchant, and it will add a very real increase in every other branch of your business, bringing into your store a large and constantly growing class of trade you will get in no other manner.

T. S. Risinger has sold his hardware business at Sullivan, Indiana, to John G. Frazee.

The Posten Hardware Company is a new enterprise at 3116 Anaheim Street, Long Beach, Cal.

Chas. E. Hansen of Osceola, Neb., is desirous of purchasing a hardware business on the Pacific Coast.

Lloyd Hanawalt is preparing to engage in the hardware business at 4222 Brooklyn Avenue, Los Angeles.

The Fox & Clark Hardware Company of Pablo, Montana, was recently destroyed by fire. $10,000 insurance was carried on the stock.

The Garavanza Hardware Company of Garavanza, Cal., are erecting a new building, which will give them the facilities for carrying increased stock.

JUST LIKE 10,000 MORE MERCHANTS

I am enclosing a renewal of our subscription for the HARDWARE WORLD. We are frank to tell you that we could not run our store without it.

Yours truly,

Washington. BURNS & FOSTER.

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Hardware Stores Best for Toy Sales

(By H. E. Iblings, Western Manager, A. C. Gilbert Co.)

THE first real present I ever received was a bright red sled and it came from a hardware store. That was a quarter of a century ago and this year I expect to buy my sons a tool chest with real tools in it and an Erector set with real engineering ideas in it and I am going to a hardware store to buy them.

When speaking of toys, I do not mean the hanky panky, ten cent knick-knacks, but rather the toys that are worth while and will please and instruct a boy or girl and make better children and later bigger and better men and women.

There is no real reason why toys are not sold in more hardware stores. Toys are made of metal and wood. Many of the toys are but miniatures of the articles sold in up-to-date hardware stores.

Some of the blame should be laid on toy salesmen and some to hardware jobbers. Many a hardware buyer has said when toys were mentioned to him, "Nothing doing at all, absolutely not." But after looking through a modern boy toy catalog, he will say, "Those are real toys. I had trinkets in mind."

December in a hardware store is not always the busiest month and a full line of toys will round out the year with twelve busy months. Bulky tinware, graniteware and some stoves can be pushed back and an attractive toy display made.

One successful hardware store in Seattle makes a fine toy display in the rear of their large floor and devotes a section of the display to toys. A small part of their advertisements show toys. It is a pleasure to see the happy boys and parents go through that store toward the toy section and there buy toys. This trip through the store gives one suggestions for other Christmas presents and as a result, this store is a mighty busy place.

Toy Display the Year Around

Another successful hardware store selling toys in a smaller city displays toys on the third floor the year round, condensing them in the spring and summer, but setting up models, advertising and displaying them fully in the holiday season. Hardware customers cannot resist the temptation to see Santa Claus upstairs and as a result this store is a busy place and known as the "hardware and toy store."

Toys as a rule do not take a lot of room. Many of them are put up in cartons with attractive labels, so that they can be piled onto shelves with only one sample of each open, keeping the rest neat and clean. With a well balanced clean cut assortment, covering as far as possible the advertised lines that boys know about, the turnover is good and in many cases a clean-up. Orders often go into the factories for assortments to supply after Christmas calls.

Without casting any reflection on salespeople in other stores or handing any bouquets to hardware store salespeople, toy men realize that a man who successfully sells hardware is a good salesman or he would not hold his position. For that reason he or she makes a good toy seller and goes into details as to what this toy is intended to be and why that toy should be bought for that certain boy and another for an older boy. In the final analysis, the parents are pleased.

As immortal E. C. Simmons has imprinted on every hardware man's mind, "Price is forgotten long after quality remains," so do real toys make better business in a hardware store.



H. E. IBLINGS

And the initials are most appropriate in his case, for HE sells HE toys to HE boys. In appearance, in youth of spirit, in energy, in loyalty to the hardware trade as the customers he likes best of all, Mr. Iblings is thoroughly representative of The A. C. Gilbert Co. and the best in toys. With two sons of his own, and with his own boyhood days ever fresh in memory, Mr. Iblings makes a pleasure of his business and his business the pleasure of others.

SELECTING YOUR TOY STOCK

In selecting your toy stock and choosing the juvenile goods you care to handle, remember that your shelves, tables and windows must carry toys in keeping with the rest of your stock. You sell good hardware, tools and materials of the highest grade. You have trained your community to use and demand this best-in-the-long-run merchandise.

See that in the toy department you carry expensive toys of the highest grade, for the most particular and the best trade. Then train your community to demand and to come to you for these things.

You will not be proud of, and your clerks will have no interest in a toy department that is a mere fill in. "Jimcracks" and novelties will be a poor investment. You probably won't want books or dolls or games.

Good "he" playthings with merit in the making and red blood in the using—these are your game. Hit high. Buy the best wheel goods, mechanical and structural toys, playground apparatus, etc. Tell your town, especially the children, you have these and you'll sell 'em.

THE TOY STORE'S ANNUAL PARTY

A western merchant who has had special success in his town, handling playthings and high grade toys, tells us that he finds it well worth while to give an annual party along in the late fall, when the Christmas stock is on hand and before the heavy buying has begun.

The children receive personal invitations to this, names being taken from the follow-up list. Invitations are also posted on a large sign in the window of the store, and printed in the store's newspaper advertising. At the time of the party, each child registers, which furnishes a list for the next party.

The children are entertained in complete style. Little chairs are provided for their comfort, the tables are cleared away from the center of the toy department, the clerks and salespeople receive them in fantastic costumes, serving them lemonade, candy and cakes. The children are allowed to play with some toys and see others in operation, to get the "feel" or the "see" of them all. In the background of the toy department the parents are provided a space to watch and form toy ideas of their own.

Any loss through breakage or cost involved is charged to advertising and sales expense, for the tremendous increase in volume and popularity in the toy department, not to mention the other departments in the store, will well repay the enterprising merchant.

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TOYS AND THE TARIFF

Although it is probable that no decision will be reached on the new tariff until well into the spring of 1922, it is well that the trade should know the conditions.

At the present time under the present tariff there is 35 per cent duty on imported toys.

The new Fordney tariff proposes a 40 per cent duty at the American valuation. The possibility of this "American valuation" clause incorporated in the new tariff is decidedly uncertain, in that it would be very difficult to apply.

In this particular case think how hard it would be to reach a true American valuation of a lot of foreign made toys. Some economists would declare their value to be what it would cost to make them in America, while others might claim their value was simply the cost price in depreciated foreign money exchanged. Between the two points of view lies the wide range of monetary value and therein lies the entire question.

At any rate, to protect a growing American industry that should be typical of our national life and output as any other product, everyone interested in toys should see that his congressman insist upon a fair protection for American toy makers.

Let American boys have American toys—the kind of railroad trains they see at their town depot. In all other lines give them toys that are standard and of a nature that is calculated to instruct, to please, to satisfy, to inspire in American usage.

Protecting Youth and Industry

During the war, by shipping embargoes and the difficulties of transportation, American toy makers were encouraged last year with a return to Christmas in the old style, $100,000,000 in American made toys were sold in this country. That is an average of about $1.00 apiece for every man, woman and child in the United States, and all of this went to American manufacturers through the toy trade.

We give these figures as indicative of the volume of the toy business, and how important it may be made.

This year from preliminary reports we understand that a large volume of foreign made toys are again on the American market.

As an American merchant you handle American-made goods in other lines. You are interested in developing the manufacturing and mechanical possibilities of the United States and have the best interests of the American boy as well as of the industry at heart. You will find it ultimately profitable and in line with your patriotic duties and pride to handle and boost American-made toys.

Superior American Playthings

You will find that there is a perfection of manufacture, an added solidity and quality in American-made toys that you will find in those of no other nation. Furthermore, remember that toys made in America have been made by American workingmen under our own conditions. Although these men are paid more than toymakers in any other nation, they are men worth more, they live the sort of lives that we live, and that we want our friends and brothers to be living.

On the other hand, many foreign toys are made at the homes of the workers, under unsanitary conditions, and the human price in the cost is neglected in the final selling price. Thus, in selling most foreign toys you are keeping some American from work, and you are forcing some foreigner to a slave's life in turning out these goods for the American market.

REARING SPORTING GOODS CUSTOMERS

Have you realized that a high grade toy department is the very best "breeding ground" in the world for a high class sporting goods department?

The young boys and girls who get into the habit of coming into your store for their playthings at birthday and Christmas times are the ones who will grow up and use your golf and tennis goods, your arms and ammunition and all the articles in your sporting goods department.

Playthings are a real part of the junior education, just as outdoor and sportsmen's trappings are a part of the adult's life and necessary to his well-being. See that you tie up your toy and playthings department with the sporting goods department and raise each up to the standard of the other.

IT MADE A DIFFERENCE

Wife (on auto tour)—"That fellow back there said there is a roadhouse a few miles down the road. Shall we stop there?"

Husband—"Did he whisper it or say it out loud?"

M. J. Lauridsen and W. E. Gove have purchased the Edmonds Hardware Company at Edmonds, Wash. Both of these young men have had an extended experience which will stand them in splendid stead in putting into effect ideas and methods they have used with success.

Mr. Lauridsen had eleven years' experience with Spelger & Hurlbut of Seattle and he feels grateful to this institution for the training they gave him.

W. E. Gove has had a more extended experience covering a period of twenty years with the Seattle Hardware Company and Dunham, Carrigan & Hayden, in various capacities, which has given him a splendid business experience.

Edmonds is located on Puget Sound in an excellent district. They will handle a full line of everything pertaining to hardware, stoves, ranges, furnaces, furniture, glassware, crockery and toys; in fact, everything that goes to make up a first class hardware store.

Wm. H. Witherow has opened a hardware store at Fairfield, Cal. H. W. Brown will be associated with him.

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"Old Hickory" in New Handles



ESPIE A. WHITE

TRADE LEADERS FOR TWO GENERATIONS

The White family may well be proud of these two members, just as the trade is proud and fond of them.

John C. White, the father, was first president of the first western hardware association.

Espie A. White, his son, is western representative of the American and Sheldon Handle Companies and guides the destiny of a large percentage of all the hickory handles used in West.



JOHN C. WHITE

ESPIE A. WHITE is one of the most extensive, heaviest, largest handlers of hickory handles west of Arkansas, and according to statistics and the good book of the trade, most of the hickory handles that don't come out of the Great Lakes region come from the sovereign state of Arkansas.

Let it not be supposed that our reference is to the bulk of Mr. White's person. Although a glance at him is conclusive evidence that the affairs of the American Handle Co. and the Sheldon Handle Co. are on a good solid footing in the West, nevertheless we can assure our readers that it has been Mr. White's easy, pleasant manner, his thorough command of his subject, and his long, even pre-natal connection with the hardware trade of the West that have given him his pre-eminent and prominent position. His hand is on the collective handle of the West, as it were, and the door opens to his grasp.

For Mr. White has known hardware and lived it from way back of his cradle days. His father, John C. White, was one of the hardware pioneers of the West—still is, in fact, for he lives under the fond care of his son, though he retired from active business several years ago. Mr. White, Sr., was the founder in the West of the first retail hardware and implement association, while a partner in the famous old firm of White, Cooley Cutts at Marysville.

It was there that his son Espie learned the fundamentals of the hardware business, from the seat of the delivery wagon, unloading trucks, in the warehouse, on the business end of a broom handle or a dust cloth.

In fact he and Charlie Hampton used to share these duties. For several years in Marysville he carried on the business with his father and learned more and more of the trade.

Valuable Experience in All Branches

After the White family moved to Portland, Mr. White, Jr., was on the floor for the Pacific Hardware & Steel Co. and later traveled for the Honeyman Hardware Co. for several years. Nine years ago, he took on the representation of the American Handle Co. in the West. With his acquaintance in the Northwest he had entree to the buyers of a great number of hickory handles, especially in the logging industries. Since that time he has faithfully and with distinction represented his principals and also added the handles of the Sheldon Handle Co.

To the layman and even to the merchant selling handles, the volume of the business in the different branches of the handle industry will be surprising.

Last year the American Handle Co. used 13,000,000 feet of hickory for golf shafts alone. The company supplied nine-tenths of the golf handles used in the United States, selling all the largest manufacturers as well as the trade on replacement handles.

A green salesman can sell more goods than a blue salesman!

C. B. Rumps is retiring from the firm of Milwee, Stimson & Rumph at Brinkely, Ark.

R. G. Armstead has opened a hardware store at Eighth Street and Macdonald Avenue, Richmond, Cal.

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Paint Oil and Varnish



"THE GREAT CAUSE, THE GREAT OBJECTIVE, THE GREAT INSPIRATION"

(By C. M. Lemperly of Sherwin-Williams Company)

The Great Cause is surface protection. A constant fight must go on against deterioration and property loss. Next to its man power, the nation's property is its greatest asset. We must salvage present economic losses. Fire is more spectacular and more infrequent, while property decay is going on all the time relentlessly.

The Great Objective is to make 1922 the greatest paint and varnish year. In 1919, the preliminary census figures estimated the industry at $381,000,000. Undoubtedly last year it was $400,000,000 in round numbers. This means in order to double the industry by 1926, at $800,000,000, we must increase 20 per cent each year. 1922 must produce $480,000,000 for the industry. Unquestionably the potential of the industry is $1,000,000,000.

Where is the 1922 volume coming from? From homes, barns, railroads, street cars, boats, trucks, autos, building upkeep, plant upkeep, schools, bridges, toys, etc., of course.

In an investigation of 1,100,000 farm people, 513,700 intend to paint. Of this number, 194,700 will paint their houses in 1921. 239,800 will paint their houses in 1922. 107,800 will paint their barns in 1921. 140,800 will paint their barns in 1922. 100,000 will paint their buildings in 1921, and 105,600 will paint their buildings in 1922. 42,900 will build houses this year and another 42,900 will build barns. In 1922, 38,500 are planning to build houses. About 1,100,000 farmers will build 786,500 buildings and 191,670 buildings will be repaired or remodeled. Yet this is simply the result of one questionnaire of the farm field alone.

Who is going to get this business and how are we preparing to get it? Is there a market for paints and varnishes today? No question about it.

But, in spite of all of our activities and plans, unless we find new markets, new uses, new users and new methods we will not reach the objective of the industry. We can make our objective by attacking unpainted areas and surfaces; by attacking delayed and neglected surfaces; by inducing new paintings; by calling on property owners and pointing out surface decay; by getting somebody started on the painting idea in each community; by developing a new type of paint merchandise.

This merchandising will include a new type of dealer who will push paint, have a live paint department with the stock up front and a live man in charge. He will put in paint windows; call on property owners; give paint demonstrations; hold paint meetings; advertise locally; set himself up as a paint authority; give real paint service.

There will be a new type of retail paint selling which will give the customer correct advice on painting and varnishing; correct surface treatments; proper directions for using goods; color suggestions; sale of associated lines, etc.

There will be a new type of manufacturers' and jobbers' salesmen; there will be a new type of painter who will hunt out prospects instead of waiting for them. He will teach people the need of painting; he will give correct estimates and be proud of his work; he will use real salesmanship and give the public a new impression of paint.

Then, too, if we are to make our objective we must stop swapping business with each other and start creating and building up new business. We must plan and be ready for the new building era ahead. We must develop the type of merchandising that will be more certain of getting the proper share of the paint business out of a given community.

"If a dealer in one town of 325 people can sell $5000 worth of paint per year at $15.40 per capita, why can't more do it? If a dealer in a town of 7500 can sell $38,000 worth of paint per year at $5.00 per capita, why can't more do it? If a dealer in a town of 50,000 can sell $179,000 worth of paint per year at $3.50 per capita, why can't more do it? If a dealer in a town of 60 buildings can sell 53 of them complete paint jobs, why can't more do it?

If the two thousand towns in the United States of 2000 population each were properly cultivated at $60,000 each, which is the estimate of all paint and varnish business that could be obtained from them, including their trading radius, by all the dealers, there would be a market for $120,000,000 in those towns alone.

The Great Inspiration is the "Save the Surface" campaign. This campaign unifies the industry; it spreads the protection gospel; it sells the painting idea; it reaches a new class of prospects; it creates new markets; it gives the dealer and painters something to tie to; it increases the consumption of paints and varnishes, therefore increases business for the manufacturer, jobber, dealer, painter and supply house.

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What Is Paint

Every Merchant and Salesman Who Sells Paint Can Profit by This Information

(Address by G. B. Heckel)

THE paint manufacturing industry of the United States started in Philadelphia over 100 years ago, but up to about three years since, the average citizen believed, when he thought about it at all, that things are painted to make them look pretty.

Some years since I had occasion to submit to an eminent attorney the draft of a proposed paint law, in the first paragraph of which paint was defined and described as intended for preservation or decoration, or both. He promptly pounced upon this as incorrect. "Paint," he asserted, "is not used for preservation." I asked if he thought the Pennsylvania Railroad, of which, by the way, I think he was a director, painted its bridges and locomotives to make them look pretty. But he was not entirely convinced until he had consulted the dictionary.

The erroneous conception of the purpose of painting has now, thanks to the "Save the Surface" campaign, been corrected in the minds of a large and constantly increasing number of people.

It is true that paint is a beautifier as well as a sanitary agency; but first and foremost it is an agency of conservation—"Save the surface and you save all"—and it is this fact, that it saves more money than it costs, that is the true and proper incentive for its large and constantly increasing use.

Now what is this commodity that beautifies while it protects — that conserves invested wealth out of all proportion to its actual cost?

Any paint manufacturer will realize that answer to the question assigned to me is neither simple nor easy—it somewhat resembles the question, "What is food?"

The "Paint Catechism" answers the question as follows: "Any liquid or semi-liquid substance applied to any metallic, wooden or other surface to protect it from corrosion or decay; or to give color or gloss, or all of these qualities to it."

Thus far the definition is quoted from Wood's "Rustless Coating." It continues as follows: "More properly speaking, paint is a mixture of opaque or semi-opaque substance (pigments) with liquids, capable of application by means of a brush or a spraying machine or by dipping, and of forming an adherent coating thereon."

While no accurate figures are available, it is probable that about 60 per cent of the annual paint consumption of the United States is on buildings and other structures, and the remaining 40 per cent on equipment, manufactured goods, etc.

One advertisement of the "Save the Surface" campaign consisted of a list of over 1000 articles, structures, materials, etc., in or on which paint is used. In this list materials so widely different as wood, steel, concrete, etc., appeared. It is obvious to the most casual thought that no simple definition could adequately describe a material intended for the preservation or decoration of substances so diverse in chemical and physical qualities.

Up to the middle of the last century, paint was used largely as a decorative adjunct, the protection afforded being incidental. Up to that time also, the manufacture of paint was based on well-established traditional routine. Practically the only white pigment available was basic carbonate white lead. Practically the only available oil vehicle was linseed oil. Zinc oxide, lithopone, basic sulphate white lead, titanium oxide, China wood oil, soya bean oil, perilla oil, slumbered with the coal tar colors, in the womb of time.

In such a stage of advancement, it is not surprising to learn that the painter ground his own lead and colors and that simple mixture of white lead and linseed oil, supplemented by a few natural colors and lamp black satisfied all needs. I remember the day when every country paint shop was a miniature paint factory, and men are still living who can remember the day, somewhat earlier, when every painter was his own varnish maker and the use of both paint and varnish was confined to the dwellings of the rich who wished to flaunt their prosperity.

Life was too strenuous, materials for replacement were too abundant, and the art of the industry was too primitive for any other condition. The Dutch, however, who usually contrived to hit on the vital point of every economic situation, long before that had embodied their conviction in a proverb, "Good paint costs nothing"—the legitimate ancestor of the slogan, "Save the surface and you save all."

Today, after we have depleted our natural resources and come to realize that iron does not grow in the ground, nor even trees in the forest unless permitted to do so, we are coming to realize that in lieu of supplies that are not inexhaustible we must conserve those we have or go without.

The steel that has disappeared from a railway bridge or a plow-coulter as rust is gone

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forever. It is unavailable for the use of man to all eternity. The wood that has rotted or crumbled into dust is, for human use, as if it had never existed in the forest.

The concrete structure that has disintegrated through electrolysis of enclosed steel or from the surface action of the elements, mingles with the debris of creation, irreclaimable and irrecoverable. But all of these materials and a thousand more can serve indefinitely, practically without deterioration, if systematically and sensibly protected by paint, and in this statement we have the true and complete answer to the question, "What is paint?"

Paint manufacturers as well as varnish manufacturers are, quite wisely, uncordial to specifications involving fixed formulas as well as to laws which stress the importance of the formula or tend to impose it upon their practice by the inertia of public opinion.

Good paint—the best paint for any given purpose—is that paint which, under the conditions of that specific service, best and longest perform its office of protection. The factors that conduce to such superiority are largely physicial rather than chemical, and even where chemical, are largely governed by physical conditions.

Why Is Paint Most Important?

The question, "What is paint?" is to my mind of less practical importance to the consumer than the question, "Why is paint?" The answer to this latter is what he really needs, for the good of his soul and the integrity of his pocket-book. For given the ownership, the investment of his money, in property of any kind, susceptible to preservation by a surface coating, it is vital to him and vital to the conservation of our country's invested capital and its material resources that he should know and realize what paint is for and what it will do.

If his clothing wears thin, so that it no longer adequately protects his body, contact with the elements will prompt him to renew his covering. But his property has no voice to remind him of its needs. Yet the same elements which would destroy him if his body were not constantly armed against them, will even more surely destroy his investment, if it be not as carefully and constantly protected.

I have little patience with the propaganda for or against this or that paint material or paint formula, when I know that billions of dollars of American capital are crumbling into the dust bin while the protagonists wrangle.

All honest paint is good paint, and the worst of it, with special exceptions, better than no paint. Take from the resources of the manufacturer and the ultimate command of the consumer the 65,000 or 80,000 tons of zinc oxide, the 30,600 or 50,000 tons of sublimed white lead, the 85,000 or 100,000 tons of lithopone, yes, even the 100,000 or 125,000 tons of inert pigments, barytes, asbestine, etc., annually consumed in the paint industry; take away from him and from the varnish manufacturer the vast imports of oriental oils and you would doom much valuable property to certain destruction in the near future. If the paint manufacturer can make, as we know he can, highly serviceable paint out of any or all of these materials, he is doing well his "bit" in the service of civilization.

What we need in this industry is a wider vision backed by better teamwork. Competition, yes, it is a necessary curb on our predatory instincts, but not the competition which settles differences with a club while the consumer waits; not the competition in which the consumer is beaten to death between the two contestants. While the doctors are disputing, the patient dies—while the harvesters are trampling down the grain in one field the grain in the next is nipped by the frost.

To the members of the paint and varnish industry, if any, in this audience, I say, you are asleep at the switch, wrapped in a megalomanic's dream. Not in a thousand years will you alone, even the greatest among you, accomplish in the broader fields what can be accomplished by fifty of your smallest competitors working along unselfish lines for the general good and pooling their energies and resources to that end.

In the Acts of the Apostles we are told of a vision in which a certain man of Macedonia appeared with the plea, "I pray you, sirs, come over and help us." The property-owners of this country are mostly, though they do not realize it, in the position of the men of Macedonia—they need help which can come to them only from the paint and varnish industry.

For their good, for the protection of their investments, and for the conservation of our national resources, you paint men have an apostolic mission, a social obligation, first to convince them of their sin of neglect and secondly to turn them from the error of their ways. The means is at hand, will you do your duty?

I think we are now prepared to answer sensibly, if not technically, our original question, "What is paint?" My answer, perhaps you can give a better one, is this: The protector of tangible investment; the conserver of natural resources.

Wm. Oster is the successor to Steinmetz & Harrell at Marshall, Mo.

The Laurel Trading Co. has bought the stock of O. G. Kassner Company at Laurel, Mont.

The Checotah Hardware Co. has purchased the Thompson & Kock hardware stock at Checotah, Okla.

McClung & Watson have purchased the hardware stock of the Sanford Hardware Co. at Manitou, Okla.

McCracken-Mitchell Hardware Co. will occupy a new building at Okmulgee, Okla., to give them facilities for carrying increased stock.

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Selling Electrical Goods Successfully

THERE has never been any question as to the opportunity of the hardware man in a smaller community to maintain a live, useful electrical goods department.

There have been those, however, who claimed that the big city hardware man was at a disadvantage, handling electrical goods, with an out-and-out, thorough-going electrical store next door, specializing on this trade. The wise ones thought the exclusive electric shop would take trade away from the hardware store with its more general stock and scattered sales efforts.

Therefore we are particularly proud in showing this month a series of views of the electrical department of Charles Brown & Sons. Here is one of the healthiest departments in a husky business, where a full stock of electrical household conveniences, fittings and fixtures is carried, enjoying the interest and patronage from customers of the store generally.

The success of this electrical department may be ascribed to two causes: First, the large general patronage of this main street store; and second, the enterprise of Department Manager Burton E. Griffin. As is the case with any business or any department, the personality involved is the real secret of success, and Mr. Griffin is a young man who has, with interest, with energy, with study and with enthusiasm, made this department reflect his own personality.



B. E. GRIFFIN

The light in his eyes and the "pep" of his personality is evident throughout the electrical goods department of Chas. Brown & Sons, of which he is manager.

It is an interesting fact that Mr. Griffin was neither a hardware man nor electrician when his career began with Charles Brown & Son eight years ago. As a youngster of 12, he began as a printer's devil, and worked his way up in the trade until he was a shop foreman at a good salary, but unhappy, both physically and mentally because of the confinement, limitation and the lack of human contact in his work.

So he selected the hardware business as his chosen future profession, by preference, and entered at the bottom, starting all over again. However his previous experience at overcoming obstacles stood him in good stead, for it was not long before he graduated from the wrapping counter to the directorate of the electrical department.

Goods Gathered From All Corners

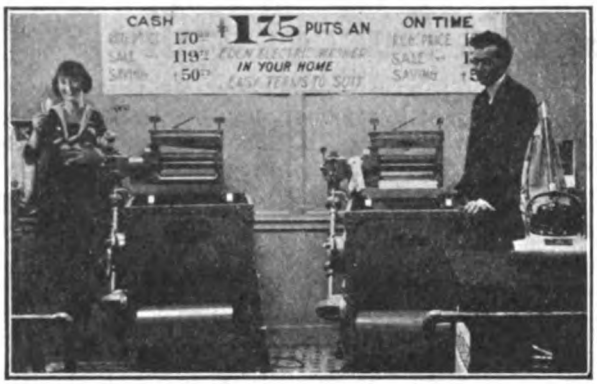
Let it be understood that at that time, eight years ago, the electrical department was mostly on paper, a few lamps in the household department of the store, over across the aisle and around the corner a heater or two in the stove department, a few percolators and pretty toasters on the lower shelf of the cutlery case up near the front of the store, where it made a good appearance, plugs and sockets on the specialty counter, and a little wire and cord with the rope in the basement.

From this scattered start an out-and-out electrical department has been developed. All goods were first grouped together. Special



Progressive hardware merchants throughout the West, even in the large cities, are proving that electrical goods can be profitably handled in quantity, just as Chas. Brown & Sons do.

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We'll venture the opinion that Mr. Griffin looks just as well beside a washer and works a great deal harder than his beautiful assistant. We can't insult her, for she's only cardboard.

tables and fixtures were installed, with their dimensions especially designed to display the various articles to the best advantage. For the wiring fixtures and the electrical apparatus of various sorts drawers were installed so that they might be kept in an orderly way.

want. Carry good clean merchandise in a good clean way. Never doubt a customer's word. Never fail to keep a promise once made.

Here, then, is a thriving electrical department in a hardware store in a large city, surrounded by electric and department stores, yet getting more than their share of the business.

If it has been done here, you can do it also.

All that is necessary is energy, interest, study and good nature always.

A POPULAR SELLING LINE

In speaking of the merits of the Bestov lines of household electrical appliances, Chas, Brown & Sons, one of the largest distributors throughout the West, tells us they average selling at least seventy-five of the Bestov appliances every month, that their products give excellent satisfaction and that there is constantly increasing demand for the Bestov line.

The Biola Hardware Company at Biola, Cal., are erecting a new building to be occupied by them.



Logic has entered into the store arrangement of Chas. Brown & Sons, for electrical goods adjoin the stove, lamp and household goods departments. What more natural evolution or more powerful way of holding and increasing the interest of customers than in passing them from one counter to another in natural succession?

For washing machines and electrical household devices, a separate room was built, finished in a soft light color with linoleum on the floor. Here demonstrations could be held, housewives entertained under conditions approximating those of their own homes, and appliances shown to good advantage in proper surroundings.

Salesmen in other departments became interested and now it is a fact that customers are passed on with pride to the electrical department. Appliances are now sold by the thousands and sweepers as many as 50 a month very often. At the best, washing machines have reached as high as 65 in one month or about three a day.

Sales Principles As Guides

Certain sales principles have supplemented technical knowledge in the department: Give the public the best of service and what they

The Cory Hardware Store at Elkhart, Iowa, was recently destroyed by fire.

The M. Anderson hardware store at Danbury, Wis., was recently damaged by fire.

Elmer Root has purchased the hardware stock of Zigler Brothers at Delta, Iowa.

C. C. Knoe is preparing to open a hardware and furniture business at Eagle River, Wis.

The Mount Vernon Hardware Company of Mount Vernon, Wash., have moved to a new location, which will give them facilities for carrying increased stock.

H. C. Garnett, who recently purchased the hardware business of Albert Hall at Alhambra, is materially adding to his stock of hardware, housefurnishings, sporting goods, automobile accessories, toys, etc., and will be glad to have catalogs along these lines.

Mr. Garnett is one of the most enterprising business men in the West and is planning for a splendid trade in 1922.

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Optimo Now Rules

"DOWN in Oklahoma" or "out in Oklahoma," or wherever you may think that Oklahoma is, is the implement house of A. E. Kull Co.

Mr. Kull handles goods the exact opposite of the way his name is pronounced. As for his name, just as dreams go by contraries, so do names, for he rates AA1 in his business methods, enterprise and progressiveness.

Mr. Kull has established a more or less nation-wide reputation by his "Epistles to the Oklahomans."

Here are three of his epistles, which it is well for each one to put in practice:

Kull's Epistle to The Oklahomans

Verily I say unto you: Kill that fat yearling, for behold Business, who departed so suddenly and without just cause or excuse, is coming back and there shall be rejoicing and feasting in the land of Oklahoma.

How do I know whereof I speak? Be gone doubting one, for am I not a profit? Many things appear before mine eyes. For instance: I behold that the many pant seats that were so slick and shiny but a few short months ago are now Holey. (Prospects.) And I say unto you: for many moons thou hast been on a buyer's strike and have purchased naught of the necessities of life except tickets to prize fights, ball games and picture shows. But behold! a strange change is coming over the land that is attracting Business back to the bosom of his dad. For verily I say unto you: he that appeareth on the street out at the seat shall either buy a new pair or go to jail. (Business for the Jew.)

The man who would reap must sow and of machinery he has not. (Business for the Gentile.)

Behold! Our railroads are dilapidated and run down at the heel and must repair and rebuild or turn the outfit back to McAdoo. Kid thyself not. The roads that Vanderbilt will not be given back to Mac. Repairing, rebuilding and rewatering will soon be the order of the day. (Business for everybody.)

Knowing all these things I beseech thee, Oh Public! Kill the calf and let's go. The times that were so soft became hard, but times that are more worthy than either—normal times —are in the offing.

Second Epistle to the Oklahomans

And it came to pass along late in the year of 1920 that Henry, who begot Edsel, threw a monkey wrench in the gears and in the twinkling of an eye, Bulls became Bears, cotton hit the skids and even the good lard, made from cotton, came down from its high horse.

Confusion reigned in the wheat pit and there was a "void" marked on many contracts. Whereupon Gloom, begot by Pessimist, took the field, followed by a large army of crepe hangers, who soon had the entire country under complete control. The art of dodging collectors became highly developed and Depression, the ideal for which Gloom had been striving, became the order of the day.

But no man liveth unto himself, even unto the house of Gloom, for behold, a new menace doomed on the horizon in the early part of the year 1921, as recorded in the Book of Facts. Prosperity Pepp, begot by Oscar the Optimist, marshalled a strong army from among the tribe of Optimist and sallied forth to do battle in the very stronghold of Gus the Gloomy.

It is written that Gus was riddled with bullets and that most of his followers were converted to the faith of Pepp, who, upon assuming complete command, issued the following proclamation:

"This is indeed a chance of a lifetime! To rule the roost with Gloom but a memory is a privilege that comes to but few mortals. Remember therefore the House of the Service Hound in the days of thy youth and that Lauson Tractors were always loyal to the House of Pepp."

Third Epistle to the Oklahomans

And it came to pass that late in the fall of the year of 1921, Optimo, who had been struggling with his ancient foe, Pessimo, finally succeeded in clamping into Pessimo his favorite hold—the hammerlock.

With his hammer locked, Pessimo became a blowed-up-sucker, while Optimo became cock-of-the-walk and monarch of all the surveyed.

"Thou hast taken an unfair advantage of me," pleaded Pessimo. "For a twelvemonth I reigned supreme; I drove Business to the bushes and was about to take the joy out of life, when again you appear on the scene with your winning ways. Canst thou not allow me to reign until the Northern winds shall have dealt their misery to the children of men?"

"Villain that thou art!" replied Optimo. "For two-bits I would crack your nut against yonder cliff and trample your carcass beneath my feet. Thou hast ruled and nearly ruined my old friend Business; thou hast caused him to suffer untold misery. But at last, evil one, the hour has struck and your wad is shot. Henceforth, the House of Optimo shall rule. Business, weak and exhausted from your vile influences shall be nursed back to health and strength, while you and your gang shall be cast among the damned."

So spake the great Optimo in the ninth month of the second year of reconstruction.

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Illuminating History of Aluminum

HOW many in the hardware trade who handle aluminum goods or sell them over the counter feel any pride in their posterity or have any knowledge of their history, development or relation to other utensils?

This series of illustrations pictures the development of aluminum utensils literally from the ground up. We publish them through the courtesy and cooperation of the Aluminum Goods Mfg. Co., but the life-story of a Mirro kettle will be just as true to the early life of any aluminum article, except for different refinements or finish in the final stages.

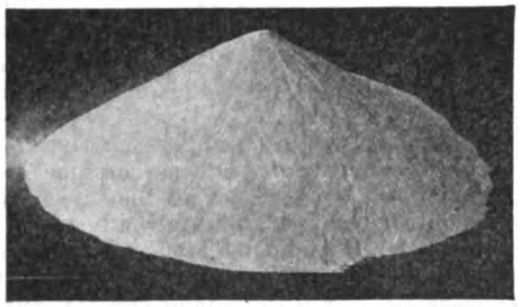
As a matter of fact, the light, polished, cleanly aluminum kettle, pot or pan is only another use of the same materials in the old earthenware crock that we used to see in the kitchen. The crock represents the old primitive way of fashioning vessels out of common clay and hardening those vessels through firing, a practice as old as civilization.

The aluminum utensil comes from the same clay, only that modern scientific manufacture and the brains of the chemist and inventor have made it possible to employ the same materials to a much greater advantage.

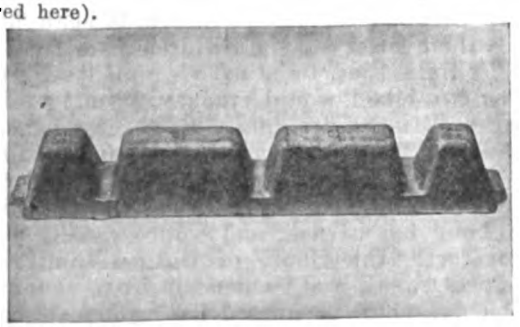
With this brief word of introduction, let us turn out the lights and proceed with the pictures.



Clay and all other minerals similarly formed have a common metal base—alumina. Bauxite (pictured here) is a clay containing more alumina than any other, found in southern France, northern Ireland, Georgia and Arkansas.



Beauxite is crushed and disintegrated by physical and chemical means, into aluminum oxide powder (pictured here).



The powder is placed in a chemical bath to which electricity is applied and the metallic aluminum settles at the bottom and is easily collected and cast into virgin ingots of pure aluminum.



Entering the utensil plant, the ingots are melted in a heating furnace at 1,450 degrees. The dross and refuse metal is skimmed off, and the scrap or remains of sheet aluminum from stamping are fused and mixed in.



Leaving the heating furnace the pure aluminum is cast into 50 pound slabs.



Slabs are heated to a high temperature in an oven arrangement, preparatory to breaking them down into plates.

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Heated slabs are rolled and cross rolled under eight tons pressure until they are broken down and reduced to plates one-quarter inch thick.



Plates are then cold rolled into sheets. These machines are adjustable and the sheet is rolled thinner and thinner progressively, until the last rolling, on the farthest machine in the picture, does the surfacing, by which the metal is given a hard finish. It is possible to roll these sheets to 40-gauge, equal to 3-1000 of an inch in thickness. The average Mirro utensil is 16-gauge, the equivalent of 1-16 inch.



Sheets are placed under the stamping press, the dies meet, and the vessel is cold stamped. This operation, followed by restamping or the "drawing" process progressively shapes or designs the utensil. Sometimes as many as 10 or 12 draws are necessary. The ability of the metal to draw perfectly depends upon its purity, hence the care used in melting the ingots and refining away the dross. Aluminum is a notably pliable, ductile metal.

You can sell merchandise, not only more successfully, but with more enjoyment and pleasure, when you know something as to its history and methods of manufacture.



Rolling and ironing out the wrinkles. This process closes the pores of the metal and hardens the surface.



Spinning. A sectional die, called a split-chuck, is placed in those receptacles which are not to be straight sided, like kettles. Placed on a lathe to revolve at high speed, the vessel is shaped as shown, without application of heat. The elasticity of the metal makes this process possible.



Removing split-chucks after the spinning is complete.



Stamping the angular side pattern onto the kettles. This operation not only adds beauty to the design, but gives additional strength through the angular structure.

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Welding on the ears to which the bail will be attached.



Welding on the spout with an oxygen acetylene blowpipe. A perfect joint is formed; no crevices or roughness inside or out.



After buffing and polishing by patented process the trade mark is stamped on the bottom as shown, and each article is packed for shipping.

ALUMINUM ORDERS SWAMP FACTORY

Industries are coming back to their normal stride. For example news has just been received that the factories of the Aluminum Goods Manufacturing Co. at Manitowoc, Wisconsin, are running day and night, making Mirro and Viko aluminum.

A. J. Vits, general sales manager of this company, states that a greater volume of merchandise is being manufactured and shipped than ever before in the history of the company.

This unusual volume of business is attributed first of all to bold, aggressive advertising in magazines, trade journals and by direct mail. A second fundamental reason for plenty of orders, they state, is the fact that they have consistently maintained their prices at rock-bottom. Any advantage in manufacturing costs has always been passed on to the dealer immediately.

Their plants employ a total of more than 3000 people. When an organization of this size is having difficulty in filling orders under present conditions, it can only mean that business is decidedly better for those who sell a "right" product in the "right" way.



THERR'S A MUSTRR'Y ABOOT TH' "A"

Now that we have seen the real, let's have the lights again while we cast our own lights on the real power behind Mirro and Viko utensils in the West. As. Mr. Rannie's ancestor, Mr. Burns used to say, "A mon's a mon fer a' that."

As long as we hae known A. Rannie, and he hae been in the hardware and particularly in th' aluminum business for 27 years, we hae never solved th' mystery o' his initial "A."

When ye meet him ye will swear that "A" stands fur Andy, pronounced "Ondie." He is sae bonnie a Scot that there's mony a breath o' heather in his voice. As he puts it hissel' wi' a twinkle: "It hae only bun in the last fur or five yurs that A'v bun able tae mak mesel' unerstood."

Judging frae his business, it is only a logical conclusion thot th' "A" stands fur Aluminum. Thoosands o' buyers o' husehold goods all oor th' West luk forward tae the visits o' Mr. Rannie in the behalf o' th' Aluminum Goods Manufacturing Co., on their Viko and Mirro lines.

When Mr. Rannie furst sold aluminum goods, and that was practically th' time he began his connection wi' the hardware business in the West, he use tae sell aluminum combs, calling cards and tea balls tae the novelty trade. There was nae muckle aluminum in those days. Those were the wee days o' aluminum and the Aluminum Goods Manufacturing Co. was as young as their sales agent.

As Mr. Rannie sae aptly pits it, "Aye jist happened tae git a coople o' accoots that grew."

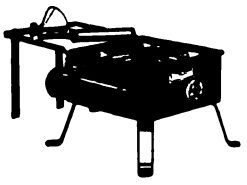
It is barely possible that "A" stands fur Allith-Prouty, fur Mr. Rannie likewise handles the famous door hangers, automobile bumpers, shock absorbers and other fabricated articles made at Danville, Illinois.

There are mony other distinctively magnetic qualities in Mr. Rannie's personality that we hae no' ben able tae touch on or suggest in these few words. His wit, his keen insight not only intae trade problems o' the present but intae the growth that the future has in store, his ability tae cover his territory so completely with these two tremendously broad lines, and wi' all the magnetism o' his way hae made him thoroughly respected and warmly received everywhere. He is the sort o' fella ye enthuse aboot, ye are always glad tae meet, and ye want tae see again.

And no' by any means the least o' his characteristics is his "bunnet." Sitting somewhat askew, off senter o' his weel roonded and liberally proportioned head, is a traditional derby which has been "standard equipment" as long as the memory o' man serves.

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A Complete Line
OF
KAMP KOOK KITS



One Burner Kit, open

Price, including pump and funnel $10.00



One Burner Kit, closed
Equipment inside



Auto-Kamp-Kook-Oven

Fits any model Auto-Kamp-Kook-Kit. Size, 12x11x11 inches, folds up to 12x11x2 inches. Price $5.00

For Every Purpose

THE advantage of carrying a line of camp stoves which offers a model for every requirement and to suit every pocketbook, is one which the aggressive dealer appreciates.

The models illustrated herewith are only a part of the complete line. The line includes

Three Burner Kit, $27.50

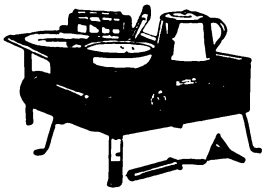
Two Party Suit Case Outfit, $27.50

Six Party Suit Case Outfit, $47.50

Auto-Kamp-Kook-Kit is the most efficient, most satisfactory portable camp stove on the market. Burns motor gasoline—gives a steady hot blue flame that a thirty mile wind will not blow out. Folds up like a suit case with all equipment inside. Light—compact—efficient.

No Sporting Goods department is complete without this line. The demand is enormous and increasing every day. You can add many dollars to your profits with Auto-Kamp-Kook-Kits.

Write or wire today for details.



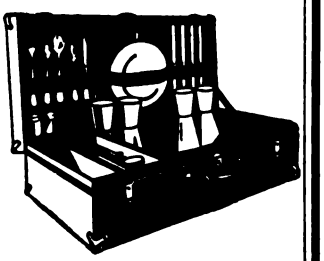
Two Burner Kit, open

Price, including cooking utensils as shown....$17.50
Price without equipment $15.00



Two Burner Kit, closed

All equipment packed inside



Four Party Suit Case Outfit

A complete outfit for four persons, including dishes, silverware, cooking utensils and a Two Burner Kit, all packed in a handsome suit case. Price complete.$45.00

PRENTISS-WABERS STOVE CO.

Export Office
1416 Broadway, New York

18 Spring St., Wisconsin Rapids, Wis.

Cable Address: Prentiswab, N. Y.
All codes used

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The Temporary Sales Manager Idea

(By R. K. Flanagan, Walden-Worcester Co.)

Ed Note.—Automotive Equipment Assn. is conducting a sales promotion campaign, and their motto is "Man the Oil Pump." Under this heading they suggest that the jobbers' salesmen and the missionary men from manufacturers go to the accessory dealers all over the land, taking a little time with each to show them how they are passing up sales opportunities.

By manning the oil pump, the wide-awake salesmen can look over the equipment of every car that comes up for gasoline. As he is handing back the change and before the car leaves, the plan is to lead the driver into a discussion of other accessories that he might put on his car. Oftentimes a live man can pick up orders by simply explaining, installing and demonstrating various accessories.

It is only by getting the best thought of the trade together that this can be accomplished.

THE most important matter before the producers and distributors of automotive accessories today is the development of sales promotion.

The main factor, and the only one, that will stimulate the flow of merchandise in the legitimate channels is the education of the garage man and hardware dealer to the point where the same kind of effort is made to place this merchandise in hands of the consumer or car owner as is made in all other fields of retail business.

The day when the jobber's responsibility ended with the sale of a bill of goods is gone, for the simple reason that one sale will benefit none of us to an appreciative extent and a second sale should not be made unless the first has gone the desired route.

Every salesman has a proportionate number of so-called pet accounts—those men who favor him with a greater share of their business than the other fellow. If such salesman in each case would appoint himself by mutual agreement a temporary salesmanager for the merchandise he is closest to he could and would no doubt accomplish much in the way of first aid to the dealer. He would also more firmly establish himself as a substantial friend and benefactor.



R. K. (DICK) FLANAGAN

He was in one of his sterner moods when he had this picture taken, and likewise when he set down his very valuable thoughts on the general subject of sales promotion in the automobile accessory field.

When he is in lighter vein, Dick Flanagan is one of the wits and beau brummels of the western trade, and his visits are anticipated all over the territory.

In all moods and at all times he is one of the most popular and thoughtful men in the business, and he is constantly in a position to see and know.

This salesmanager idea was suggested to me by C. B. Clark of the Champion Spark Plug Company, and it amounts to nothing more or less than an increased interest in the welfare and progress of an establishment with whom a salesman is continually doing business.

It is stated by many authorities that a large number of garagemen will never become merchants. To a certain extent that may be true. But the success of those who can be converted will largely influence those who may not, so that the latter will at least realize the possibilities.

Goods and Sales Knowledge With Hardware Man

The hardware dealer of course knows how to sell goods and already has in his stock many items, tools for instance, that form a nucleus for a stock of accessories. By an additional small investment he can sell more each month to those customers he now has.

Every car owner should have a kit of tools, an extra spark plug or two, an extra tire and tube. His fan belt and brake lining should be examined from time to time. Now why doesn't the dealer keep these necessities in mind?

Then we have the accessories: Spot lights, cushions, bumpers, mirrors, motometers, tire carriers, covers, etc. Surely here is a list at first hand that would give any dealer an opening. It is a fact that in the aggregate very few cars are completely equipped. It is also a fact that many a car owner have made a mental note to purchase one or more of these items and are simply driving around without them until some alert dealer takes him in hand.

Let's all get together with the men who should be earning the profits that are now going to a less desirable source. Let's show them that every car owner is a prospect for something in the accessory line and after this idea is absorbed many sales will be made that have heretofore not been thought of.

The Paris Furniture & Hardware Co. are the successors to Paris Bros. at Kingsley, Kan.

F. Vicory has taken over the hardware and electrical stock of William Fagan at Greenleaf, Kan.

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Make Winter Pay You



'TIS an ill wind that blows nobody good — 'tis a rare cold snap that doesn't burst a few dozen Ford radiators and send their owners hurrying to stores in search of new ones. And it's a rare Ford owner that won't buy as a replacement, a radiator that will eliminate this freezing trouble.

Peerless Radiators are scientifically constructed to resist freezing. The Guaranteed Honeycomb Core expands with the water—it eliminates the chances of bursting.

The biggest business ever done in Ford replacement radiators will be done this winter and the dealers handling Peerless will do the lion's share of it. If you haven't stocked it, get in touch with your jobber at once. If you are handling it, see that your stock is complete.

The CORCORAN Manufacturing Co.

NORWOOD *Dept. 14* CINCINNATI, OHIO

PEERLESS
HONEYCOMB
GUARANTEED
RADIATORS
FOR FORD CARS

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THE TIRE SITUATION

A tire manufacturer who claims to be well informed submits to us the following interesting information:

Shortly after the close of the war some of the largest tire manufacturers believed there would be difficulty in obtaining the raw material that would enable them to manufacture tires in sufficient quantities to meet the demand. Hence they contracted for fabric at a price in excess of $2.00 per pound, the contract expiring January 1, 1922.

The fabric manufacturers apparently profiteered to a great extent and insisted upon the tire manufacturers living up to their contract, notwithstanding raw material was much lower.

The smaller tire manufacturers were able to purchase fabric at about one-fourth the price that was being charged the larger manufacturers under contract.

The same situation existed in the price of the crude rubber. The larger tire manufacturers had contracted for crude rubber at a price approximating 65 cents a pound, the smaller manufacturers who were not able to contract or for some reason did not, have been able to purchase their crude rubber the past year at one-sixth of the price which is being charged the larger tire manufacturers.

Thus it was that the smaller tire manufacturers were able to secure their material for about one-fifth or about one-sixth the price that the larger tire manufacturers were paying and hence could undersell the large tire manufacturers and still make a good profit.

He believes this condition will be changed shortly after the first of the year and that the larger tire manufacturers will be able to go after business with their accustomed progressiveness.

It was this condition that brought about the financial embarrassment of at least one or more of the larger tire manufacturers.

A DARKY'S PRAYER

"O Lawd, give Thy servant this mornin' de eye of de eagle and de wisdom of de owl; connect his soul with de gospel telephone in de central skies; 'luminate his brow with de sun of heaben; pizen his mind with love for de people; turpentine his 'magination: grease his lips with 'possum oil; loosen his tongue with de sledgehammer of Thy power; 'lectrify his brain with de lightnin' of de word; put 'petual motion in his ahms; fill him plum' full of de dynamite of Thy glory; 'noint him all over with de kerosene oil of Thy salvation, and sot him on the fire. Amen!"

E. J. Pollack has purchased the business of B. McKinley at Morning Sun, Iowa.

A. J. Piatt and A. L. Bemis have opened a hardware business at Wellington, Colo.

BETTER NOT GO UP LIKE A ROCKET

You may feel that your progress is painfully slow, that you are not winning advancement reasonably rapidly. Most of us do feel that way. It is better, however, to climb slowly and surely than to shoot up like a rocket. I know one man who pulled strings so that he maneuvered himself into a more important position than he was capable of filling. He had enough "pull" with the boss to hold his job. Then came a change in the management. And the man was dropped. He had by this time accustomed himself and his wife and family to a rather expensive way of living. He could not afford to take any position paying much less salary. But he could not find anyone willing to employ him at anything like the amount he had received in his big job. Moreover, he was swayed by pride. He argued that if he took the kind of position he had held before he jockeyed himself into the high-salaried place, he would be written down a semi-failure. All his friends and associates would figure that he had gone backwards. The result was that this man is today far worse off, both financially and mentally, than he would have been had he been contented to move up by degrees on merit.

We all admire men who have courage to "tackle anything." But courage must always be combined with common sense, or it becomes not courage but foolhardiness.

WHAT KIND OF AN OPTIMIST ARE YOU?

There are various definitions of "optimist," one of them being, "a man who doesn't care what happens so long as it doesn't happen to him."

Another is "a fellow who thinks that he can buy from a Jew and sell to a Scotchman and still make a profit."

A third is, "a fellow who thinks that something is going to happen when he knows damn well it won't."

Another characteristic optimistic statement was made by Sandy, who fell down the stairs and who upon being sympathized with, admitted that he fell down the stairs, but was coming down anyway, so it really saved his time.

FORMING GOOD READING HABITS

If parents wish their children to form good reading habits they must first form such habits themselves. And there is no better way to do this than to bring into the household a periodical that will be of interest to every member of it: that will supply the best reading for old and young. Among the periodicals of this description The Youth's Companion is unique. Not only does it aim to entertain and inform boys and girls in their teens, as its name suggests, but there is not a page in it that parents can pass over with indifference.

The 52 issues of 1922 will be crowded with serial stories, short stories, editorials, poetry, facts and fun. Subscribe now and receive:

1. The Youth's Companion—52 issues in 1922.
2. All the remaining issues of 1921.
3. The Companion Home Calendar for 1922.

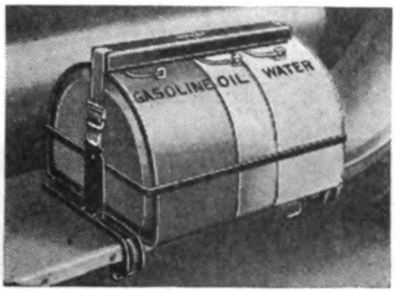
All for $2.50.

4. Or include McCall's Magazine, the monthly authority on fashions. Both publications, only $3.00.

THE YOUTH'S COMPANION
Commonwealth Ave. & St. Paul St., Boston, Mass.

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Now is *the* Time *to* Place Orders *for* Your Spring Requirements

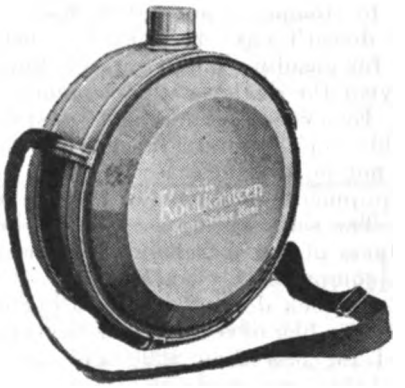


Boyco Service Units

The wide popularity which Boyco Service Units have earned means bigger business for Boyco dealers during the season to come. Now is the time to place your order for these attractive emergency necessities. Motorists are more and more realizing that the compact, yet ample supply of fuel and water which the Boyco Service Unit affords is as necessary for complete comfort and safety as the spare tire and tube. Boyco Service Units mean quick sales and reliable profits.

Boyco Kool-Kanteens

The Boyco Kool-Kanteen is an entirely new product offered for the first time to the motoring public. Its ingenious construction positively keeps its contents cool even when exposed for hours at a time in the hottest midsummer sun. Light, sturdy, neat in appearance and of four quarts capacity, this new Boyco product offers sales opportunity in every part of the country—answers a long standing need and appeals for every outdoor use.





Boyco Camp Grate

For the camper, the picknicker and all those who love the out-of-doors there is no product more cleverly designed for lasting usefulness than the Boyco Camp Grate. It sets up sturdily without burying the legs; accommodates a number of utensils; and folds into a surprisingly small and compact package. One-half of Grate top is depressed for use as a skillet while the other half consists of a warp-proof grid. Boyco Camp Grates are real business builders.

Folders giving complete information gladly forwarded on request

BOYLE MANUFACTURING CO.

LOS ANGELES - - - - - - - - CALIFORNIA

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YOU CAN SELL MORE GOODS IF YOU MAKE THE EFFORT

Ask yourself if you ever solicit anyone to make a purchase. Yes, I know some of you do part of the time, but how very, very few merchants and salesmen really make a "continuous performance" of it day in and day out?

And particularly is this true with merchants selling auto accessories.

Customers who own a car (and in the west and south, far west and Pacific Coast, where the HARDWARE WORLD is most widely read, practically every one does), you will find that nine times out of ten the auto owner will favorably respond to your suggestions of offering some article that will be a convenience, or a time saver.

Here are ten suggestions from the A. E. A. most merchants can use to advantage in increasing their sales of accessories.

Try them and write us your experience.

1. The dealer doesn't have to hunt for customers. Pick up any newspaper and read the ads of stores that are trying to get people to come to them. The automotive equipment dealer doesn't have to hunt for customers because, for gasoline, oil, or service, the car owner must visit the dealer with frequency.

2. Every car owner is a prospect. There probably isn't a car in the world whose owner could not be sold at least one item of automotive equipment—and most of them several items.

3. The sales resistance is small because the usefulness of the merchandise is great and the cost is comparatively small.

4. A stock doesn't run into big money. A dealer who has never stocked anything can get started for less than $200 and the stock can be made to turn over quickly.

5. The merchandise sells in all seasons. In fact, the seasons and the weather increase the sales of many items.

6. Seldom if ever is there a shortage of stock. The nearness of the jobber and the frequency of the salesman's visits enable the dealer to keep a fairly small stock turning rapidly with steady sales.

7. No special staff of salesmen is required. Even the mechanic or stenographer can sell automotive equipment. It is mostly a question of finding what the car owner hasn't and asking him to buy it.

8. There is no great competition, no costly outside sales work, no working on a prospect at hours of expense and then having him pass out of the market because some one else sold him. If he buys an article of one dealer there is something the next dealer can sell him.

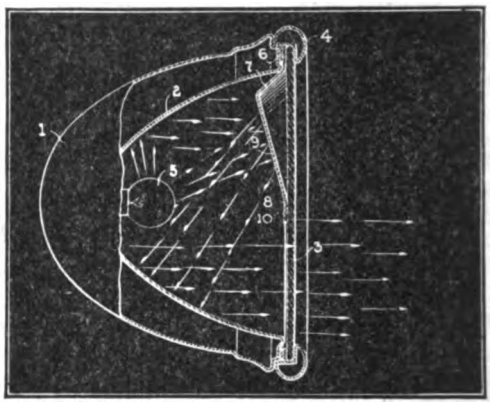
9. It can be made almost entirely a cash business, without notes, long-time payments and similar worries and expense. It is a cash-over-the-counter business.

10. Then, most important of all, the discount ranges from 25 to 50 per cent and averages about 33 1-3 per cent. The profit on an hour of shop labor is but a few cents—and often nothing. The profit on cars seldom gets above 25 per cent, which is where automotive equipment starts.

Asking Folks to Buy

Here is the situation:

1. The dealer is here.
2. The dealer has a stock—seldom enough—but some.
3. The car owner is in contact with the dealer.
4. The car owner will buy automotive equipment.
5. All that remains to be done is to ask him to buy.



SAFE AND SAVING HEADLIGHTS

The Stephens Safety Auto Light Co. has chosen "Fiat Lux" as the trade mark for their headlight shield and control. But they might have very well called it "Salvo," for its main feature is saving—of light and also of passing drivers and pedestrians from danger on highways at night.

Instead of depending on ground glass lenses "Fiat Lux" is a metal shield reflector which clamps over a clear glass lens, as the illustration indicates. The inner surface of Fiat Lux is at an angle, nickel-plated and highly polished, so that the rays that go out onto the upper half of the headlight lens, instead of being bent, twisted and lost, are only turned back to the source and sent out in double volume through the lower half of the lens onto the road.

Fiat Lux has been certified by state traffic officials and guaranteed by the Motor Vehicle Department. When properly focussed it is claimed for this control that it throws a most even, economical and powerful light on the road.

The metal shields retail at $3.00 a pair without the glass and plain glass lenses cost 50c a pair. The Stephens Safety Auto Light Co., Hobart Building, San Francisco, will be glad to furnish full information to any dealer or jobber whose attention has not already been called to this device.

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Are You Selling

Superior Motor Oils

and

Superior Greases?

They test the best.

They give the most lubrication for the least money.

They are not sold direct to consumers.

Our forty years experience is back of them.

Write for our price list and special quantity propositions.

Galena Manufacturing Company
500 First St., Galena, Illinois

AUTO TOPS *and* Seat Covers



Top Recovers, Seat Covers
Radiator and Hood Covers
Side Curtains, Rain Guards

Tire Covers, One-man Ford Tops
Trimmers' Material and Supplies
Tents, Paulins, Wagon Covers
Cotton Picking Bags

Clifton Manufacturing Company
Main Office and Factory
Waco, Texas
SAN FRANCISCO - LOS ANGELES
DENVER, COLORADO
KANSAS CITY, MISSOURI
DALLAS, TEXAS

MOTOR MERCANTILE COMPANY

Wholesale **Exclusively**

Carrying Complete Stock of Automotive Parts Equipment and Supplies

EXCLUSIVE DISTRIBUTORS FOR THE FOLLOWING LINES

Motul Oil
Gearese
Motile Tubes
Stromberg Carburetors
Wainwright Pistons
Stan-Par Perfection Springs
Spirex Radiators
H & D Shock Absorbers for Fords
Gabriel Snubbers
Gilmore Fan Belts
Kay Bee Spot Lights
Momeco Bronze
Momeco Tool Kits
Pemko Ignition Parts
Lockwood Seat Covers
Tire and Radiator Covers, Etc.
Fairbanks Garage Equipment.
Canedy-Otto Garage Equipment
Arrow Grip Chains
Du Pont Top Material
Laidlaw Seat Cover Material
DriKure Retreaders

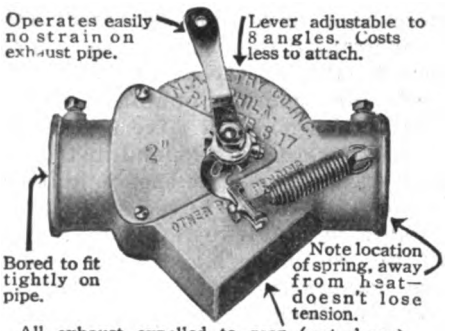
And a Complete Line of Mechanics' Tools and Garage Equipment

New 1920 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY
115-117 South West Temple Street, Salt Lake City

Petry Tuning-Up-Valve

"The Scientific Detector"



All exhaust expelled to rear (not down) through megaphone opening. Highly machined valve stops fluttering.

Why do particular motorists demand the Petry Tuning-Up-Valve in preference to all others? Motorists find that the Petry Tuning-Up-Valve is a carefully designed, well-made product, and not some castings carelessly assembled. It appeals, on sight, as a "good job." Compare it yourself with any other tuning-up valve—and your verdict will be that it is America's Best Tuning-Up-Valve and "Scientific Detector" for tuning up and locating trouble. Sixteen sizes for all makes of cars.

N. A. Petry Co., Inc., 345 N. Randolph St., Philadelphia
Makers of Petry Pump, Ventilator and Pedal

Western Distributor:
Norman Cowan Company, 445-51 Rialto Building, San Francisco, California

Copyright 1921, N. A. Petry Co., Inc.

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EDUCATE YOUR NEWSPAPERS

In the general search for causes and the liberal placing of blame for business conditions during the last year, it has become common practice all over the country to blame the retail merchant for high prices. It is claimed that he has failed to pass on declines as they come to him, and that the retail prices for commodities have not decreased as rapidly as the wholesale prices, etc.

Notwithstanding a short-sighted, poor merchant here and there, who has injured himself and his fellow workers by taking advantage along these lines, the generality is entirely false. We of the trade know it thoroughly and sincerely. The retail merchant in general is not to blame. He is doing his utmost.

Therefore, it is for the enlightened retailers, for those who are doing their part in the general struggle for lower prices and more business; it is for you merchants to take the newspapers into your confidence. Show them what you are doing. Tell them very frankly when they do the retail merchants an injustice.

As a matter of fact the merchant is the very best supporter, both financially and publicly, of the newspapers in his own town. The two parallel forces should work together, each for the good of the community and each assisting each other.

How It Worked for Stapley

Here is what the O. S. Stapley Co., of Mesa, Arizona, did. Jack Long of the purchasing department clipped a page from a recent issue of the HARDWARE WORLD and mailed it to their local newspaper, the Arizona Republican. This page referred to the misrepresentation that retail merchants have not accepted declining prices nor granted the same to their customers.

Thus educated by the Stapley Co. and other merchants, the Arizona Republican has printed an educational, good-will advertisement, sometimes occupying a full page, and instructing the community along the same economic lines.

We quote from these advertisements phrases as the following: "Who fixes prices, anyhow? It isn't the retailer. It isn't the jobber. It isn't the manufacturer. It isn't the farmer." Then the advertisement goes on to show that the laws of supply and demand set prices and now even at the present time there is an upward tendency.

The Business Point of View

Another advertisement explains how, after a year of uncertainty, the buyer may be sure now that prices are at the bottom. "If you wait you will pay more," concludes this advertisement. Still another full page commences, "Out of the Fog," displays such phrases as "Better times are here. Let's buy and sell and have prosperity."

If you are confronted with newspaper opposition or innuendo in your community, see that you cooperate with your newspaper editor. Show him that blaming the retailer only retards business, makes the public suspicious, hurts his business and yours. So get together with him to start things, rather than stop them.

WHY ARE TIRE TREADS ?

Some car owners think tire treads are decorations like embroidery on women's dresses, or distinctive patterns by which the manufacturer can leave advertisements on soft roads. But if such trifling considerations were suggested to the scientists who create the modern tire, they would be scandalized.

As a tire revolves there forms a bulge just ahead of where it is in contact with the road. This bulge is called a "traction wave." Although the bulge always stays in the same relation to the road, the revolving of the wheel has the apparent effect of making it travel around the tire.

In plain tread tires, the full force of this wave continues to roll around the tire. But where a tread with a ribbed or cogged backbone is used, the wave is divided to a certain extent and thrown off at the sides. Some tire treads are smooth, some corrugated, and some indented, but the purpose of them all is to overcome this wave. The decorative effect is only incidental.

Another important function of the tire tread is to resist slipping and side-sway. If a tire is to give full satisfaction, it must be designed to hold the car to the road. An excellent tread combines holes to provide vacuum grip on slippery surfaces with a V-shape or angle design to prevent side-sway.

JAPANESE ROAD RULES

Motorists thinking of visiting Japan are advised to read and consider seriously the following English-Japanese rules of the road that govern motor drivers in that country, according to the Forecast:

At the rise of the hand of policeman stop rapidly. Do not pass him by or otherwise disrespect him.

When a passenger of the foot hove in sight. tootle the horn trumphet to him melodiously at first. If he still obstacles your passage, tootle him with vigor and express by word of the mouth a warning, "Hi! Hi!"

Beware of the wandering horse that he shall not take fright as you pass him. Do not explode the exhaust box at him. Go smoothly by.

Give big space to the festive dog that make sport in the roadway. Avoid entanglement of dog with your wheel spokes.

Go smoothingly on the grease mud, as there lurk the skid demon. Press the brake of the foot as you roll round the corners and save the collapse and tip up.

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"Friends for Life"

"HEXALL"

Trade Mark Reg. U. S. Pat. Office

SOCKET WRENCHES

AND

—users who know them through experience.
—dealers who have made and held trade because of them.
—jobbers who find "HEXALL" always in demand with dealers.

Twelve Sets—A "HEXALL" for every need

"Break Any 'HEXALL' Wrench and We Repair It — No Charge"

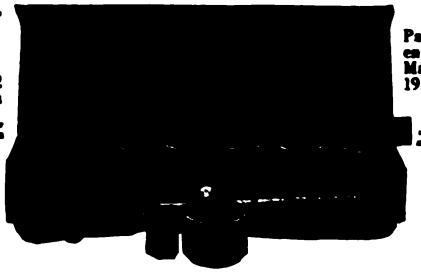
R. F. SEDGLEY, Inc. *Est. 1897*

Also Makers of "BABY" Hammerless Revolvers

2311-13-15 North 16th Street, Philadelphia, Pa.

Pacific Coast Representatives:
McDonald & Linforth, San Francisco, Cal.

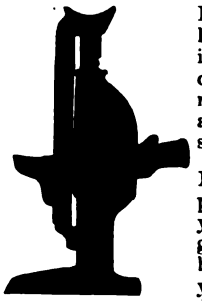
"Hexall" Ratchet Socket Wrench Set No. 2 11 Pieces



Patented May 1, 1917

RELIABLE JACKS

The Jack That Wins Friends Through Service



No. 46 ReHable
Weight 10 lbs.
Will lift 3000 lts.
Height Lowered 11½ in.
Height Raised 17½ in.

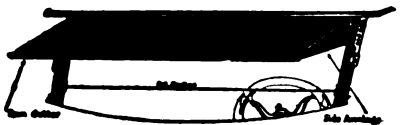
Reliable Jacks are not made to keep motorists from skidding into ditches or getting stuck in chuck holes; but they're a mighty dependable tool to have around under such circumstances.

Motorists know they can depend on Reliable Jacks. When you sell a man a jack that gives him real service you can bet he's going to come back to your store when he needs other dependable articles.

Sell the good will building jack —the Reliable Jack.

Write today for our catalog or ask your jobber.

ELITE MANUFACTURING CO.
Ashland, Ohio

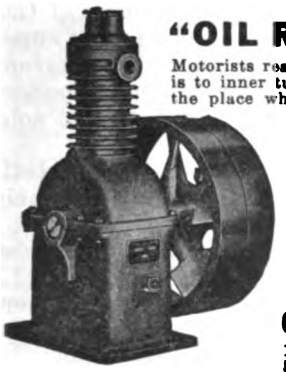


With New Era Visors in stock you will be prepared to offer your car owners every feature of real value that can be obtained in other visors, some of which sell for much higher prices. Rain gutter, awning ends, sturdy throughout and a price of $10 makes the New Era line ideal. Write for Catalog.

NEW ERA SPRING & SPECIALTY CO.
65 Cottage Grove Ave., Grand Rapids, Mich.
Manfrs. also of New Era Springs and New Era "Better" Bumpers

NEW ERA

DeLuxe (*All Metal*) VISORS



"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pneu. Mchy. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.

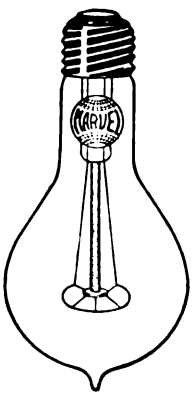
MARVEL

NITROGEN LAMPS

All Sizes!

Stamped on every Marvel carton are the words "One GUARANTEED Nitrogen Lamp."

You are protected! You and your customers are assured of perfect lamps—no disappointments, no misunderstandings — no comeback claims.



IMMEDIATE DELIVERIES

Write or Wire

BRITE LITE LAMP MFG. CO.
214 Oxford St.
PROVIDENCE, R. I.

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ANOTHER PEERLESS SALES MANAGER

Joseph P. McCarthy, for many years connected with various automotive accessory concerns, has been added to the sales staff of The Corcoran Manufacturing Co., Cincinnati, manufacturers of Peerless Products for Ford cars.

Mr. McCarthy will handle southeastern territory, including all states east of the Mississippi, from Kentucky and Virginia south to Florida.

Mr. McCarthy's experience in the sale of automobile accessories, together with his wide acquaintance with the trade, insure his success in his new position.

2000 MERCHANTS SELLING HARDWEAR TIRES

Notice has been received from the Hardwear Tire Corporation, East Rutherford, N. J., who sell Hardwear tires exclusively through the retail hardware trade, of a material reduction in price, effective October 10.

This reduction brings the dealer's price to an unusually low figure, being for instance on 30x3½, $8.60 (fabric), and on 33x4 (cord), $18.67, to recite the most popular sizes.

The Hardwear Tire Corporation has been in operation only a year and during that time has been able to count as customers almost 2000 representative hardware dealers all over the East, South and Middle West.

Their chief trouble during the past few months has been apparently their inability to increase production sufficiently rapidly to keep up with the increasing demand. Several months ago, at the suggestion of a number of their customers, a branch was opened in Chicago, 1509 South Michigan Avenue.

It is said that their business during the first fiscal year leads them to believe that a million dollars for the next year would be a very conservative estimate.

DEATH OF E. F. MESSINGER

The trade of the Northwest was shocked and saddened by news of the death of E. F. Messinger on October 27. As president of Hunt & Mottet Co., Mr. Messinger was one of the most highly respected and one of the eldest in point of service among the good brotherhood of hardware leaders of the Northwest, if not of the entire West.

But 65 years old at the time of his passing, and in the very prime of his activity and usefulness to his community and fellowmen, Mr. Messinger was rounding out his thirty-fifth year of continuous connection with Hunt & Mottet Co., his first and only business connection in Tacoma since he moved there in 1887.

Born in Bremer County, Iowa, in 1856, at the age of 16 Mr. Messinger was a clerk in the Cutler Hardware Co. at Waterloo, so that he jumped right into hardware business. He found at the start that it suited him and he suited it admirably. When a boy of 20, he moved to Portland, Oregon, and some ten years later settled in Tacoma, as shipping clerk and general man-of-all-work for the newly established jobbing firm of Hunt & Mottet Co., at that time known as Wheelwright & Hunt.

In 1895 the company incorporated, with a capital stock of $100,000, and Mr. Messinger was made vice president. When Mr. Mottet sold his interest in 1906, Mr. Messinger succeeded him in the presidency.

Mr. Messinger was one of the most public spirited and big-hearted of men, to his immediate associates, his employes, and the community in general. He made it almost a religion to advance the interests of Tacoma, and as chairman of the Harbor Development Committee, a member of the Tacoma Civil Service Board, of the Commercial Club and Chamber of Commerce, he had full opportunity to do big, lasting work. He was also an officer of the First Christian Church, and a member of several benevolent and fraternal orders.

Beside his wife, Mr. Messinger is survived by his son, two daughters, two brothers and a sister.

PROFIT IN SELLING MOTOR OILS

The Galena Manufacturing Company of Galena, Illinois, offer to dealers their line of superior motor oils and greases, which are guaranteed to give the most lubrication for the money. They will stand every test. They are not sold direct to the consumer.

They offer an attractive proposition to dealers to whom they will be glad to send their proposition.

They have established a line of retail prices at which their products are sold.

They will be glad to cooperate with merchants in every consistent way.

Clarence A. Peatman has sold his hardware business to J. V. Hurst at Centerville, Iowa.

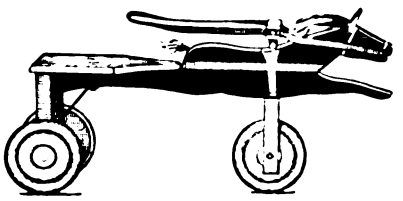
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Order Today Sell 'Em by the 25th

Real American-made Toys
Immediate Delivery

Rock-bottom Prices
San Francisco Stock and Prices

Write or Wire Today for BIG SPECIAL DISCOUNTS



No. 16. List $3.25

PONY PACER. Distinctive for steering and driving with reins. Glossy black horse; natural hair mane and tail. 30" long, 11" high, 6" wheels. Red seat.



No. 18. List $6.50

PONY RACER. Regular Dan Patch pedal power for smallest child. Strong, durable, bright colors. 36" long, 12" high; 8 and 10" rubber tired wheels; 2 per crate.



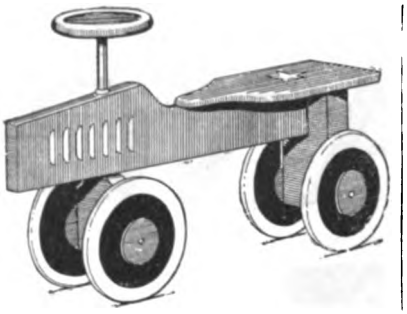
No. 27. List $7.00

For the kiddie just learning. Easy to propel and stop. Crank in front. 28" wheel base; 8 and 10" wheels, ⅜" rubber tires. Weight 40 lbs.



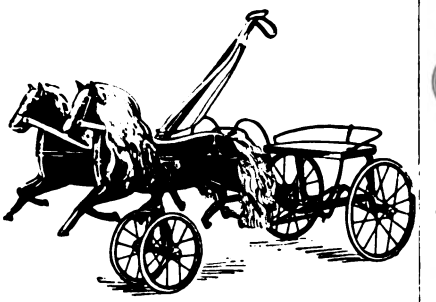
No. 39. List $12.00

YELLOW RACER. Wood steering wheel, starter key, steel gearing, steering knuckle, ball bearings in rear axle. Wheel base, 32"; 10 and 12" wire wheels, rubber tired. Weight 40 lbs.



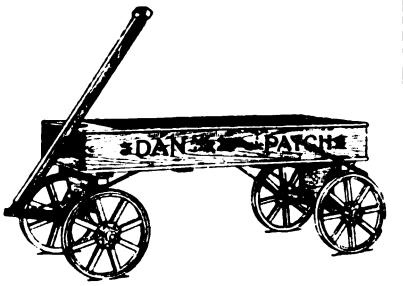
No. 13. List $2.00

TAD-O-BULE. Ideal indoor auto for little tads, 2-3 years. Blue and red, white trimming. 22"x6". 6" wheels, 9" high. Packed 3 per carton.



No. 23. List $14.00

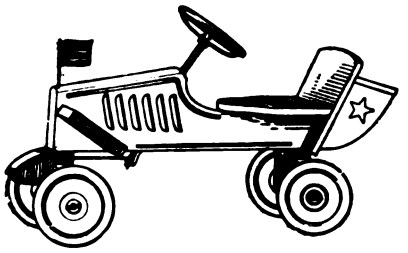
DANDY DAN JOY PONIES. Sulky with two automatic moving horses, solid wood with metal legs. Real hair manes and tails. Reinforced steel frame. Ball bearings. ½" rubber tires. Weight 45 lbs.



Dan Patch Coaster Wagons

Bed of selected light hardwood. Maple bolsters, braced with steel. Hand brake on rear. Special steel fifth wheel and axles. Ball bearing, 10" wheels, with shrunk-on electric welded tires.

No.			List
151	32x14"	Plain bearings.....	$66.00
155	32x14"	Ball bearings.....	75.00
152	36x16"	Plain bearings.....	75.00
156	36x16"	Ball bearings.....	84.00
153	40x18"	Plain bearings.....	84.00
157	40x18"	Ball bearings.....	93.00



No. 15. List $3.75

U. S. DISPATCH. Just the play car for tots, 2-5 years. Hinged-lid dispatch box in rear. Steel axles and steering post. 34" long, 11" high; 2 per carton.



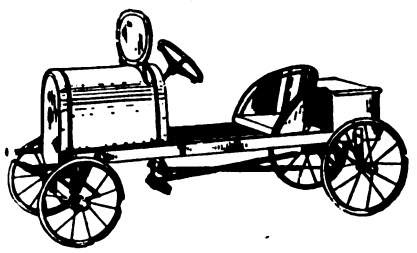
No. 30. List $8.75

RED AUTO. Standard best seller. Gasoline tank, starter key, back axle turns in case hardened ball bearings. Wheel base, 28"; wheels, 8 and 10", rubber tired Weight 40 lbs.



No. 28. List $8.00

BLUE ROADSTER. Gasoline tank and crank. Steel steering knuckles and easy propelling Dan Patch action. Orange stripes and trimming. Wheel base, 28". Rubber tires. Weight, 40 lbs.



No. 29XB. List $10.00

ORANGE SPORT CAR. Adjustable metal wind-shield; tool or package box in rear; starter key; all Dan Patch mechanism. Wheel base, 32"; weight, 42 lbs. Wire, rubber tired wheels.

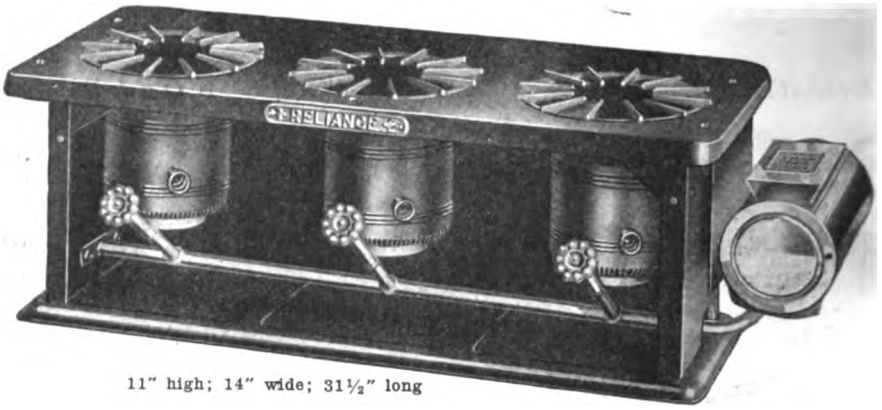
Furniture Exchange Bldg., San Francisco

BAKER, SMITH CO.

1220 Boatmen's Bank Bldg. St. Louis, Mo.

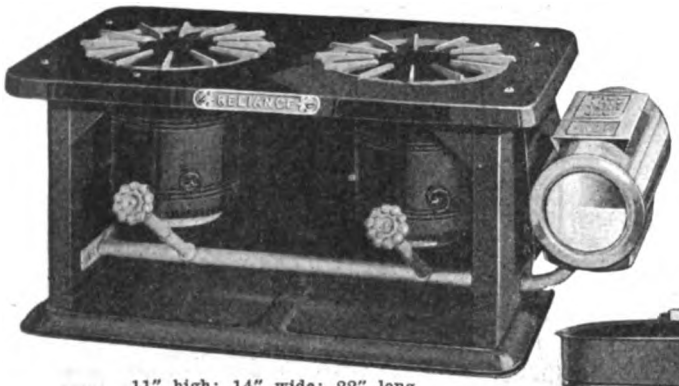
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Lower Prices



11" high; 14" wide; 31½" long

RELIANCE WICKLESS OIL STOVE



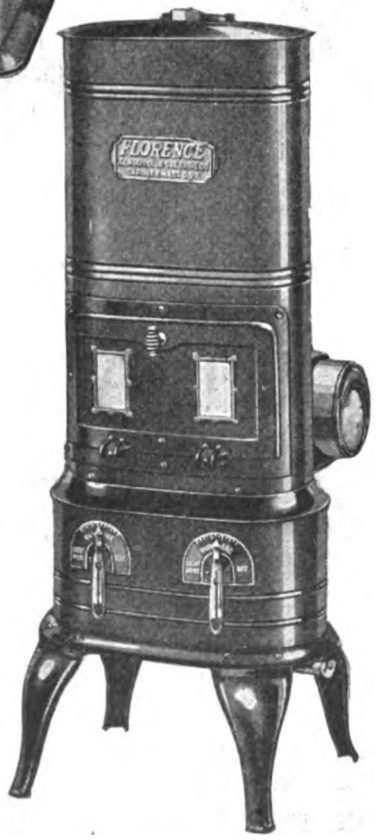
11" high; 14" wide; 22" long

A high-class wickless oil stove at a most moderate price. Intense blue-flame heat close to the cooking. Powerful burners. Pipe connections electrically welded. Strong, enclosed frame finished in bright black enamel. Brass finished oil reservoir with unbreakable end; visible oil supply.. High shelf and base can be furnished. Made in 1, 2 and 3 burner sizes.



FLORENCE
Portable Oven

Improved latch, hinges and door keep all heat inside. Asbestos interlined; welded grates; glass door; double heat spreader prevents burning on bottom. For use on any oil, gas, or gasoline stove. No. 29-20, two-burner. height, 18½"; depth, 13"; width, 21½"; weight, crated, 30 lbs No. 19-20, one-burner.



FLORENCE
Tank Water Heater

Burns kerosene; two powerful Florence burners. Twenty-eight feet copper coils; exclusive, patented "water leg" casting preheats water and prevents condensation. No. 22-20, 38 in. high; floor space, 17-in. by 17-in.; weight, crated, 77 lbs.

Cast Iron
LAMP STOVES

Union, 1, 2, 3 burners; Model 1, 2 burners. Brass wick tubes; 4" flat wicks.



CENTRAL OIL & GAS STOVE CO., 453 School Street, Gardner, Mass.

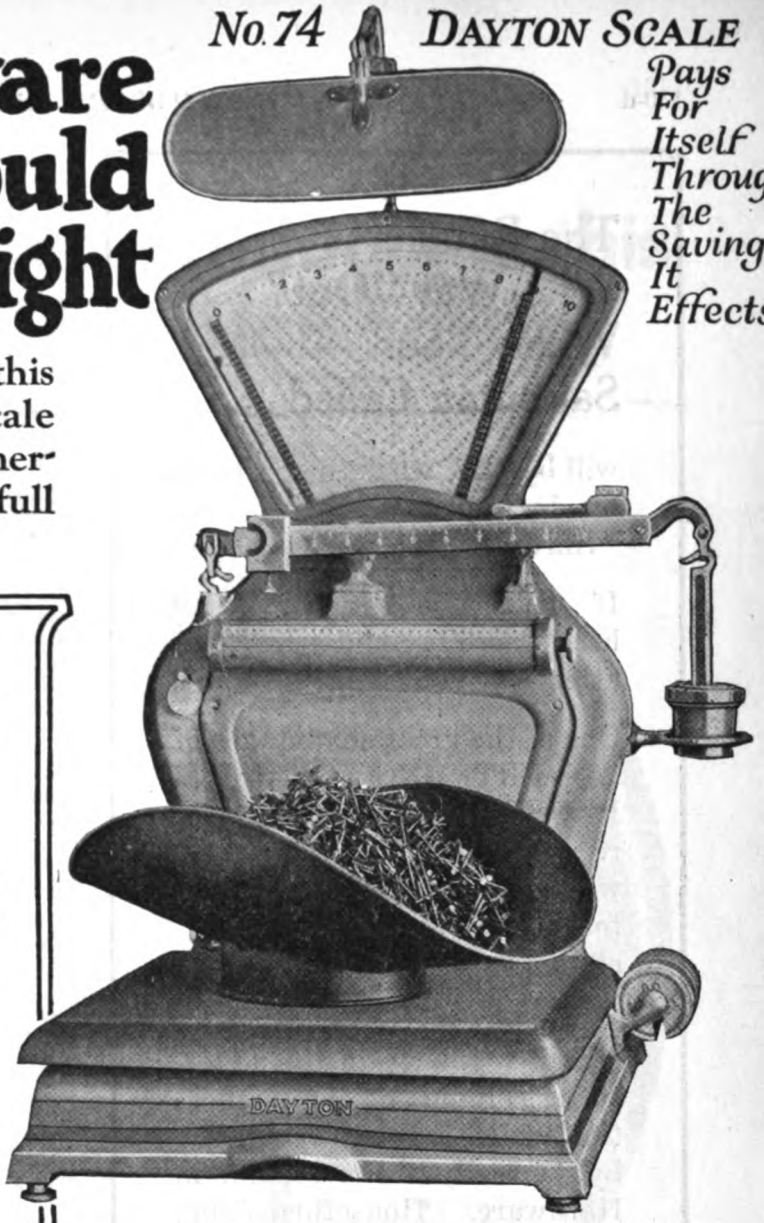
Makers of the famous FLORENCE Oil Cook Stove

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Fifty Hardware Articles Should Be Sold By Weight

No. 74 DAYTON SCALE *Pays For Itself Through The Savings It Effects*

Through the accuracy of this Dayton Moneyweight Scale thousands of hardware merchants are securing their full profits on these articles.



Some of the Things It Does:

1. Protects your profits.
2. Enables you to sell profitably in small quantities, articles bought in bulk.
3. Speeds up selling.
4. Automatically gives you and your customers visible indication of weight.
5. Increases your trade.
6. Makes your store more attractive.
7. Indicates progressiveness.
8. Inspires customer confidence.

Dayton Moneyweight Scale Co.
DAYTON, OHIO
Branches in All Principal Cities

Specifications:

110 lbs. capacity.

10 lbs. automatic chart capacity.

10 lbs. on tare beam.

90 lbs. loose weights.

Hair line weight and value indicator.

Oxidized iron platform 16" x 16".

Supplied with scoop, also wire rack.

"On and Off" Scoop lever balances scale when either scoop or wire rack is used.

Supplied with Total Adder.

Height, 31".

Counter space, 24" x 20".

Base 5¼" high.

Regular finish gray enamel.

DAYTON

See This Scale at All of the Principal Hardware Conventions

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The Retailer Who Was "Out" When Your Salesman Called

will be "in" when the postman hands him this copy of the "Hardware World."

If your advertisement was here where it could attract his attention, you might be "in"!

One of the great advantages of ADVERTISING IN OUR PAGES is the facility for reaching live merchants everywhere, following up and reinforcing the work of your travelers.

It would pay you to be represented regularly in the advertising columns of our publication which is read every issue by the really live merchants in Hardware, Housefurnishing, Sporting Goods and Accessory and kindred industries.

If you ever get any increase of business, you must get it from these very people.

Write us for further particulars.

Hardware World

Elmer Root is the successor to Zeigler Bros. at Delta, Iowa.

W. H. Ray has succeeded Ray & Jackson at Bay Minette, Ala.

J. T. Hoard has opened a hardware and implement store at Merritt, Mich.

Peter Wenger has succeeded Gus Dornes Hardware Co. at Sebetha, Kan.

F. W. Kahley is preparing to engage in the hardware business at Kniering, Iowa.

T. Tucker is the successor to E. F. Seagley & Son Hardware Co. at South Milford, Ind.

The Harklin Co. at Adrian, Wash., are adding to hardware and housefurnishings stock.

Robert Morris has bought the interest of Chas. Zielke in the hardware business at Laoma, Wis.

The Edmiston Hardware Company is the new name of what was formerly known as the Burton Hardware Company at Crockett, Texas.

The Old Trail Hardware Co. has been incorporated by C. E. Winget and others with a capital stock of $15,000, at Spencerville, Ohio.

James S. Evans, who recently engaged in business at Kimmundy, Ill., is preparing to materially increase his stock during the coming year.

The Frame Hardware Co., recently engaged in business at Old Washington, Ohio, are handling full lines of hardware, housefurnishings, sporting goods, etc.

The Wabeno Hardware Company has been incorporated, with a capital stock of $10,000, at Wabeno, Wis., by Messrs, Jos. Harter, Robt. Morris and Anna Morris.

The Sugar City Furniture & Hardware Co. at Sugar City, Idaho, has been incorporated, with a capital stock of $50,000, and plan to materially increase their stock during the coming year.

W. W. Starr, operating branch stores at Alva, Freedom and Edith, Okla., has taken over the business of the Lewis Hardware Co. at Avard, Okla. They are planning to increase the stock in all branches.

Carroll S. Cox of Watson & Cox, Pomona, has engaged in business at Brea, and will handle full lines of everything pertaining to hardware, house furnishings, sporting goods and automobile accessories, etc. They will be glad to have catalogs.

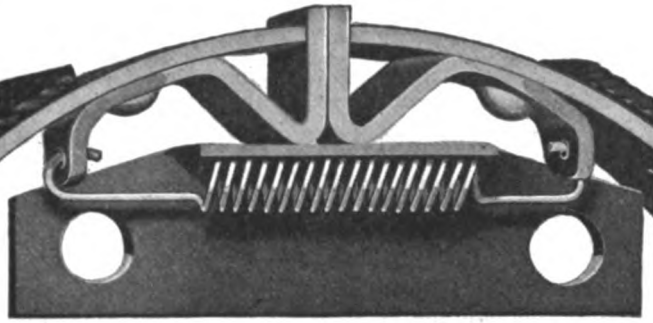
$1.00
ALUMINUM SALE

Operating our own rolling mills we are in a position to furnish, in any quantity, ten big special aluminum cooking utensils for the popular $1.00 Aluminum Sale. State your requirements and ask for prices.

ALUMINUM PRODUCTS COMPANY
La Grange, Illinois

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One of the Rusco Products is this Emergency Brake for Fords



RUSCO steel emergency brakes for Fords are lined with Rusco brake lining. They wear longer and are easy to reline.

This is the only steel emergency brake for Fords that has a brace plate (patented) which insures an even, heavy grip on the brake drums, and prevents any chance of the brake bands buckling and causing serious injury to axle, drums or wheels.

Each Rusco Product has to maintain the reputation in quality of all the others. The Ford brake is doing this, and besides, it is maintaining their high selling record.

Write for complete merchandising plans that are pushing Rusco sales

THE RUSSELL MANUFACTURING COMPANY
Middletown, Conn.

Other RUSCO PRODUCTS are

- Rusco Brake Lining
- Rusco Clutch Facings
- Rusco Hood Lacing
- Rusco Tow Line
- Rusco Fan Belts
- Rusco Tire Straps
- Rusco TABBUCKLER Straps
- Rusco Transmission Lining for Fords
- Rusco Denonco Non-Chatter Bands for Fords



RUSCO EMERGENCY BRAKES *for* FORDS

RUSCO PRODUCTS

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TRADE JOURNALS AND ADVERTISING MADE THIS MAN A SUCCESSFUL MERCHANT

Sometimes it is an advantage to be new at a business. It isn't always the pioneer store in the community that is doing the best business, or the son of his hardware father who is the town's best merchant.

Here is an article, really a business autobiography, which comes to us voluntarily and out of the very fullness of heart of one of our valued subscribers in Nebraska, Otto Wilson, proprietor of The Wilson Hardware, at Waterloo.

Mr. Wilson is frank enough to tell us how he has done it, and though the letter was not intended for publication, we have his permission to pass it on, for we know how many of our readers will find inspiration in this personal narrative and testimonial.

As to the part which the HARDWARE WORLD has had in this little drama, and how it is received by this particular reader, we quote further from Mr. Wilson:

"I don't know how it happened, but somehow I forgot to send in our subscription check to HARDWARE WORLD as promptly as it deserves to be paid for, when the invoice came last month. Your publication is worth much more than you charge for it, anyway."

(By Otto Wilson, Proprietor The Wilson Hardware, Waterloo, Nebraska)

I HAD never been behind a counter in my life until March, 1917, when I purchased this store, so I was green in the business, and what's more, I employed a green clerk also. But I subscribed for all the good hardware papers I could find, and, believe me, I read them. And so did my clerk.

Your articles on salesmanship, your character building stuff, your retail price suggestions, your articles about how the other fellow did it, n'everything, together with similar reading matter published by other hardware magazines and the experience a fellow gets in the great game of selling itself, will help any man to success in business, whether he has had previous selling experience or not.

"Hardware World" Cut to Pieces

Your magazine gets cut all to pieces within a few days after its arrival at our store. My wife cuts all articles that will help us in any way and pastes them in a scrapbook. If the stuff in our scrapbook could all be reprinted without getting a fellow in trouble on account of copyrights, etc:, I think a publisher would pay us a real price for our scrap heap.

We use a loose leaf book for this purpose with the glue put on the leaves at the factory, and we have it divided into sections as follows:

Salesmanship, store management, character building, stunts and other helps to increase sales, window trims (mostly pictures of good windows inserted here), store arrangement and



Si Says

TO standardize and eliminate duplicates in styles of hand-saws is the problem which the Simonds Manufacturing Co. has met in a manner which will give the dealer something better at a lower price.

This is how it has been accomplished: As an example, No. 8 saw which sold for $26.80 per dozen is replaced by the No. 72 saw, practically the same style except that the No. 72 is a better appearing saw which sold for $28.15 per dozen. Now for both these saws the dealer will buy No. 72 at the (No. 8) lower price of $26.80. For No. 5 we substitute No. 61 at the price of the former and so on down the list until but eight Blue Ribbon patterns complete the line with the exception of regular brand saws Nos. 10 and 10½, which are retained as the moderate-price line.

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display suggestions, credit extensions, terms and collection methods and collection letters, advertising (articles on how to). Clippings of advertisements that other merchants have used successfully and which are reprinted in various papers and deals with washing machines, electric goods, ranges, sporting goods, toys, Xmas goods, general hardware, special sales, and in fact dope on every conceivable subject that will in any way be of use to us now or later in our own advertising.

Use Every Form of Advertising

Just a word about advertising. It certainly brings the business to a man's door, if he is absolutely honest in his advertising. We use every form of advertising that we can think of. We run the "Hardware News" weekly. This is a paper in a paper and it's a winner.

You know on this form of a store paper the publisher of the newspaper you run it in pays the postage on all that go out. To those who we think do not subscribe to the local newspaper we send sample copies occasionally. As this will often make new subscribers for our editor, you can be sure that we have his cooperation at all times.

We use picture slides and window displays to tie up each week with our advertisement and if we have any of the advertising that the manufacturers supply we mail that direct to our customers.

If a customer picks up the local paper he will read about the particular goods we are advertising. If he goes to the movie he sees the same goods displayed or advertised on the screen. If he walks by our window he will notice the goods themselves and when he opens his mail he will receive another dose of the same stuff.

Souvenir Gifts for Man, Woman and Child

We usually have a supply of good pencils imprinted with our ad for our men customers, meat forks, pie knives, etc., for the ladies, a drawing on a coaster wagon or similar article once in a while for the kiddies.

Manufacturers are glad to supply us with good road and fence signs free of charge or at a charge so small that it doesn't amount to very much and these we stick up all over the country.

Does it pay? I'll say it does!

Mendelson Hardware Co. is a new store at Montecello, Cal.

E. T. Bond recently purchased his partner's interest in the Merchant & Waite Hardware Co. at Iberia, Mo.

The Linscott Hardware Co. of Sweet Springs, Mo., have purchased the Houstonis Hardware Co. at Mexico, Mo.

C. E. Stauber and Frank Lawless have purchased the hardware and implement business of W. G. Ten Broeck at Hebron, Neb.

Simonds Simplifies

Dealers' Hand Saw Problem

By this method duplicates are eliminated, the dealer will sell saws that are better and show off to better advantage, and at a strictly competitive price.



Dealers should write for complete details and price list of this new selling method.

Simonds Manufacturing Co.

Portland, Oregon
Seattle, Washington

"The Saw Makers"

San Francisco, California
Vancouver, B. C.

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HONEYMAN STOCK CONSOLIDATED

Looking far into the future, and believing also the good old motto that "In union there is strength," the Honeyman Hardware Co. have discontinued their up-town store at Fourth and Alder Streets. All the stock has been moved to the great sales floor in their own square block building at Park and Glisan Streets, where they will continue to sell both wholesale and retail to the hardware and sporting goods trade.

It is a coincidence and also a case of history repeating itself that about a quarter of a century ago practically the same movement took place. Previous to that time the business had been conducted on First Street, near the river in Portland. When the stock was moved to the new store at Fourth and Alder, it was thought that the company was going out into the suburbs.

Since that time the city has been attracted in the same direction. Fourth and Alder Streets is in the center of the up-town shopping district where there is no chance for automobile shoppers to park machines, where the streets are narrow and congested and rents are excessively high, so that the complete stock which such an up-to-the-minute hardware store must keep is forced to bear a tremendous overhead or to do away with necessary display.

The new location is one block west of the new postoffice and conveniently reached by several main carlines and very close to railroad and shipping facilities. The entire block is now occupied by the Honeyman Hardware Company's plant, and the corner where the retail business will be conducted is occupied by a new brick building, built within the last two years, and especially designed for the retail business and the offices of the company.

It also is near the center of the automobile district, and yet is just outside the restricted parking and congested shopping area, so that residents of Portland or the suburbs, in their machines especially, can conveniently purchase there, free from all worry and fear of being hurried by the ever vigilant traffic officer.

The retail floor and salesroom covers an area 100x200 feet, where every department is represented on the ground floor, allowing perfect sample display and perfect accessibility to the company's great wholesale stock.

ATTRACTIVE RANGE CATALOG

The Matthews Banner Range Company of South Bend, Indiana, of which Lewis C. Matthews is president, recently issued an attractive catalog in colors, showing their full lines of gas, coal and combination ranges, which possess special points of merit and superiority and offers an opportunity for merchants to increase and develop their stove and range business.

The Matthews line is the result of years of experience by practical stove men, who know what is necessary and who feel confident that in offering the Matthews line they will please their customers and develop business for their agencies.

They will be glad to give full information and send catalog to any of our readers upon request.

KING "MODERN SIGHTS FOR MODERN ARMS"

Have you the complete booklet issued by D. W. King, inventor and patentee of a complete line of special front and rear sights for firearms of all kinds?

Mr. King's sights need no introduction to the sportsman and the lover of arms. He has devoted a full life to the arms and ammunition business, and has been developing his own special sights for many years. The most recent addition to the King line is a peep sight, which Mr. King is now putting on the market. With this he now offers a complete sight line to the sportsman, the sharpshooter, hunter and all other users of firearms.

The sale of King sights is handled by McDonald & Linforth, with headquarters and main office in the New Call Bldg., San Francisco.

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SPRAKE COMPANY HANDLES EMPIRE LEVELS

Water seeks its own level; so does every man and every organization.

The Sprake Sales Co. has sought and found their level. In this case it is the Empire, manufactured by the Empire Level Manufacturing Co. of Milwaukee. Henceforth the western business on Empire levels will be handled through the Sprake Sales Co. offices at Los Angeles, San Francisco, Portland and Denver.

The Empire line includes the new adjustable and interchangeable aluminum level, stationary aluminum levels, various types and sizes of wood and brass bound levels, as well as wood and aluminum hawks, darbies and floats.

High quality and absolute accuracy have always been characteristic of Empire levels, and it is only natural that Sales Manager Roy E. Hanson and the other officials of the company should seek and find the same qualities in their western sales organization. The Sprake Sales Co. is held in high esteem by all those with whom they deal, both customers and principals. They are tool specialists, every member of the organization having a long and valuable connection with the western hardware trade. Undoubtedly they will be instrumental in extending throughout the West the wide sales that Empire levels have enjoyed in other parts of the country.

The Hutto Hardware Co. has engaged in business at Jasper, Ala.

Waechter & Caldwell have engaged in the stove and sporting goods business at Whittier.

SIOUX

Sioux Tools are the standard tools in garages everywhere for
REMOVING BUSHINGS
RE-FACING, RE-SEATING, GRINDING
ANY AND ALL SIZE VALVES
ALBERTSON & CO., Manufacturers, SIOUX CITY, IA.

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated and polished...$2.00



No. 3 Gunmetal finish $1.50



Easy to operate. Fits any spring. All dealers, or sent prepaid
Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.
Western Representative, Walter A. Scott Co., Mills Bldg., San Francisco, Cal.

Electric Appliance Company
807-809 Mission St., San Francisco

JOBBERS OF ELECTRICAL AND AUTO SUPPLIES AND ACCESSORIES

Electric Ranges
Suction Cleaners
Fan Motors
Wiring Materials
Washing Machines
Ironing Machines
Heating Devices
Auto Accessories

Tires—Tubes—Ford Parts

Genuine Crank Shaft and Connecting Rod Bearings, Etc.

THE PASSING OF FRED J. MEYERS

The trade will learn with sincere regret of the passing of Fred J. Meyers, president of the Fred J. Meyers Manufacturing Company of Hamilton, Ohio.

He had never fully recovered from an illness of a year ago. He was again stricken and pneumonia developed and it was this disease that had its fatal termination.

In 1890 the Fred J. Meyers Manufacturing Co. was organized, with a capital stock of $125,000, Mr. Meyers being the first president of the company, a position he retained until his death. He was likewise vice president of the Central Wire Goods Company in New York and treasurer of the National Association of Ornamental and Bronze Manufacturers.

Associated with Mr. Meyers in the organization was John Wuftange, vice president; George C. Bramlage, secretary, and Joseph F. Wuftange, treasurer, and Fred L. Meyers, cashier.

Mr. Meyers was not only a well known and successful manufacturer with a wide acquaintance, but he was a splendid citizen, taking an active part in civic matters and in everything that pertained to his community and the nation generally.

When the day's work was done he laid aside his business cares and was the center of his interesting family. It is said that he entered into the lives of his children as few fathers do, making their home an ideal one. Mr. Meyers was of a most charitable disposition, but not of the ostentatious kind. One of his marked characteristics was that he never criticized the life of another.

His wife preceded him about a year ago. He is survived by seven children, five daughters and two sons, to whom the sympathy of the trade will be extended.

Jack Thompson succeeds Thompson & Koch at Checotah, Okla., in the hardware business.

The "NEW DUMACO"



ADJUSTABLE NOZZLE

is the quickest-seller on the market.

You can sell more garden-hose nozzles this coming season than you ever sold before. The "NEW DUMACO" will do it for you.

And why? Listen—

In construction it is the latest thing. It is manufactured out of solid brass rod, fine grained brass casting, and a specially improved packing, that makes leakage absolutely impossible.

In operation it is simplicity itself. One turn, and you have a straight flow; another, and there is a fine spray; a third, and the water is shut off—instantly. The stream is longer, and the spray finer than in any other nozzle sold.

In service it has no superior. For garage, lawn, or garden it is ideal. Perfect satisfaction and durability is insured, as each nozzle is factory-tested, and fully guaranteed.

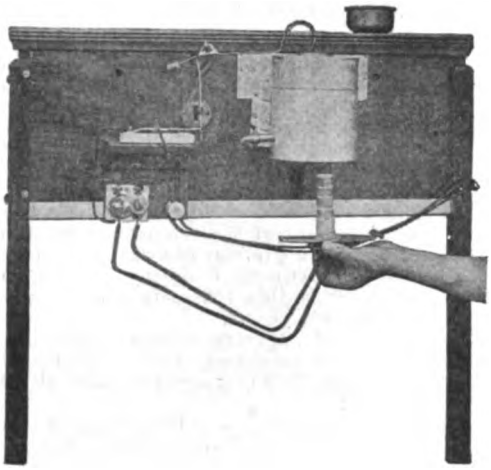
In price it is the most profitable for you to handle. We sell it much lower than any other is offered at.

The "NEW DUMACO" means steady money-making sales for you. "It Sells BEST Because It Is BEST!"

Sample on request. Write direct, or to your jobber, for special rates and terms.

THE DURST MANUFACTURING CO., Inc.
119 Chambers St., New York, N. Y.
We also manufacture Couplings and other Hose Accessories

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ELECTRICITY AS A FUEL FOR HEATING INCUBATORS

The use of electricity for heating incubators is not a new idea. In many different forms it has been experimented with for the past five years or more. Its success has been rather questionable because of the methods used and the expense attached to its use, either in extravagant use of current or exceptional high cost of the equipment.

In heating incubators there are two questions that are all important—sufficient heat and low cost of such heat. For years the incubator has been heated by oil lamps, and while such has been a very practical method, and so far as that is concerned it has been considered an efficient method, and as a result the cost of heating has been based upon the cost, per egg capacity, of oil heat.

In recent years, many have entered the field of hatching, either as a business or because of their love for the poultry raising game.

In the former instance, the one operating the plant probably had a great many units or machines to give attention to, and to fill and care for lamps took some time, and especially if it were properly done. Time to him is money, for that was only one of his many duties incidental to his making his bread and butter. The latter individual had time and probably the means to allow his indulging in his pleasure in a leisurely fashion and on the more modern lines.

For these people a real practical device must be figured out that could give them all that they desired and just as they desired it.

The Queen Incubator Company has always endeavored to meet their customers' desires and give them the best possible equipment that could be had for as near as possible the smallest cost that same could be put out at.

They have met this demand for electric heaters for incubators and have devised a heater that will fit any Queen Incubator from 70 egg size to 1000 egg size, and use only the heat necessary to keep the machine at 103 degrees of heat.

This heater was tested on a 1000 egg size incubator for eight consecutive weeks and its average consumption of current was 7 kilowatts per 24 hours.

This at a cost of three cents per kilowatt averaged a cost of 21 cents a day on the 1000 egg incubator or about one-half the cost per day of operating the same incubator by oil.

The regulator on the electric attaches to the side regulator on the Queen incubator, so that when the incubator goes to full heat it shuts off the power and when the heat begins to lower, even a fraction of a degree, it immediately turns it on again. This gives positive heat and positive regulation.

The essentials to operating with electric current are that it must be 24 hour service and of 110 volt alternating current or 32 volt if direct current.

To attach the electric device to the incubator is but the work of a moment, all parts are attached to the outside of the incubator and requires nothing but a screw driver in the way of tools.

The heater heats the water or discharges its heat in the heater the same as the lamp would do and should your power shut off you can put your oil lamp in place and proceed with your hatch without any loss of time or eggs.

The device is equipped with safety fuse and a flasher switch and has a pilot light which acts as an indicator to you that the current is on and the heater working as it should.

This is the last word in modern incubator equipment and can be relied upon to give the most reliable, up-to-the-minute service.



They have the same equipment arranged to a hover for chicks and this is a marvel. A 36 inch hover will hold 500 chicks. All hover, as no center space is lost to heaters or other devices.

They will be glad to describe these machines more fully to any one interested.

"GETTING THE MOST OUT OF RETAILING"

This is the title of a most attractive booklet issued by the National Cash Register Company of Dayton, Ohio, which every retail merchant should read.

It is an attractive booklet in colors and gotten up in such a way that you could read it in a few moments and yet it would doubtless give you suggestions that you could use to advantage.

This is a booklet that we are glad to recommend to every merchant and salesman. While it may tell the things that you know, yet it tells them over again in such a pleasant way that it will help you to remember them.

NEW PRICES AND DISCOUNTS

New prices and discounts on springs, tire carriers, spring bumpers and visors, recently announced by the New Era Spring & Specialty Company of Grand Rapids, Michigan, shows a downward trend in price revision and an upward trend in discounts.

The New Era organization is announcing its new prices a month in advance of the usual time, November first.

New Era has reduced its list prices on New Era "Better" 1¾-inch double-bar spring bumpers, tire carriers and all-metal visors, and has increased its discount on springs to 70 per cent and on tire carriers to 50-5 per cent.

Another step forward is New Era's innovation in listing Fords, Chevrolet "490" and Overland "Four" in the same price classification in both the double-bar and Duplex or double-face type of bumper. Heretofore Ford bumpers, like other Ford accessories, have been listed at a lower price than all other cars. New Era double-bar bumpers for these three models now list at $10 for black, and $11.50 for black and nickel or full nickel.

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SKIING AS AN AMERICAN SPORT

The remarkable growth in the popularity of skiing as a winter sport has been due to two reasons especially:

First, because the American people are naturally alive and alert. Their love for athletics which require skill and "finish" is the wonder and admiration of the world, and their prowess is shown in no more striking manner than the attainment of the world's long ski-jumping record. This was accomplished by Mr. Henry Hall on February 9, 1921, at Revelstoke, British Columbia. His amazing jump of 229 feet exceeded the former world's record by 15 feet. Mr. Hall used a pair of Northland skis.

Thus skiing in this country, a comparatively new sport, American skill, genius and daring have won for her the highest skiing laurels.

The second reason why skiing is becoming the most favorite winter sport in America is due to its hilly and mountainous regions, interspersed with numerous valleys and level stretches. Such country is exceptionally adaptable for skiing—making what we might term a "natural skiing playground." Such country also gives the skier more skill and helps him to become more versatile in his style.

A Great Health Builder

Skiing is more than a joy and a wild winter pleasure of delight. It is a most potent builder of health. It requires an alert mind, quick thinking and deep breathing.



HENRY HALL
The World's Champion Ski-Jumper in Action
Mr. Hall's record jump was 229 feet, which was made in Revelstoke, B. C., in February last.

Therefore, skiing is a wholesome, healthful outdoor sport, that sets the nerves tingling and the blood rushing. It is not dangerous, as is sometimes supposed, nor does it "tear down" tissues faster than it builds them up. It is the ideal winter sport for Americans and is just as suitable for women as for men; "grown-ups" as for young people.

Good Equipment

Learning to ski requires more than perfect length and properly shaped ski. The design and balance of the ski must be right. The grain must be straight and true the full length of the ski or it will splinter. Beyond this, the binding must be secure, binding the ski to the foot. There is far more danger in loose-bindings than in having the ski securely bound to the foot.

Northland skis are recognized everywhere as the most springy, the easier gliding and most "alive" of any that have ever been turned out. And this is brought about by specially selected wood, combined with their design and thorough inspection by expert Norwegian ski-makers.

Hickory, ash, maple and pine are the woods used in Northland skis, named in the order of their excellence. The famous Telemark model is made up in all of the above woods. This model will be found the most practical for all around skiing. The Overland model was designed principally for use in level country where the snow is loose and deep and is made up in ash and pine.

Thousands of pairs of Northland skis were sold last year to users in nearly every northern state, as well as in Canada.

The J. R. Kohler Hardware Co. has bought the hardware and implement business of B. L. Thompson at Woodbine, Kan., and will add to the stock.

COAST FRUIT-GROWERS KNOW—

this line. 8 years field work, plus extensive advertising of both product and dealer agencies has given it the call by progressive orchardists in whole Pacific Coast. SECURITY LADDER sales of Wenatchee, Wn., agency will exceed $5000 this season! Write for open territory on this trade puller. Same exceptional construction may now be had in regular step ladders also.

J. B. PATTERSON, Manufacturer
505 Lankershim Bldg. Los Angeles

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WILL HELP SCATTER "SPARKS" FAR AND WIDE

In Sydney A. Beck, newly appointed sales and advertising manager of the Hammer-Bray Co. for Spark ranges and stoves, President George Hammer has secured an able assistant and this progressive institution has one of the keenest, most energetic, experienced, enthusiastic executives in the stove business in the West, is not of the entire country.

We can heartily agree with Mr. Beck when he states that he believes it is his good fortune to face one of the greatest opportunities in the country from an industrial and sales standpoint. He has behind and in front of him a line of stoves that has been brilliantly and carefully developed by an institution that stands high in the trade. There is a further natural advantage in supplying the stove and heating needs of the West with western products from a western manufacturer.

To Mr. Beck it seems almost incredible that he has passed a score of years in the stove business, and still kept so youthful and unburdened with the weight or ravages of years. As a matter of fact, Mr. Beck has been for 21 years in the stove department of M. Seller & Co., and he resigned—was only allowed to resign—because the opportunity that presented itself was so great that neither he nor his former employer who had his welfare at heart could afford to let the chance pass by.

Splendidly Equipped

He comes notably endowed along two lines. His friendships, acquaintance and familiarity with the buyers of the Northwest is probably unequaled by any man in the trade. During his long years of service he has learned the territory, the personalities, until they are second nature to him, and in his new executive position he will be the general with the terraine of his battlefield at his finger tips and his personnel as clear as an open book.

Aside from this, his merchandise experience, acquaintance with all branches of the business and particularly his familiarity with the peculiar stove and heating needs of the Northwest should be an invaluable asset to him. As a matter of fact, Mr. Beck designed or improved many of the stoves now being sold throughout the Northwest, and his mechanical and manufacturing knowledge will be eagerly sought and adopted by the Hammer-Bray Co. in approaching the trade in the Northwest.

Spark Line Complete and Convincing

The Spark line is all inclusive and well rounded, ranging from the little one and two burner gas hot plates up through a long line of stoves and ovens to the new combination with four gas burners, four coal covers, three ovens and other features. In addition to these, the Spark is cast into air-tight heating stoves in wide variety.

President Hammer and Mr. Beck are to be mutually congratulated in their happy trade alliance, for the achievements and experience of each will only help and strengthen the other. Together these two powerful personalities should in truth make the Sparks fly into a great blaze of glory and triumph.

"Judkins left his umbrella again. I do believe he'd leave his head if it were loose."

"I dare say you're right. I heard him announce only yesterday he was going to Colorado for his lungs."

"Velocity," said Johnny, defining the word to the teacher, "velocity is what you get up off a hornet with!"

Garver Bros. have succeeded D. E. Nickles at Shanesville, Ohio.

CUTLERS AFTER OUR HEARTS

Sometimes a manufacturer's or jobber's catalog is a subterfuge to cover up a lack of real merchandise or legitimate production. Usually it is a thorough and accurate array of products and stock, valuable for reference and as an index, but colorless as a work of art.

Now and then, very rarely, comes to our hand a catalog with a personality, like the one lately issued by the Ontario Knife Co., Franklinville, N. Y. Here are not only the products of this great and remarkable factory. They are all there, over 200 pages of knives, the complete array of "the largest manufacturers of butcher, paring, slicing, kitchen and putty knives in the world."

But in addition there is more in the new Ontario knife catalog. There is the spirit of the institution, the same finished to perfection, leaving no stone unturned to make the best catalog, just as the company makes the best knife that human hand and mechanical skill can turn out.

A map on page three shows the location of Franklinville in relation to the rest of New York state, southeast of Buffalo, two-thirds of the way to the state line of Pennsylvania and on the main line of the Pennsylvania Railroad to Harrisburg. Another view shows the tremendous stock of 6-foot grindstones, weighing one-half ton each to the number of 60 or 75. Thirty nine of the company's skilled grinders are shown in this picture. All Ontario "Tru-Edge" knives are hand ground on grindstones rather than on grinding machines, where emery wheels produce thick and short double bevel edges.

The company neither quotes or sells to department stores or any retail trade and makes the promise to protect their trade. Any member of the trade who has not the catalog has not the last word in kitchen, butcher and table cutlery and should write to the company at Franklinville.

A COMBINATION COAL AND GAS RANGE

A combination coal and gas range that is a real combination range, is the way The Born Steel Range company describes their newest range product.

It uses two fuels for the same oven. With a fire going there is a complete cycle of heat waves going around the outside of the oven walls. With gas burner going there is a complete cycle of heat waves on the inside of the oven. Temperatures at all points of the oven are in direct proportion with the use of either fuel.

To burn two kinds of fuel, nothing has to be changed. Nothing to take out of the oven—no dampers to open or close. Vent damper in oven operates automatically as gas is turned on or off. Four gas burners and four 8-inch covers on top—18-inch broiler and toaster, and warming closet. Stands in a 42-inch space. Guaranteed for 25 years.

The oven of a Born Combination Range is equipped with Rapid Heating Patent Duo-Flame Gas Burner.

This burner is constructed so that all air taken into oven must pass through two parallel lines of flames. No cold air can pass through burner or into oven while gas burner is in operation.

The burner itself is outside of the oven proper, but all heat from the burner circulates in oven. Fumes leave by vent in lower left hand corner of oven. Baking and cooking are done by direct contact with heat instead of by outside radiation.

F. H. Mars has sold his interest in the Holly-Mar Hardware Store to E. A. Hollingsworth, the other member of the firm.

The Woodbury Lumber Company at Brewster, Washington, are installing a complete line of builders' hardware. They are typical of a large number of our subscribers in lumber and building material, who are getting new lines.

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NEW SALES MANAGER FOR LEYSE ALUMINUM CO.

The friends of Charles W. Boardman, formerly with the Mirro Department of the Aluminum Goods Mfg. Co., will be glad to learn that he has been appointed sales manager of the Leyse Aluminum Co. of Kewaunee, Wisconsin.

Mr. Boardman is well known to the trade, especially throughout Wisconsin, Michigan and adjoining territories. He is a keen judge of values and his fifteen years of selling and advertising experience, together with a thorough understanding of dealer problems, has made him welcome everywhere.

The Priscilla line of aluminum cooking utensils is now pretty well known among retailers for its construction, double-polish, heavy gauge aluminum plate and other features.

Mr. Boardman has spent some time at the factory, working out merchandising plans, which will be brought to the attention of the trade very soon.

COLT COMPANY OFFERS SPECIAL CASES

Owing to many inquiries of a more substantial and more elaborate fire arm receptacle, to contain the arm when not in use, in the home or in the office, the Colt's Patent Fire Arms Mfg. Co., of Hartford, Connecticut, have arranged for the production, after a special design, of what they term the Colt Special Case, which they offer when ordered in connection with a Colt arm.

The special cases are now made for the calibers .25, .32 and .380 automatic pistols, and are constructed over a wood frame, covered with heavy pulp-board and finished in high grade black leatherette, with nickled clasp. The cases are lined with either blue or maroon velveteen and sateen, as preferred, and recessed to receive the arm in such a way that it is easily grasped when necessity demands.

To the retail trade, the Colt special cases offer a much needed display fixture for demonstrating Colt arms and one that tends to greatly improve the general appearance of the arm contained therein.

John Allen has succeeded Allen & Williamson at Comanchee, Texas.

Livingston & Goody, who purchased the stock of Ledbetter & McKennon at Davenport, Wash., report a good outlook.

The A. J. Nickle Co. has purchased the stock of F. S. Marshall at Republic, Wash., and is planning to materially increase the stock.

E. J. Cheatham & Sons, who purchased the stock of Carr, Howard, Cram Co. at Ellensburg, Wash., are preparing to increase their stock.

The Goods Our Readers Buy

are principally those that are advertised regularly in our pages.

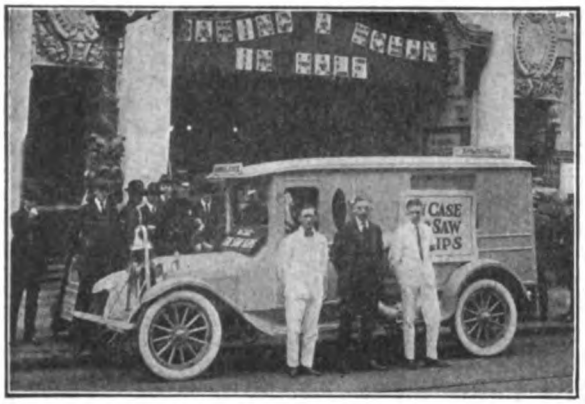
We do not believe that the advertising deserves all the credit. The goods themselves must have merit to win and hold the confidence of thousands of the most progressive dealers in this country.

However, we have noticed that the goods which have merit are generally the goods that have the benefit of advertising, also. Perhaps the advertising is an expression of the confidence and sincerity of their makers.

Our readers seem to accept that view. They consult our advertising pages as a buyer's guide when considering the addition of new lines, planning buying trips, or expecting the visits of salesmen.

Address our nearest office for further particulars.

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THE SAW THAT HALVED A WOMAN

Do You Seize Opportunities Such as This to Attract Attention to Your Store?

Hardware men are constantly confronted with opportunities for publicity. It is the constant alertness of some dealers to take advantage of these opportunities that give "punch" to their advertising and make their store the one that is talked about.

An incident that attracted considerable attention some weeks ago very clearly illustrated how some of this publicity can be obtained by alertness on the part of the local men and the value of it to him.

It was announced that Horace Goldin, royal illusionist, would appear at Keith's Theatre and present his new and startling illusion, "Sawing a Woman in Half."

Now sawing—even "Sawing a Woman in Half"—requires a saw. Henry Disston & Sons, Inc., naturally became interested in the proposition. Hundreds of people began to wonder how the trick was done. One of the most common solutions brought forth was that the saw being used by Mr. Goldin in the act was not a real saw—that it came apart or that the tooth edge bent and would not cut.

So it was suggested that the Disston firm challenge Mr. Goldin to use a Disston saw in his act and do away with this suspicion. Mr. Goldin accepted the challenge. He realized that this challenge afforded an excellent opportunity to establish firmly the value of his illusion, and to attract serious attention to his act.

Next day he, working with Disston, went about the proposition of carrying out the challenge. The above illustration shows one of the many touches of realism employed to arouse interest in the act. The sign, partly hidden by the ambulance driver, reads: "In case the saw slips." This ambulance stood out in front of the theatre before the act and the saw was displayed in the lobby.

At the evening performance a Disston worker took to the stage a Disston cross-cut saw (which he had made) and Messrs. S. Horace Disston and Jacob Disston, Jr., were there to see that the saw was actually used. No one—not even those on the stage—could discover how the illusion was performed, and the resulting publicity was of great value to Mr. Goldin and to sellers of Disston saws.

This story is printed here to show how publicity may be tied up with news and current occurrences and to suggest how alert merchants can take advantage of possibilities that are almost constantly occurring to secure for their stores the attention and comment of people in the immediate locality.

The Holstein Furniture Co. are adding a housefurnishings stock at Holstein, Mo.

The Montgomery Hardware Co. are preparing to erect a new building at Follett, Texas, to give them facilities for carrying an increased stock.

BABCOCK SPRUCE LADDERS AND STEPLADDERS

Babcock spruce ladders and stepladders are made in absolutely the best manner and of the best material that is possible for any manufacturer to use or to employ.

A picture of their plant appears in our issue this month. It shows their facilities to be unexcelled for making the best ladders.

Babcock's ladders are the standards by which other ladders are judged.

It is far better to sell a ladder that you are sure is going to give satisfaction and pleasure to your trade and brings them back for more like it, than to take a chance in using one for which claims may be made which are not backed up by the ladder in actual use.

HITCH YOUR WAGON WITH A STAR

Such is the title of the live monthly house organ of the Star Expansion Bolt Co., at New York City. "Nothing in the world loosens a Star" is the motto of the company, and this monthly publication is designed to strengthen "stars" all over the universe as well as in the company's organization. It is full of "star points," bright personal items, expressive of the spirit of the entire company. J. K. Woods, assistant manager, is editor, and Sebco Sam is an able assistant and heavy contributor. His writing in the vernacular is both interesting and pointed.

The following verse was especially contributed to the Expansion News and is typical of the columns:

"The stars are unnumbered
That shine overhead,
Each fastened secure
In its heavenly bed
By the force of a power
That men may not know—
The stars we may see, but—
The bolts do not show.

The "stars" of the earth
Are unnumbered as well,
But the power that holds them
We see—'tis a shell
That expands at our touch,
And that power, we know,
When it grips, like a bulldog,
It never—lets go!

INCREASING HIS FIELD

Mr. Olin R. Smith, who for the past three years has been advertising manager of The Moto-Meter Company, Inc., Long Island City, N. Y., has joined the staff of the Palmer Advertising Service, 137 E. 43rd Street, New York City.

Mr. Smith will specialize on dealer helps, such as window and counter displays, direct by mail folders, and dealer material of every form. His wide experience in the past with the Quaker Oats Company, the Goodrich Tire and Rubber Company, the Swinehart Tire and Rubber Company, and more recently with the Boyce Moto-Meter, should not come amiss in his new field of work, and his many friends in the automotive industry will wish him every success.

BUILDERS' HARDWARE EXCLUSIVELY

Huntley & Mahoney is a new firm at San Francisco, selling only builders' hardware to contractors and builders bidding on jobs. Both the partners are enterprising men with long experience in the builders' hardware department and they are being strongly supported and warmly received. Their offices and stock are at 182 Jessie Street, in the heart of the contracting and builders' district.

The Conley Hardware Co. are the successors to A. B. Conley at Kingfisher, Okla.

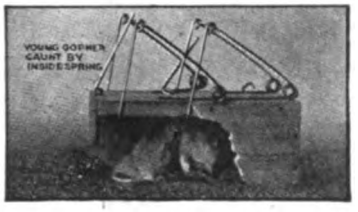
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EVERY FARMER NEEDS A DOZEN DOZEN



After the first rains, the ground softens and gophers begin to dig out. As a matter of fact, the gopher is a most active creature anyway and he begins to dig at times and places most unexpected.

A gopher trap that is a sure shot, that catches without bait, and never fails to get Mr. Gopher—one that you can recommend to your customers with the assurance that it is going to get the gopher every time—is the Chubbuck Double Catch Gopher Trap. Their announcement appears on page 35.



The trade in the West and on the Pacific Coast is supplied out of their office at 731 Market Street, San Francisco.

Throughout the Mississippi Valley, West and South, orders can be sent to their office at the Boatmen's Bank Building at St. Louis.

They retail for 75 cents and the cost to the dealer, delivered at his store, is $6.00 a dozen, allowing him a profit of 50 per cent on the cost of the goods.

NEW BRIDGEPORT CATALOG

The Bridgeport Hardware Manufacturing Corporation of Bridgeport, Conn., have issued their catalog No. 21, an eighty-page book, covering their standard line of nail pullers, box opening tools, crate openers, box scrapers, pliers, cutting nippers, screw drivers, hollow handle tool sets, coping saws, hack saw frames, ticket punches, trowels, etc., also including their high grade line of automobile tools, such as their valve lifting tools, masters auto hammers, adjustable hack saw frames, side cutting pliers, etc.

This catalog is gotten out in an attractive manner and is a desirable acquisition to every merchant's and buyer's files.

They will be glad to send copies of it to any of our readers upon request.

AMERICAN ENAMELED WARE

American enameled ware manufactured by the American Stamping & Enameling Company, at Massillon, Ohio, in marble (blue and white) and mottled (veined and white) and white, is sold by all the leading hardware and house furnishings dealers and jobbers.

They will be glad to send their catalogs and will give full information to any of our readers upon request.

Thirty years of unfailing service and satisfaction is a guarantee of goods you can fully recommend.

The Trisko Mercantile Co. are adding to their hardware stock at Clyde, N. D.

The Galesburg Hardware Co. has purchased the business of the Galesburg Buggy Company at Galesburg, Ill.

The Milbank Hardware Co. recently engaged in business at Milbank, S. D., and will handle full lines of hardware, housefurnishings, sporting goods, etc.

HOWARD WASHBOARDS

There is an increasing demand for a washboard that is strong, durable, that retains its appearance and has a rubbing surface that will not damage the finest fabrics.

The Howard Mfg. Co. of Seattle, located in the center of the great timber sections and hence having unexcelled facilities for securing materials that enables them to manufacture a washboard that is durable and can be fully recommended.

Their products are sold by leading jobbers in hardware, house furnishings and similar lines, but if the dealer cannot obtain the Howard line, they will be glad to give full information to any of our readers upon request.

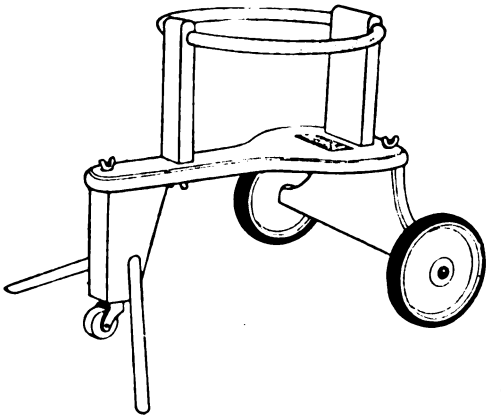
HYGRADE LAMPS

Hygrade Lamps are what their name indicates. For show windows and cases, mills making colored fabrics, printers and lithographers, department stores, clothing stores, manufacturers, artists' studios, amusement parks, rug dealers, auto painters, hosiery manufacturers, book stores, dressmakers, milliners, dyers, florists, fur dealers, paint dealers, to say nothing of the household requirements, it is unsurpassed.

The Hygrade Lamp Co. makes a complete line of 183 types and sizes of large style tungsten lamps, including the New Hygrade Mill Type Lamp and the White Hygrade and bowl enameled lamps.

The Hygrade Daylight gas-filled blue glass of 50 to 100 watts has proven a splendid seller.

They will be glad to give full information to any of our readers upon request.



A READY SELLER

The Go-bi-bi, a utility toy that teaches the very young child to walk, is the novel invention placed on the market by the Crosley Manufacturing Company, of Cincinnati, O.

The wooden straddle seat of the toy is just high enough from the floor to allow the child's feet to brush the floor. The suggestion to the baby is to paddle its legs—it quickly learns that it can move itself and is taught to walk in the sane, natural way.

A padded iron ring completely surrounds and supports the child—makes it impossible for it to fall out. The patented propping device prevents the car from tipping over. The rear wheels are steel disc, rubber-tired wheels of a special design. The car is finished in genuine lacquer in attractive colors.

Curyea & Murtey have succeeded Frost, Curyea & Murtey at Manley, Neb.

The Priest River Mercantile Co. have incorporated at Priest River, Idaho, with a capital stock of $15,000.

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HAMMERS SAFETY AND PERMANENTLY WEDGED

What is indeed a revolution in hammer design and manufacture has been effected by Vaughan & Bushnell Manufacturing Co. in their new Uncle Sam expansion wedge hammers.



Underwriters' Laboratories label appears on every Uncle Sam hammer with the safety wedge.

It would seem to the laymen that the last word had been written in the history of hammer manufacture; that the possibility in hammer perfection or improvement was distinctly limited. On nail hammers the leverage of the claw, the crown of the face, the design of the sides and other features have all been given most careful study, and refinement in details of construction is very nearly perfection itself.

But there is always a loophole for the searcher and seeker.

Wedging the handle to the head has never been entirely satisfactory, in that ordinary wedges work loose eventually and cannot be reset so that they will stay right. So the Vaughan & Bushnell researchers set out after the perfect wedge. Uncle Sam hammers with the tapered wedge and meshing teeth are the result.



The newly developed V & B expansion wedge consists of three parts, two pins and a wedge as illustrated. In assembling, a hole is drilled into the hammer end of the handle. This hole has a smaller diameter at the bottom than at the top. The two pins are inserted into the hole and the wedge driven between them. The wedge being tapered spreads the pins at bottom of the hole as well as their full length. This binds the wood firmly against the entire sides of the eye of the hammer.

The teeth of the wedge lock into the teeth of the pins and cannot become disengaged. If the head shows and tendency to work loose, the wedge may be driven a notch or two deeper.



As soon as this wedge was developed the manufacturers decided to secure the approval and label of the Underwriters' Laboratories, said to be greatest in the world for testing devices for the prevention of accidents and fire. This organization tested, examined and analyzed for over a year. It is the proud claim of Vaughan & Bushnell that they are the first manufacturers of hand tools to receive "tested and approved" label of the Underwriters' Laboratories, and all hammers and hatchets under the Uncle Sam brand will carry V & B expansion wedges and the Underwriters' label hereafter.

It is now possible for merchants handling the Uncle Sam hammers to offer railroads, industrial plants, carpenters, mechanics and manual training departments in the public schools standard hammers, whose safety and quality are guaranteed.

R. B. Hawk of Atchinson, Kan., has purchased the Wilson Hardware Co. at Centralia, Kan., and will take possession January 1.

REPRESENTING NATIONAL MANUFACTURERS

The hundreds of friends who have been drawn to W. R. Voorhees in his over twenty-five years' connection with the hardware trade in the West are congratulating him on his entry into the manufacturer's agency field. Few men in the trade have worked as loyally, as thoughtfully, as earnestly and as long for others as has Mr. Voorhees, and it is highly appropriate and most pleasant now that he should enter the new field in his prime, with a full knowledge, strongly endorsed by his past record, and with the good-will of his future customers at the start.



For eighteen years Mr. Voorhees represented Russell & Erwin with distinction to his principals and himself, and during those years he became one of the most popular, influential, best known personalities among the western branch managers. More recently with John T. Rowntree, Inc., he has had excellent opportunity to meet a wider circle of buyers for a more diversified line of products.

In entering this new work Mr. Voorhees has had the encouragement and the active cooperation of some of the leading men in the trade, in making connections and planning lines and agencies. He is at the present time in the East, conferring with his factories and making new connections. On his return by the holidays he will make headquarters in the Call Building, San Francisco, from which point he will cover the twelve western states, including the territory from Denver and El Paso west.

The Champlin Hardware Co. has purchased a new building at Enid, Okla., which will give them facilities for carrying increased stock.

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THE DUALITE LINE

The Whitelite Electric Company of New York offer to the trade a superior gas-filled lamp with one filament that is proving most satisfactory.

They ask merchants to buy according to the candle power, not the price, and manufacture both the Whitelite and Dualite brands.

The Dualite is of exactly the same quality as the Whitelite, but having two filaments, giving double the service. They are made in 75, 100 and 200 watts, whereas the Whitelite is made from 40 to 1000 watts. The Whitelite gives from 225 to 230 candle power and the 35 to 40 per cent increase in candle power which the Whitelite buyer gets over the man who buys on a price basis only, is well worth considering.

The Dualite line has been on the market for some time and many thousands have been sold, each one renders double service to the user, creating increased business for the dealer and proves a splendid trade bringing article.

HELLERS FAMOUS SECTIONAL CABINETS

Hellers famous sectional cabinets are most convenient for hardware, automobile accessories, screws, bolts, etc. They are illustrated on page 51 of our issue.

It is the most economical and convenient arrangement and keeps the dealer's stock in order and enables him to fill orders quickly and easily.

They will be glad to give full information to any of our readers with reference to their various requirements in the cabinet line.

STANLEY TOOLS IN CABINETS, BOXES AND SETS

The Stanley Works of New Britain announce that they have adopted the plan of now furnishing dependable Stanley tools in cabinets, boxes and sets.

Each assortment of Stanley tools is sold in a practical, strong and handsome looking cabinet or box. The various assortments are as follows:

Cabinets—No. 850, 50 tools, list price, $95.00. No. 851, 35 tools, list price, $65.00. No. 852, 20 tools, list price, $35.00.

Boxes—No. 800, 25 tools, list price, $43.00. No. 801, 15 tools, list price, $20.00.

Sets—No. 870, 13 tools, list price, $18.00. No. 871, 12 tools, list price, $13.50. No. 872, 6 tools, list price, $7.50.

The Stanley Works intend to advertise these different assortments during the coming year in national magazines and all hardware merchants will do well to carry a stock of these products. Literature, showing the various assortments and describing the tools, will be sent upon request, also newspaper electrotypes and electrotypes for jobbers' catalogs.

INVESTMENT $37.92 CASH—PROFIT $20.33

This is exactly the way the Aluminum Goods Manufacturing Co. is putting up to the trade their aluminum nursery rhyme practical cooking set. They earn 54% on the amount invested in them, and are said to be among the most appealing toys on the market.

This assortment of children's tea sets is especially packed in nursery rhyme boxes. The dealer buys the assortment of 94 selected sets, ranging in retail price from 15c to $2.20, and the children and their parents are eager to buy them. They are made consistent with Mirro quality and standard, and also prepare the way for further sales to mother or big sister.

R. P. Shanks recently opened a hardware business at Palms, Cal.

C. F. Graves & Erwin Bloomhall have bought the Ashton Hardware Co. at Ashton, S. D.

BACK IN BUSINESS AGAIN

Louis C. Matthews, who decided two years ago to retire from business, feeling that his thirty-five years of activity entitled him to a rest, has again found the call of business too strong and has entered business with the formation of the Matthews Banner Range Company, of which he is president.

For eight years prior to his retirement he was vice president of the Matthews Range Company of South Bend, where he was in full charge of production.

Prior to that he was superintendent for twelve years at the Malleable Steel Range Company at South Bend.

His experiences range back for many years to the time when he was superintendent of the Majestic Range Company.

His many friends will be glad to know of his reentering the trade, for his experience and knowledge should be utilized to the fullest extent.



LITTLE JEWELL MINIATURE SWEEPER

The Bissell Carpet Sweeper Company announce that they are mailing to the trade a description of their Little Jewell Miniature Sweeper.

Certain final details of this new high grade toy sweeper could not be determined upon in time to be announced in the regular advertising space, but this sweeper, which retails at $1.35 and is really a facsimile of the real sweeper, is sure to command attention and interest, especially from the little housekeepers and mothers who are growing up.

Although most reasonably priced it yields the consumer a good profit and there is no other toy that exceeds it in value, considering attractiveness, desirability, sturdy worth and utility.

It is in a class of wheel toys always popular and always in demand. The experience of a number of their customers who have been able to sell many of them is quite interesting and they have met with favor in all sections of the country.

It is a useful toy that is sure to attract much attention among the women folk of the community.

The Witwer, Tate & Hefter Hardware Co. of Centralia, Ill., report a very satisfactory season and a good outlok for the coming year.

A CALIFORNIA OPPORTUNITY

An unusual opportunity to engage in the retail hardware business is offered within 100 miles of San Francisco in a most enterprising and prosperous town of over 3000 inhabitants, surrounded by splendid agricultural and fruit growing sections.

The annual business is approxmiately $150,000, the stock will inventory approximately $40,000.

Owner has most excellent reasons for selling.

He controls some of the most profitable lines, not a dollar's worth of dead stock. It is a finely organized business, in splendidly equipped store.

This is an A-1 opportunity for anyone wishing to engage in the hardware business in one of the best towns on the Pacific Coast, and one we can fully recommend.

Address "California," care HARDWARE WORLD.

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SLANDER REFUTED

Editor "Hardware and Plumbing World:"

Inclosed find copy of clipping from the Tacoma Daily Ledger, which is self-explanatory.

The only comment I have to make is the wish that we had more Mr. J. A. Wood's in our trade and the life of the boob that is ridiculing us as individuals and craftsmen would be of short duration.

Hoping you will find space in your magazine to publish Mr. Wood's letter, I remain,

Respectfully yours,
A. M. GODDARD.

To the Editor of The Tacoma Ledger:

I note your paper, quoted in Literary Digest of even date, under heading, "Topics in Brief," as follows:

"One good way to curtail armament would be to hire plumbers to build the battleships."

Please compare plumbing of thirty years ago with the perfected modern sanitary appliances of the present day; visualize the tremendous accomplishments of the plumber through the span of one generation.

In the writer's opinion there are hundreds of thousands of humans living today who would long ago have had a lily placed in their hands had not the muchly damned plumbers builded better than you know. It is much easier to dream out a line of smudge to smear on than it is to plan a perfect sanitary system which provides for and assures comfort and health to millions of people in the cities, small communities and farms of our country.

Your paper, if correctly quoted, started what I term a brazen, cowardly attack upon the plumbers; Literary Digest, several millions strong, passes it along. I presume hundreds of photo houses will crack the whip through Digest quotations.

Will you have the fairness to allow the writer to discuss publicly the ugly pun with its author through your paper or other medium of your choosing?

Yours very truly,
JAMES A. WOOD,
623 West 9th St., Erie, Pa.

Remember that up-to-date fixtures increase sales. Proper arrangement wins trade.

ARE YOU WORKING WITH YOUR BOSS OR MERELY FOR HIS MONEY?

Are you working with your employer—or merely working for his payroll?

Have you noticed that in business and social life the really happy successes are those who are always striving to give, rather than take?

The payroll worker simply aims to "get by," and as a result, at the finish he usually finds that he has gotten nowhere. The only time his work attracts special attention is when one of the periodical waves of depression settles over industry; then he is among the first to get laid off.

There is no job in the world but what can be done a little better; so the same job in the hands of two different types of employes becomes two entirely different jobs. The job and the man find a common level. A big man on a small job soon elevates that job into the big class. Conversely, a small man on a big job soon causes the job to deteriorate into the small-job class.

No sane man would knowingly build a structure with cheap, inferior material, for it might collapse when he needs it most. Likewise, no sane business man wants an organization of cheap men.

To realize this, it is only necessary to look at the difference in the recognized market value of the net assets of a going concern, as compared with the value of the assets of a concern that has ceased to go. The great difference in value in favor of the assets of the going concern is the difference between having an efficient operating organization, and having had a cheap, "get by" organization that collapsed under pressure and left the assets stranded with no supporting organization at all.

—George H. Rasch.

Don't make customers feel that you are doing them a favor by allowing them to buy from you.

Don't adopt the attitude of "Take it or leave it." If you have people in your employ who follow that policy, it is better to change them.

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Analysis of the Plumbing Situation

What Is Being Done to Improve Conditions and What Is Necessary to Induce Co-operation Between All Branches

(By H. H. Mattison, Tacoma, Washington)

Editor HARDWARE AND PLUMBING WORLD:

It is not the purport of this article to present a full treatise on this subject, but rather to set forth a few of the most pertinent facts and thereby invite discussion. In discussion we become enlightened, and from enlightenment comes progress.

The practice of plumbing has advanced from the efforts of the early artisans, who made their own appliances, to today, when we witness an army of specialists engaged in the manufacture, collection and distribution, the sale, and installation of modern aids to comfort, health and sanitation.

In the past all endeavor was individual in its objective, with little time and less thought for any other person engaged in the same vocation. Today better business methods have taught us the necessity of co-operation. But cooperation is only possible after discussion has shown us the problems of each element entering into the plumbing and heating industry.

Retail Plumbers Have Lost Ground

Notwithstanding the great advance in manufacture of sanitary appliances during the last 30 years and the marvelous growth of the plumbing jobbers, the retail plumbing dealers have lost rather than maintained the position they held as business men. Today it is admitted that from the viewpoint of the retailer the business is in a most deplorable condition and a strenuous effort must be made to elevate the vocation to the position it formerly held.

With each improvement in manufacture and lessening in costs of the finished product came a lowering in the remuneration or profit to the plumbing contractor. If he is to better his condition it can only be done after a thorough investigation as to the cause, rather than the effect.

Correct Diagnosis Necessary

There has been formed an organization termed the National Trade Extension Bureau of the Plumbing and Heating Industry, composed of manufacturers, jobbers, trade papers, and the National Association of the Master Plumbers. This organization is performing a noble work in teaching cost finding, and better merchandising to the retail trade. But great as this work is, this organization has not yet made a true or full diagnosis of the situation and is attempting to treat the disease for the effect rather than the cause.

In order to get this diagnosis and appreciate its sinister and baleful influence on the entire industry, it is necessary to take a perspective and analyze the relationship existing between the manufacturer, jobber, retailer, journeyman and customer.

It has been truly said that no chain is stronger than its weakest link, and of all these the retailer is admitted the weakest of this chain, albeit, his is the most important part, for he is the salesman for the industry. On his success or failure rests the prosperity of the balance of those who derive their livelihood from the sale or installation of sanitary appliances. So we are particularly interested in his problems.

Theory Not Justified by Fact

In the sale and installation of plumbing goods all sales are made in one of two methods, either on a material and labor charge account, where the amount is computed after the work is done, or by the contract system wherein the cost is estimated before work is started and a guarantee is given to complete the contract for a certain, definite agreed sum.

The loss of prestige and business standing of the master plumber is directly traceable to this contract system. In theory, it is an estimated cost of material, labor, overhead or fixed and permanent expense, and a reasonable profit in proportion to the size of the contract; in fact, it is generally a method of cutting corners and price cutting.

The difference between retail plumbing dealers and other forms of merchandising lies in the fact that the retail plumber handles two commodities—material and labor. That is the weakness of his position. He therein has two sources of revenue or remuneration—the material he handles and his personal labor.

As all market conditions are governed by the economic law of supply and demand, so are all classes of plumbing contract competition based on the competition of the next lower class, resting on the man who does his own work. The result of this competition is disastrous to all alike, from the manufacturer to the owner.

Under the contract system the successful proposal is generally the one with the lowest gross cost. Continuous, ruinous competition has given rise to a practice of the elimination of fixtures, substitution, and a cheapening of quality, together with an elimination of profit. It tears down—never builds up. This means poorer locations for the retail plumber—small stock—carries few if any specialties—and finally but of the utmost importance, sales on the lines of least resistance.

Need to Educate the Working Plumber

The T. E. B. is engaged in a worthy endeavor to teach better merchandising, but who can afford to devote the time or money necessary to educate the public to a desire for better sanitation in the older and neglected buildings and have some working plumber take the contract for the labor it contains?

The responsibility for this condition lies directly at the door of the plumbing jobbers. This is the result of their past and present sales policies. Some have encouraged the formation of the small, competitive shops through a short-sighted policy of never neglecting any sale and some admittedly attempted to keep their customers so small as to always be in a position to control them.

Now, and why do these working master plumbers get into business? This is due to a desire for increased remuneration during times of business activity, or a desire for employment during business depression. They know little or nothing of business methods, costs, or the revenue derived from the business. No one has any desire to eliminate any legitimate competition.

What is going into business? Going into business means the buying and selling of goods for gain or profit. It involves the establishment of credit.

The practice of obtaining a contract and the purchase of these necessary goods and performing the labor of their installation is not going into business. It is labor contracting. And sacrifice of cost or price on these goods for the purpose of securing preferential consideration in the letting of this labor contract is nothing more or less than the contemptible and pernicious purchase of an opportunity to work.

When one temporarily out of work says that he is going into business without all the name implies, he is simply attempting to change his manner of employ-

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ment from a certain definite wage to labor subcontracting. The resultant remuneration per hour involved is generally smaller than the previous wage demanded or paid.

Such a Man is Not in Business

He is not interested in the cost or price of the goods but on the labor possibilities. The owner or builder is the real purchaser and should not receive any but the consumer's price. But what of the employe out of work who desires to go into business? The mere possession of a kit of tools is no argument. It is as well to say that because he desires to eat he shall open a restaurant without capital or location. The same considerations should govern going into the plumbing business as apply to any other—hardware, clothing, or jewelry.

Of all those connected with the plumbing and heating industry, the journeyman first adopted protective measures. These are seen in the restrictions on the employment of apprentices and the 44 hour week. Both of these measures are prompted by the desire to improve working conditions and secure more stable or continuous employment for themselves.

The refusal to recognize the working plumber as a business man and entitled to the retailer's differential would compel him to seek his remuneration through profit on the sales, make more work for the journeymen, stiffen the market and make possible cooperation in all advertising campaigns to increase sales, uncover the older and neglected opportunities, better the quality, even improve conditions for himself.

Working Plumber Reduces Sales

Directly traceable to this working plumber is a loss in sales possibilities of at least 50 per cent. His elimination would improve the retailers' locations and add to their sales all plumbing specialties. These results cannot be too greatly valued. The jobber would sell in larger quantities, lessening his handling charges and overhead expense, the manufacturer would increase his production. The consumer would get quality goods rather than competition, better service and ultimately a lower price.

The competitor of tomorrow is the apprentice of today. Good business judgment demands he be given an education in business costs at the same time he is taught his trade. But what of the older men?

These men can be reached as easily as the retailer. They have already shown ability to protect themselves. Through their international officers, they have restricted apprenticeship, and established the 44 hour week.

More sales can be made, but more sales means more employment. Sell these international officers T. E. B. Have them sell the men through their personal organ or magazine. Teach them business costs and more sales means more employment. This will increase efficiency and help the men to help the boss to help them.

A jobber or manufacturer who contributes to the T. E. B. and does not investigate results and assist in his own neighborhood is like an advertiser who refused to answer an inquiry his advertisement has produced. Teach them how and why to assist the retail plumbing merchant.

The federal government has seen fit to enact legislation and the United States Supreme Court has approved laws governing unfair and injurious competition. All men are equal in the eyes of the law. If it is unlawful for the railroads to give rebates on the transportation of a carload of plumbing goods, what is the act of one who continuously gives rebates or bonuses in the shape of labor in the sale of this same carload of plumbing goods? The jobber who continues to sell this rebater is a party to his act, and the present day practice if continued means the elimination of the jobber or the retailer. But the retailer is the salesman for this industry.

Ruinous Competition

Ruinous competition brings only strife and turmoil, followed by poor collections, financial losses, even bankruptcy.

Better business methods from a selfish standpoint alone demand cooperation with the retailer because this means larger sales and at less expense. Cooperation insures good will, larger turnovers through the legitimate channels of trade, better collections, cash discounts and prosperity.

Let us take an example to illustrate the extent of this ruinous competition for the working plumber. It is admitted that 10 per cent net profit is not too much or an unreasonable profit, and investigation has proved that the average overhead expense for a retailer is not less than 10 per cent. Then in a sale totaling $400 we have $40 profit and $60 overhead expense, or a combined total of $100. But this sale will also contain about $50 for wages or labor.

In order to obtain this $50 wage or labor, the working plumber gives all the $60 necessary for overhead expense, nearly all of the $40 of anticipated profit as well as his services as a laborer of a value of $50. In other words he pays $100 for favorable consideration to obtain on opportunity to work. He calls himself a business man, but he gives three dollars in exchange for every dollar he receives. How long can the average retailer continue to exist in the face of this competition, and how can he afford to assist in pushing national advertising campaigns?

But greater than this is the disastrous effect on quality sales. His sale is based on total gross costs and no matter the quality of the appliances the labor charge is about the same. So in order to reduce costs he cuts the quality but retains the labor. With the retailer, however, his labor charge is but an item, as the toilet, bath tub, etc. His remuneration comes after all other charges are paid—material, labor, overhead. And to increase his remuneration he must increase his sales by additional appliances or by better quality and more expensive articles.

Thus it is seen that their interests are similar to those of the manufacturer and the jobber. The working plumber, however, by his sales methods attempts to destroy the impression created by national sales campaigns. He sells only now work and then only what the consumer insists on purchasing because the less effort it is necessary for him to devote to making sales.

More and better sales can be made, but only when these sales carry sufficient profit and overhead expense to pay the salary of the salesman.

CHASE METAL WORKS' BRANCH

Chase Metal Works of Waterbury, Connecticut, and the Chase Rolling Mill Co., demonstrate their faith in future as well as present activity by adding to their western organization.

Ralph L. Phelps is vice president and general manager of the Chase Metal Works of California, with headquarters at 910 Balfour Bldg., San Francisco, from which office western business is handled. Recently he has associated with him Volney E. Howard, formerly a member of the Omer Cox organization.

It is not necessary for a merchant to employ someone to write his advertisements for him. If he will just simply talk in his advertising as he would talk to a customer or prospect, he will find it one of the best methods of advertising. Use simple words, short sentences, plain type.

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Prosperity is a buy-product.

The white man's real burden is a lot of other white men.

The first ingredients of the melting-pot should be soap and water.

A great many prominent family trees were started by grafting.

Put much into the world and in time much will be put into your world.

A goodly share of hurdles early in life help you to get on better later in life.

It isn't how far you have risen, but the methods you have employed that counts.

Wichita carpenters have voluntarily reduced the amount of wages they couldn't get and have gone to work.

Dependable Service Quality Goods

We are exclusive agents for

Homestead Quarter-Turn Blow-Off Valves
Witt Pump Governors and Regulating Valves

Durable { Valve Discs, Rod Packing, Sheet Packing, Union Gaskets, Gauge Glasses }

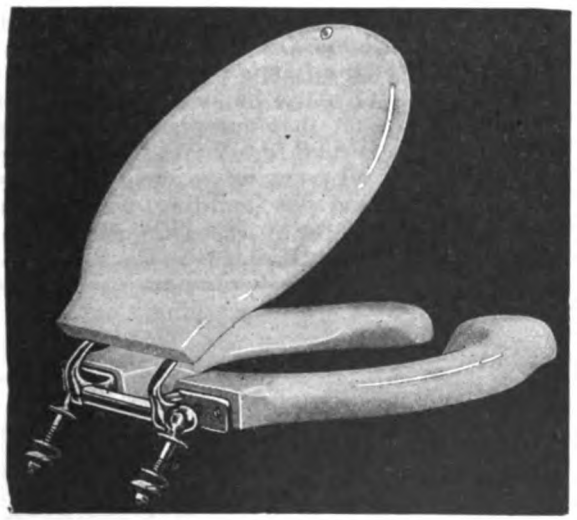
Distributors of
Wm. Powell Valves and Specialties

The M. L. Kline Co.

Wholesalers
PLUMBING, HEATING AND STEAM SUPPLIES

84-86-87-89 Front Street, Portland, Ore.

Church Seats



Open Front and Back

Permanently White

A Closet Seat, to be satisfactory, should not only be WHITE when NEW, but should REMAIN WHITE year after year. Church Closet Seats have earned this reputation for continuous satisfactory service.

Leading architects, sanitary engineers and plumbing contractors specify and install Church Seats with the assurance they will always make good.

Write for Latest Catalog

C. F. Church Mfg. Co.

Makers of High Grade Bath Room Supplies

Holyoke, Mass.

New York San Francisco Chicago

These goods can be obtained from the leading jobbing houses in the West. Insist on them. If you cannot get them, address for information W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by all the leading jobbing and supply houses.

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Industrial Harmony and Better Showers

Speakman Company at Wilmington Sets a National Standard for Industry With Normal Production, Loyal Employes and Complete Co-Operation

SOME men choose and seek publicity, fame and prominence among their fellow men, while others have these circumstances thrust upon them by the very preeminence of their acts and ways and deeds.

E. A. Speakman, president and founder of Speakman Company, is a shining example in the latter class. In fact he will be more surprised than anyone else to learn of our knowledge of him and the noble institution he has built in his image. He is a most modest man, and one who literally lives up to the injunction of not letting his right hand know what his left hand doeth.

Publicity and distinction have sought and found Mr. Speakman, for his personality, his vision, his point of view is too large to be limited within the circle of his organization or even his city. We are privileged to publish this month an article suggesting somewhat the spirit and the principles that govern Speakman Company, making it one of the most harmonious, brotherly, highest standard institutions in the United States, if not in the world.

Aside from his earnest devotion to the company that bears his name, Mr. Speakman has distinguished himself in his service to and interest in the city of Wilmington, in civic, industrial and social work.

As president of the Board of Harbor Commissioners of Wilmington, his ambition for his city was largely responsible for the initiation of a huge program of harbor development, first contracts for which were recently let to the DuPont Engineering Corporation. Over $2,000,000 will be spent in this work, and when it is complete Wilmington should have a harbor that will be a true and lasting tribute to Mr. Speakman.

As for the Speakman Company, manufacturers of showers, and plumbers' brass goods and fixtures of high quality, the admirable article which Treasurer A. V. Gemmill has written speaks well for the character of the organization. Incorporated in 1893, they have set and maintained a high standard of quality at their Riverview works. Their products are thoroughly typical of the conditions under which they are made.

In fact, it is the testimony of W. Erwin Gilchrist, the company's western representative, and himself one of the best informed and experienced men in the plumbing field, that "Speakman Company has done more to elevate the quality and enhance the attractiveness and efficiency of high grade brass fixtures found in modern bathrooms than any other institution in the industry."

(By A. V. Gemmill, Treasurer Speakman Company)

We are glad to give you briefly our reasons why we have been able to go ahead at practically a normal rate when the whole country is going through one of the worst depressions in its history.

While it is true we have not been obliged to put into effect any drastic wage cuts, this is not entirely due to the way we have handled our labor problem. Without sales there would be nothing for labor to do and without production there would be nothing to sell.

Any argument as to which of these two departments—production or selling—is the more important is about as silly as the similar argument of importance between capital and labor. The fact is, one cannot get along without the other. They must work together before either can benefit.

Here lies the big task in any business—to get all departments to function properly. Back of all is the company itself—what it stands for; whether it has a firm policy of honest dealing, not only with customers but also with employes. It is a great asset to have a record of many years in business, for time is a good test as to the honesty of a firm's policy.

Just now, more important than anything else, is the fact that our plant is running full time with a normal force. We have often asked ourselves, "Why are we so busy with business readjusting and new building, which normally should account for at least fifty per cent of our output, greatly curtailed?"

The answer is probably not in any one thing we have done, but everything.

All Moves Toward Objective—Cooperation

As to our labor problem, we have no profit sharing plan and nothing else that has a high sounding name. Better than all these, we have the confidence of our men and the feeling that they will always get a square deal from us.

Good workmen are more interested in having steady employment than they are in flying here and there, chasing jobs that have nothing but the dollar mark to distinguish them. Because in years past we have never had any shutdowns or general lay-offs we have succeeded in attracting the better class of workmen—men who do their own thinking. We have always

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recognized the individual merits of our workmen.

We have no piece-work. Not that we do not believe in piece-work, but we started years ago on day work and have always gotten satisfactory production with minimum inspection. We have always emphasized that quality must never be sacrificed for speed.

It should not be inferred that our labor problems never give us any concern. We were in the very midst of all the turmoil that resulted from the high wages and low production that ruled in the shipyards, railroads and munition plants. During all this excitement we counselled our men to keep their feet on the ground, and we would do the very best we could for them. We, of course, had to follow the market up on wages, but our production per man kept up to nearly 100 per cent.

How the Workers Acted During the War

No better evidence of the cooperative spirit that exists between our management and our men can be given than to point to a resolution that hangs in our office bearing the signature of every employe. The pride with which we refer to this resolution can be better appreciated when it is considered that it bears date of December 29, 1917, a time when there was much unrest on the part of labor and when many employers were receiving communications of a very different nature from their employes. The resolution is as follows:

TO THE EXECUTIVES
OF
SPEAKMAN COMPANY
—GREETINGS—

Another year has passed—an eventful one—a year that has made history in this organization. The men who have been on the production end realize in a small way some of the trials you have been through.

There have been many expressions of appreciation of our efforts shown by you during the past year that have come to us in the way of increased wages, extra bonuses, etc.

We have had no way of expressing our appreciation in return, except in the extra efforts we have put forth to still further increase production.

We have, therefore, thought it fitting at this time of the year when it is customary to express good-will, to address to you this expression of our appreciation of your efforts in our behalf, and to assure you that one and all are back of you in your efforts to build this business to proportions that Wilmington and the State will be proud of.

The names of the employes which are subscribed to the resolution are keyed as to length of service above five years. The record of service at that date was:

24 per cent, 5 to 10 years' service; 18 per cent, 10 to 15 years' service; 2 per cent, 15 to 20 years' service; 3 per cent, 20 to 30 years service. Many of the others had records of from one to four years' service. The record if worked up today would show larger percentages with years of service.

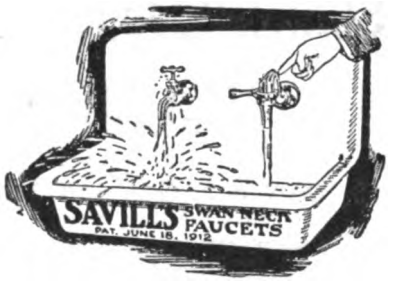
Savill Patented Swan-Neck Faucet

The Savill Patented Swan-Neck Faucet is opened and closed quickly, a half turn of the handle allowing a full stream of water. It can be shut off quickly; this feature has led to its introduction in hotels and restaurants, and it also finds a ready place in the kitchen, where time and labor are of importance in drawing water.

THOMAS SAVILL'S SONS

Wallace and Watts Sts. - - Philadelphia, Pa.

Send postal card for catalogue showing 23 styles



Sold by Jobbers of Plumbing Supplies Everywhere



No. 10 Steel ⅛" to 4"

Plates that Please

ORDER NOW

and be ready with a stock

Increasing Demand for "B & C" Styles

Catalog on request

THE BEATON & CORBIN MFG. CO.

Largest and Oldest Plate Company in the World

Pacific Coast Representative
W. ERWIN GILCHRIST
681 Market St.
San Francisco, Cal.



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Garden Hose Valves
OF
Recognized Quality

Which command repeat orders for you



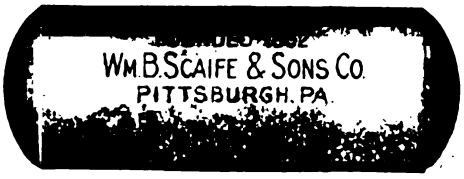
Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., *Erie, Pa.*

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.

SCAIFE "Copper-Brazed"
TANKS

For Air, Gas and Liquids



Pneumatic and Storage Tanks

Range Boilers, Riveted or Welded

SEND FOR CATALOGUES

WM. B. SCAIFE AND SONS CO.
PITTSBURGH, PA.

38 South Dearborn St. Chicago, Ill.

Length of service of employes does not necessarily mean an efficient organization. It depends how much new life is instilled into the organization to keep up the interest of the workers. They are likely to unconsciously slow up in production if there is nothing but the whistle to call them to work, and nothing but the pay envelope for them to take home. That something extra may be one or all of many things, such as a realization of a personal interest in them; a friendly attitude toward them; the exercise of authority in a quiet, manly and honest manner; showing appreciation for work well done, etc.

A fine spirit of kindly interest in each other exists among our men. This has been shown many times in the way of contributions to some one of their number who may have met with misfortune.

Foster Organization of Employes

We have a beneficial association which pays sick and death benefits. The employes conduct this association, but the firm collects the dues and attends to the details of handling the finances. Membership in the beneficial association is compulsory. The dues are only ten cents per week, which is collected out of the pay envelopes once every five weeks. The firm makes donations to the beneficial association from time to time, which enables it to pay liberal sick and death benefits.

The beneficial association has been a good thing with us. It is conducted by a board of directors, consisting of the officers and one representative from each division of the plant. The men realize that they are handling their own money and are keen to see that no one takes advantage of the association by feigning sickness.

Another advantage of the beneficial association is that it is a permanent organization through which the firm can take up any matter with employes. During the war period, Liberty bond drives, selling of Thrift Stamps and similar subscriptions were all conducted through the beneficial association.

Savings by Workers Encouraged

Another important work we conduct for our employes is a savings department. Amounts of not less than one dollar or more than ten dollars per week will be received for a period of six months and interest paid at the rate of seven per cent. At the end of six months the amount that has been saved, with interest, can be drawn out or can be exchanged for an employe's savings certificate, which pays interest at the rate of six per cent.

This plan has proven very popular. It is not only more convenient than depositing in a saving's bank, but the high rates of interest encourage thrift. Another advantage of dividing the year into periods of six months each is that those who are paying on homes or other

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debts can arrange to make payments at the end of the savings period. Meanwhile the savings are drawing seven per cent interest.

Welfare work with us has not been carried to extremes. We have a room furnished with piano and graphophone for the use of the employes. During the winter they hold dances and entertainments here.

Getting back to why we are busy at this time, we feel that the credit is equally divided among our production, sales and administrative departments. In other words, it's a matter of policy and the degree of efficiency and smoothness with which the policy is carried on.

If you would like to have a shorter explanation for success in a business with as many departments as ours, we can compress it into one word—Cooperation.

A TOAST TO THE PLUMBER

Here's to the Plumber long been abused,
The jokes on him have the public amused
Let's hope they will pass with all that's old,
Perhaps the real truth then can be told.

The above anonymous postal reached my desk. I think it is so good that I feel that it should be passed along, and if you can give it space in your magazine it will be appreciated by the trade.

Respectfully yours,
A. M. GODDARD.

Tacoma.

Don't be crusty when people are "just looking." Take pains to explain important points.



No. 206 Torch. List Price, Each $32.00
Ask for Discount

It's a Pleasure to Use C & L Double Needle Torches

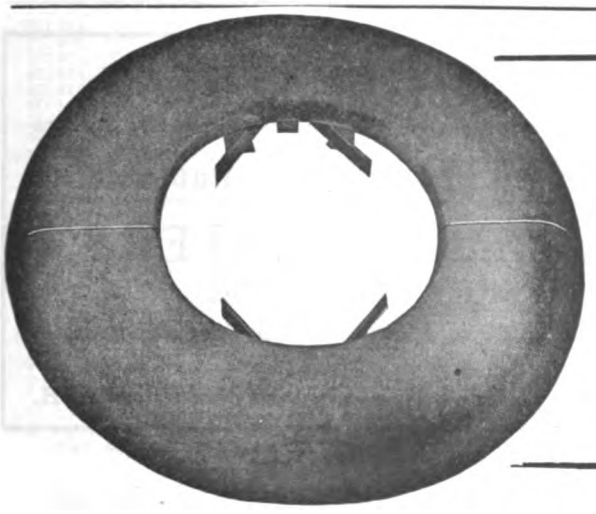
because they produce a tremendous heat, have the capacity for all ordinary work and are dependable under the most severe weather conditions. The Improved Construction of the Burner overcomes fully 60 per cent of all Burner troubles. Upper Needle cleans the orifice, lower Needle regulates. Both Needles are blunt, making it impossible to ruin the Burner by enlarging the orifice as with other makes having Sharp Pointed Needles. Either Gasoline or Kerosene can be burned by changing the Jet Block. No. 206 is two quart, No. 208 one quart and No. 210 pint capacity. Jobbers supply at factory price. Send for complete catalogue.

CLAYTON & LAMBERT MFG. CO.
10611 Knodell Ave., - Detroit, Mich., U. S. A.



THE PACKHAM
Stove Pipe Crimper and Beader
MADE BY
THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO
If Your Jobber Does Not Carry It, Write Us

Otto Bernz Co.
Extend to you their cordial
Greetings
And wish you and yours a
Merry Christmas
And a
Happy New Year
1921 1922



THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

The Beaton & Cadwell Mfg. Co.
NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, J. R. Devereux, New Birks Building, Montreal, Quebec, Canada.

SEE OUR CATALOGUE IN SWEET'S

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Trimo Pipe Wrench
in steel or wood handle.



Trimo Pipe Cutter
one or three wheel

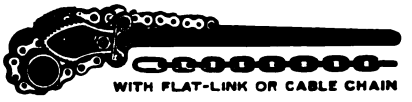
The Word TRIMO

stands for good tools made by the Trimont Mfg. Co., which are the following:

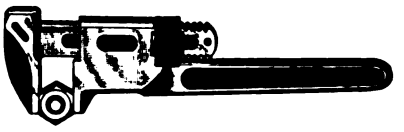
The Trimo Pipe Wrench
The Trimo Chain Pipe Wrench
The Trimo Monkey Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make the **Trimo Pipe Wrench** superior are the **Spiral Spring,** always in place, the **Steel Frame,** that will not break, the **Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle, that can be replaced when worn. **Save time and money and buy Trimo tools,** made by

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.



Trimo Chain Wrench
Eight sizes, take pipe ⅛" to 15"



Trimo Nut Wrench
steel handle only



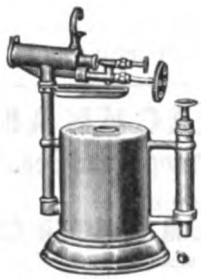
No. 208 Torch
List Price
Each $17.00
Ask for
Discount

Torch Efficiency Up-to-Date

The latest and best is the No. 208 Double Needle Torch. It produces about 300 degrees more heat than any other make. Saves fuel and gives better service with much less expense for up-keep. The Improved Double Needle Burner has wonderful generating power. Burns Gasoline or Kerosene by changing the Jet Block. Upper Needle cleans orifice, lower Needle regulates **Both Needles are blunt,** which makes it impossible to ruin the Burner by enlarging the orifice, as with other makes of Torches having Sharp Pointed Needles. C & L Double Blunt Needle Torches are up-to-the-minute. Jobbers supply at factory price. Catalogue upon request.

CLAYTON & LAMBERT MFG. CO., 19611 Kendell Ave., Detroit, Mich., U. S. A.

No. 24



Price $15.20
Ask for
Discount

NOTHING LIKE IT

The baffle in the burner is the only invention of its kind, that will positively and successfully generate the present low grade of gasoline and kerosene, and better still, 300 to 400 degrees more heat is guaranteed.

Why worry along with torches that do not generate heat and clog.

TURNER NEW LINE TORCHES cost no more and satisfaction is guaranteed.

THE TURNER BRASS WORKS, Sycamore, Ill.

STOVE & FURNACE REPAIRS

Welding for All Makes — Repairs and Wicks for New Perfection and Puritan Oil Stoves and Heaters

JOBBERS **MYER S. RUBENS** **WHOLESALERS**

PLATERS — Gold, Silver, Nickel, Bronze, Copper, Brass, Blue and Gun Metal Oxidizing — PLATERS

GALVANIZING — RESILVERING — RETINNING

Demountable Rims, Etc. — Head and Spot Lights — Milk and Ice Cream Cans, Etc.

Silver Ware Refinished

1009 W. FIRST AVE. — Also Rented for Weddings, Banquets, Etc. — SPOKANE, WASH.

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PLUMBING GOODS—RETAIL SELLING PRICES

The following are the present market selling prices (corrected up to the time of going to press) of various lines of plumbing goods, ruling in some of the larger western cities. At the request of some of our subscribers among the plumbing trade in interior and smaller towns and cities, who do not have the opportunity of checking up their prices and costs often, we are giving these prices as some we have obtained that are being charged by plumbers in the larger cities. These prices are usually based on the cost of goods, plus the overhead or cost of doing business, usually ranging in the neighborhood of 25 per cent. Where plumbers are some distance from their source of supply, freight and transportation charges would naturally be added. We will be glad to receive suggestions and corrections as to any errors or omissions, or any further information that might be desired, will be gladly answered.

BATHS AND LAVATORIES

(Bath Tub Prices Less Fittings)

BATH TUBS—K64, C370, P1990, Essex, on Feet, 4-ft., $44.00; 4½-ft., $44.00; 5-ft., $42.00; 5½-ft., $47.50; 6-ft., $66.70.

K57, C360, P1991, Essex, on Base—4½-ft., $55.50; 5-ft., $55.50; 5½-ft., $61.50; 6-ft., $82.70.

K80, P1993, Knickerbocker—5-ft., $45.50; 5½-ft., 53.50.

K10 to K10¼, P2160 to P2173, Conred Enam. Allover, Cardinal—4½-ft., $76.00; 5-ft., $80.00; 5½-ft., $86.70.

K10 to K10¼, P2160 to P2173—Conred, Enameled Inside, Cardinal—4½-ft., $60.00; 5-ft., $64.00; 5½-ft., $70.70.

K10½, P2180 to P2186, Recona, Enam. Allover, Cardinal—4½-ft., $72.00; 5-ft., $74.70; 5½-ft., $81.50.

K10½, P2180 to P2186, Recona, Cardinal (Enam. Inside)—4½-ft., $60.00; 5-ft., $64.00; 5½-ft., $70.70.

F12 to F15, C316 to C319, P2305 to P2313, Pembroke, Viceroy, Sierra (Corner)—4½-ft., $90.70; 5-ft., 94.70; 5½-ft., $102.70; 6-ft., $133.50.

F16 to F17, C320 to C321, P2315 to P2318, Pembroke, Viceroy, Sierra (Recess)—4½-ft., $81.50; 5-ft., $86.70; 5½-ft., $94.70; 6-ft., $128.00.

F10 to F11, P2319 to P2322, Pembroke, Viceroy (Pier)—5-ft., $199.50; 5½-ft., $141.50; 6-ft., $157.30.

F7 to F8, P2380 to P2388, Woodmere, Imperator (Corner)—5-ft., $177.50; 5½-ft., $184.00.

F9, P2390 to P2393, Woodmere, Imperator (Recess)—5-ft., $166.70; 5½-ft., $177.50.

F5, Imperator (Standing Pattern)—5-ft., $261.50; 5½-ft., $278.70.

F6, Imperator (Wall Pattern) 5-ft., $230.70; 5½-ft., $244.00

BATH TUBS, PORCELAIN—H5015, 2028N, Regular selection, light weight, Corner—5-ft., $145.35; 5½-ft., $158.35.

H5015, 2028N, Special selection, light weight, Corner—5-ft., $177.00; 5½-ft., $198.35.

H5020, 2029N, Regular selection, light weight, Recess—5-ft., $133.33; 5½-ft., $146.70.

H5020, 2029N, Special selection, light weight, Recess—5-ft., $166.70; 5½-ft., $183.35.

SHOWER RECEPTORS—K112, P2510, with Strainer and Waste—36x36-in., $84.00; 42x42-in., $112.00.

K108, P2511, with Strainer and Waste—36x36-in., $113.50; 42x42-in., $150.70.

K107, P2512, with P2530 Drain—38x38-in., $149.50.

K105, P2525, with P2530 Drain—36x36-in., $120.00; 42x42-in., $153.50.

SHOWER MIXING VALVES—NC1, H15, P2745, $30. NC1, H12, P2746, $30.00. NF1, H10, P2747, $30.00. P2748, $30.00

SHOWERS—

H965, P2766, Shower and Rose Sprays	$110.00
H1014, P2771, Shower and Needle Bath	109.00
NF1200, H911, P2790, Shower	54.70
H909½, P2791, Shower and Shampoo	64.00
NC100, H952½, P2803, Shower	29.35
H953½, P2804, Shower	30.70
NC1100, H954½, P2807, Shower	41.35
NC1100 (with stops), H954½, P2809, Shower	40.70
H943½, P2815, Shower	48.70
H944½, P2816, Shower	46.70
H945½, P2819, Shower	56.70
H946½, P2820, Shower	55.35
NC1100½, H956, P2821, Shower and Shampoo	47.70
P2823, Shower and Shampoo	54.70
H1402, P2826, Shower	16.00
H1406, P2827, Shower	15.70
H1400, P2828, Shower and Shampoo	31.70
H1404, P2829, Shower and Shampoo	30.70
H1410, P2836, Shower	36.70
H1411, P2837, Shower	38.00
H1408, P2841, Shower and Shampoo	50.70
H140 P2842, Shower and Shampoo	52.00
NF1050, H900, P2855, Shower	38.70
NF1050½, P2856, Shower and Shampoo	51.00
NF1055, H895, P2857, Shower	46.70
H904, P2860, Shower	45.35
P2861, Shower and Shampoo	58.00
H1246, P2868, Shower	34.70
H1250, P2870, Shower	27.70
H1600, Industrial Mixometer Shower	34.70
H1625, Industrial Combination Valve Shower	14.15
H1202, P2914, Shower	52.00
H1200, P2916, Shower	66.35
H1206, P2918, Shower	44.35
H1204, P2919, Shower	46.00
P2920, Shower and Shampoo	59.00
P2921, Shower and Shampoo	60.35
Portable Showers—	
H1275, P2946, Portable Shower	22.70
S124, Portable Shower	15.00
Wall and Ceiling Showers—	
H1270, P2950, Wall Shower	13.00
H1268, P2952, Ceiling Shower	13.00

LAVATORIES—(Less Fittings)—

C105, P3050, P3055, P3057, Copley—18x27-in., $52.00; 22x33-in., $66.65.

C114, K205, P3110, P3115, P3117, Laton—20x24-in., $37.35; 22x27-in., $42.65; 22x30-in., $51.30.

C145, K332, P3840, P3845, P3846, P3847, Ophir—17x21-in., $14.50; 18x24-in., $18.20; 20x24-in., $22.30; 22x27-in., $38.70.

C145, K332, P3847, Ophir—20x24-in., $22.30; 22x27-in., $38.70.

C145, K332, P3850, P3855, Ophir—20x24-in., $22.30.

C152, K582, P4045, Ralwon—17x19-in., $12.30.

P4125, Arion—19x24-in., $22.65.

P4205, Othello—18x21-in., $13.80.

K580, C150, P4206, Othello—18x21-in., $13.80.

K608, C162, P4335, Beverly—18x21-in., $13.20.

K614, C164, P4345, Crescent—17x19-in., $10.00.

K752, P4365, Alva—16x24-in., $10.00.

K668, C180, P4940, P4945, Athena—20-in., $30.00.

K668, C180, P4946, Athena—20-in., $30.00.

K672, C182, P4950, P4955, P4956, P4957, Anglo—19-in., $20.00.

K690, C184, P4980, P4985, Verdun—16-in., $15.20.

P5080, P5085, P5086, P5087, Everett—19-in., $18.70.

K732, C190, P5110, P5115, Yale—16-in., $11.50.

K762, C192, P5145, Aida—16-in., $11.50.

Add for Waste when required—P11285, Imperial, $9.35; P11289, Empire, $8.00; P11290, Princess, $6.70.

BRASS AND RUBBER GOODS

BATH FITTINGS, BUILT-IN—

H7025 Special, P11000—Compression, ½-in., Valves, 2-in. Waste (End Wall), $29.00.

P11001—¾-in. Valves, 2¼-in., Waste, $42.70.

H7025 Special, P11002—½-in. Valves, 2-in. Waste (Back Wall), $31.70.

P11003—¾-in. Valves, 2¼-in. Waste, $45.35.

P11010—½-in. Valves, 2-in. Waste, $37.35.

P11011—¾-in. Valves, 2¼-in. Waste, $44.70.

P11012—½-in. Valves, 2-in. Waste, $42.70.

P11013—¾-in. Valves, 2¼-in. Waste, $47.35.

P11015, "Quicko"—½-in. Valves, 2-in. Waste, Top Nozzle, $42.70.

P11016—¾-in. Valves, 2¼-in. Waste, Top Nozzle, $47.35.

P11017—½-in. Valves, 2-in. Waste, Top Nozzle, $45.35.

P11018—¾-in. Valves, 2¼-in. Waste, Top Nozzle, $50.00 Compression—

P11025—½-in. Valves, 1¾-in. C. W. & O., $23.70.

F11026—¾-in. Valves, 1½-in. C. W. & O., $28.35.

P11030—½-in. Valves, 1¾-in. C. W. & O., $27.35.

P11031—¾-in. Valves, 1½-in. C. W. & O., $32.00.

P11040—½-in. Valves, 1½-in. Waste, $46.70.

P11041—¾-in. Valves, 2-in. Waste, $51.35.

NC2570—Fittings for Por. Tubs, ¾-in. Valves, 2¼-in. Waste, $64.00.

H2466—Speakman Dishler, ½-in. Valves, 2-in. Waste, for Por. Tubs, $36.00.

Exposed for Essex Baths—Compression—

P11065—½-in. Valves, 2-in. Waste, $34.70.

P11066—¾-in. Valves, 2¼-in. Waste, $50.70.

"Quicko"—

P11090—½-in. Valves, 2-in Waste, $46.00.

P11091—¾-in. Valves, 2½-in. Waste, $50.70.

Exposed for Conred Tubs—

H6978 Special, 11115—½-in. Valves, 2-in. Waste, $30.35.

Exposed for Pembroke and Woodmere Baths—Compression—

H6978 Special, P11115—½-in. Valves, 2-in. Waste, $40.00. ¾-in. Valves, 2¼-in. Waste, $40.00.

P11125—½-in. Valves, 2-in. Waste, $48.00.

Bath Cock Combination Fittings—For Essex Baths—

P11150—Compression Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, $8.70.

P11155—"Quicko" Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, $8.70.

P11160—Compression Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, $21.35.

P11165—"Quicko" Supply and Waste Fitting, 9-16-in O. D. Annealed Supplies, $22.70.

BATH WASTES—P11175—Imperial 2-in. Waste, $17.25.

P11176—Imperial 2¼-in. Waste, $18.70.

P11179—Imperial 2-in. Waste, $18.00.

Bath C. W. & O.—

P11185—1¾-in. N. P. C. W. & O. for Essex Bath, $2.80.

P11188—1¾-in. N. P. C. W. & O. for Conred Bath, $5.50. 1½-in. N. P. C. W. & O. for Conred Bath, $6.00

P11189—1⅝-in. Rough C. W. & O. for Conred Bath, $5.00. 1½-in. Rough C. W. & O. for Conred Bath, $6.00.

P11190—1½-in. Rough C. W. & O. for Pembroke Bath, $6.00.

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Brass and Rubber Goods—Continued.

COMBINATION LAVATORY FITTINGS—

P11260—Verona, Compression, Enamel Lavatory, $23.35.
P11263—Verona, Compression, Vitreous Lavatory, $23.35.

LAVATORY WASTES—

P11285—Imperial, China Knob 9.35
P11288—Imperial, China Knob 9.35
P11289—Empire, China Knob 8.00
P11290—Princess, China Knob 6.70
P11291—Princess, China Knob 6.70
P11293—Princess, China Lever 6.70
P11294—Princess, China Lever 6.70
P11295—Princess, China Lever 6.70
P11296—Princess, "B" China Handle 6.70
P11297—Princess, 4 Ball Handle 6.70

SHAMPOO FIXTURES—

P11358—Quicko Double Basin Cock 12.00
P11359—Pedestal China Soap Dish with Drain 2.70
P11360—Compression, as described 20.00
P11363—Quicko, as described 20.00

MIXOMETER FIXTURE—H2285—Built-in Mixometer, $53.85.

LAVATORY SUPPLY PIPES—Strictly I. P. Size—Pipes to Wall—Short Pattern, 6-in. x 7-in.

P11371—With W. H. Stop, ⅜-in., $7.45; ½-in., $8.70.
P11372—With C. I. Stop, ⅜-in., $8.15; ½-in., $9.35.
P11373—With L. K. Stop, ⅜-in., $7.45; ½-in., $8.70.

LAVATORY PLUGS AND CHAIN STAYS—

P11395—P. O. Plug for Porcelain Enameled Lavatory.. 1.00
P11396—P. O. Plug for Vitreous Lavatory 1.70
P11397—Chain Stay for Vitreous Lavatory ..... .70

COMBINATION SINK AND SUPPLY FAUCETS—P11425—Quicko, Swing Spout, No. 100, Classic or Faultless, $10.70.

NICKEL PLATED SINK AND LAVATORY TRAPS—Tubing Pattern, less Cleanout—

P11450—1¼-in. Plain "P," $2.00; 1½-in., $1.80.
P11451—1¼-in. Vented "P," $3.00; 1½-in., $3.15.
P11456—1¼-in. Bag, $4.70; 1½-in., $4.60.
P11462—1¼-in. Plain "S," $2.70; 1½-in., $2.70.
P11463—1¼-in. Vented "S," $3.60; 1½-in., $4.00.

With Cleanout—

P11450—1¼-in. Plain "P," $2.80; 1½-in., $2.70.

Cast Brass Traps with Cleanout—

P11450—1¼-in. Plain "P," $2.75; 1½-in., $2.70.
P11451—1¼-in. Vented "P," $3.75; 1½-in., $3.95.
P11456—1¼-in. Bag, $3.75; 1½-in., $4.75.
P11458—1¼-in. "P" (N. Y. Reg.), $2.70; 1½-in., $3.10.
P11462—1½-in., Plain "S," $3.20; 1½-in., $3.40.
P11463—1¼-in. Vented "S," $4.15; 1½-in., $4.35.

COMPRESSION BIBBS—H100—½-in. Rough Plain SSS, $1.00; Finished, $1.15; Nickel Plated, $1.35. ¾-in. Rough, $1.40; Finished, $1.35; Nickel Plated, $1.65.

H102—½-in. Rough Hose SSS, $1.15; Finished, $1.40; Nickel Plated, $1.50. ¾-in. Rough Hose, $1.50; Finished, $1.60; Nickel Plated, $1.80.

H110—½-in. Rough Plain SOT, $1.15; Finished, $1.25; Nickel Plated, $1.50. ¾-in. Rough Plain SOT, $1.50; Finished, $1.60; Nickel Plated, $1.80.

H112—½-in. Rough Hose SOT, $1.40; Finished, $1.35; Nickel Plated, $1.65. ¾-in. Rough Hose, $1.65; Finished, $1.80; Nickel Plated, $2.00.

H135—½-in. N. P. Plain Adj. Flange, $2.05; ¾-in., $2.50.
H137—½-in. N. P. Hose Adj. Flange, $2.20; ¾, $2.60.
H140—½-in. N. P. Plain Set Screw Flange, $1.85; ¾, $2.25.
H142—½-in. N. P. Hose, $2.05; ¾-in., $2.40.
H365—½-in. N. P. Comp. Stub W. T. Bibbs Plain, $1.50.
H367—½-in. N. P. Comp. Stub W. T. Bibbs Hose, $1.70.

QUICK COMPRESSION BIBBS—H410—½-in. Nickel Plated, Plain SOT, Metal Handle, $1.65; ¾-in., $2.00.

H412—½-in. Nickel Plated, Hose SOT, Metal Handle, $1.85; ¾-in., $2.20.
H413—½-in. Nickel Plated, Plain SOT, China Handle, $2.35; ¾-in., $2.60.
H414—½-in. Nickel Plated, Hose SOT, China Handle, $2.20; ¾-in., $2.50.
H435—½-in. Nickel Plated, Adj. Flange, $2.15; ¾-in., $2.60.
H437—½-in. Nickel Plated. Adj. Flange, Hose, $2.30; ¾-in., $2.80.
H438—½-in. Nickel Plated, Plain, $2.50; ¾-in., $3.00.
H439—½-in. Nickel Plated, Hose, $2.65; ¾-in., $3.10.
H440—½-in. Nickel Plated, Plain SS Flange, Metal Handle, $2.00; ¾-in., $2.35.
H442—½-in. Nickel Plated, Hose, SS Flange, Metal Handle, $2.15; ¾-in., $2.50.
H443—½-in. Nickel Plated, Plain, SS Flange, China Handle, $2.30; ¾-in., $2.60.
H444—½-in. Nickel Plated, Hose, SS Flange, China Handle, $2.50; ¾-in., $2.85.

SELF-CLOSING BIBBS—H478—½-in. Finished, Plain SOT, $2.80; Nickel Plated, $3.00.

FULLER BIBBS—H510—½-in. Nickel Plated, Plain SOT, $1.75; ¾-in., $2.05.

H512—½-in. Nickel Plated, Hose, SOT, $2.00; ¾-in., $2.25.
H540—½-in. Nickel Plated, Plain SS Flange, $2.20; ¾-in., $2.50.
H542—½-in. Nickel Plated, Hose SS Flange, $2.35; ¾-in., $2.60.

GROUND KEY BIBBS—H575—½-in. Finished, Plain SSS, $1.45; ¾-in., $2.00.

H577—½-in. Finished, Hose SSS, $1.65; ¾-in., $2.20.
$1.45; ¾-in., $2.00.
H577—½-in. Finished, Hose SSS, $1.65; ¾-in., $2.20.
H585—½-in. Finished, Plain SOT, $1.60; ¾-in., $2.20.
H587—½-in. Finished, Hose SOT, $1.75; ¾-in., $2.35.

COMPRESSION STOPS—H600 and H603—½-in. Rough I. P Both Ends T. H., $1.10; ⅝-in., $1.45. ½-in. Nickel Plated Both Ends T. H., $1.45; ⅝, $1.80.

H605 and H608—½-in. N. P. I. P. Both Ends W. H., $1.80; ⅝-in., $2.20.

H615 and H618—½ x ½ O. D. T. H. or W. H. N. P., $1.50. ½x9-16 O. D., $1.50. ½x11-16 O. D., $1.75.

H620 and H623—½-in. I. P. Both Ends Finished, Loose Key, $1.60; ½-in. I. P. Both Ends N. P., Loose Key, $1.80; ¾-in. I. P. Nickel Plated, Loose Key, $2.80.

SELF CLOSING STOPS—H640 and H641—½-in. I. P. both ends N. P., $3.65.

COMPRESSION SILL COCKS—H650 to H654—½-in. Angle Pattern, $1.45; ¾-in., $1.60.

BOILER DRAIN COCKS—H655 and H658—½-in., $1.10; ¾-in. Rough N. P. Male, 90c; ¾-in., $1.00.

H656 and H659—½-in. Rough N. P. Female, $1.00; ¾-in., $1.00.

H700—½-in. TH or LH Stops, Solid Head, $1.45; ⅝-in. $2.05.

H703—½-in. TH or LH Stop and Waste, $1.50; ⅝-in., $2.10.

GROUND KEY STOPS AND STOP AND WASTES—H730 and H731—½-in. TH or LH Stops, Loose Handle, $1.05; ⅝-in., $1.15.

H733 and H734—½-in. TH or LH Stop and Wastes, Loose Handle, $1.05; ⅝-in., $1.50.

COMPRESSION BASIN COCKS—H852—No. 1½ Midget Basin Cocks, Pair, $3.40.

H855—No. 2 Medio Basin Cocks, Pair, $4.20.
H856—No. 2A Medio Basin Cocks, Pair, $5.25.
No H870—No. 5 Dunlo Basin Cocks, Pair, $5.85.
H871—No. 5A Dunlo Basin Cocks, Pair, $5.95.

QUICKO BASIN COCKS—H901—No. 1½, $3.35.

H902—No. 2 Quicko Basin Cocks, $4.00.
H903—No. 3 Quicko Basin Cocks, $7.50.
H908—No. 5 Quicko Basin Cocks, $7.50.
"Allwite" Quick Comp. Basin Cocks, $10.95.

FULLER BASIN COCKS—H925—No. 0 Fuller Basin Cocks, $5.25.

H926—No. 0 Fuller Basin Cocks with Union, $6.90.

SELF CLOSING BASIN COCKS—H950—"Standard" Ball Bearing, Cross Handle, pair, $8.40.

H951—"Standard" Ball Bearing, China Level, pair, $10.05.

H970—"Standard" Boston, pair, $10.05.

Junior Size Ball Bearing 4 Arm Indexed Self Closing, pair, $7.90.

DOUBLE BASIN COCKS—H980—Quicko Double Basin Cocks, each, $12.35. (For China Soap Cup, see U11359.)

Glauber "Winton," Nu-Rapid—Double Basin Cock with Gooseneck and China Index Lever Handles, 12-in. C to C of Cock Holes, $19.35.

PANTRY COCKS—

H1000—No. 1 Compression, pair..... 7.32
H1010—No. 1 Quicko, pair 8.65
H1015—Quicko, Double, each 10.85
H1030—No. 1 Fuller, pair 8.80

SLOP SINK COCKS—

H1070—Compression 19.50
H1075—Fuller 19.50

DOUBLE BATH COCKS—

H1100—No. 3 Compression 4.90
H1105—No. 3A Compresaion 5.25
H1142—No. 1½ Quicko 5.60
H1150—No. 2½L Quicko 7.50
H1152—No. 2½ Quicko 7.90
H1160—No. 10 Quicko 13.50
H1170—No. 5½L Fuller 4.90
H1172—No. 5½ Fuller 5.25
H1175—No. 4½L Fuller 4.90
H1177—No. 4½ Fuller 5.25

CHICAGO FAUCET COMPANY'S BRASS GOODS—

A100—"Classic" N. P. Quaturn Swing Spout Mixing Faucet with Index Lever Handles, $10.70 each. Extra Washers for same, $2.35 per hundred.

A500—N. P. Quaturn Plain Bibbs SOT, Detachable Tapered Shank, ½-in., $3.00.

A900—N. P. Quaturn Plain Bibbs with Detachable Shank, Adjustable Screw Flange, ½-in., $3.85.

A1600—N. P. Quaturn Single Pantry Cock with China Lever Handle, $5.90.

A1700 N. P. Quaturn Double Pantry Cock with China Indexed Lever Handle, $17.40.

A1900—N. P. Quaturn Basin Cock with Top China Indexed Lever Handle, $3.50.

A2000—N. P. Quaturn Basin Cock with Side China Indexed Lever Handle, $4.90.

A2100—N. P. Quaturn Double Basin Cock with China Indexed Lever Handle, $14.70.

A4500—No. 102 Amazon Basin Cocks, N. P. with China Index Top, $5.50.

Phosphor Bronze Removable Sleeve Seats for all "Quaturn" Bibbs, Basin Cocks, Bath Cocks, Pantry Cocks, Ball Cocks, etc., Hot or Cold, 40c each.

N. P. BRASS ANNEALED TUBING—½-in. O. D. N. P. Brass Annealed Tubing, $24.00 per hundred ft.

O. D. N. P. Brazed Brass Tubing—Per 100 ft.—⅝-in., $37.50; ¾-in., $41.25; ⅞-in., $48.75; 1-in., $39.00; 1¼-in., $42.75; 1¼-in., $48.00; 1⅜-in., $52.50; 1½-in., $56.25; 2-in., 75.00.

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Brass and Rubber Goods—Continued.

SEAMLESS BRASS PIPE—I. P. Size, per lb.—¼-in., 61c; ⅜-in., 57c; ½-in., 53c; ½-in., 50c; ¾-in., 47c; 1-in., 47c; 1¼-in., 47c; 1½-in., 47c; 2-in., 47c; 2½-in., 47c; 3-in., 47c.

Add 70 per cent for Nickel Plating Pipe. Add 10 cents for cut lengths. Add 75 per cent for Copper Pipe.

MISCELLANEOUS BRASS TRIMMINGS—
1½-in. Laundry Tray Plugs, 1½ O. D. Tail Piece, doz.. 19.90
1½-in. Laundry Tray Plugs, 1½ I. P. Tail Piece, doz.. 19.90
Fin. Brass Wash Tray Plugs, 1¼ Met. Stopper, doz... 5.50
N. P. Chain Stays, No. 1, doz.... 4.50
N. P. Chain Stays, Nos. 1, 2, 3, dozen.... 5.20
China Chain Stays, doz.... 9.60
N. P. Chain Stay and Cock Hole Cover.... 6.75
N. P. Basin Cock Hole Cover, doz.... 4.40
N. P. Basin Chain wf. Snaps, No. 00, do.... 1.50
N. P. Basin Chain wf. Snaps, No. 0, doz.... 1.70
N. P. Bath Chain wf. Snaps, No. 00, doz.... 2.00
N. P. Bath Chain wf. Snaps, No. 0.... 2.40
N. P. Basin Chain 12 Yd. Box, No. 00, b.... 2.10
N. P. Basin Chain 12 Yd. Box, No. 0, bo.... 2.50
N. P. Basin Chain 12 Yd. Box, No. 1, bo.... 3.10
N. P. Basin Chain, No. 00, per 100 feet.... 5.50
N. P. Basin Chain, No. 0, per 100 feet.... 6.80
N. P. Basin Chain, No. 1, per 100 feet.... 8.50
N. P. Basin Chain, 500-foot reels, No. 00.... 5.30
N. P. Basin Chain, 500-foot reels, No. 0.... 6.40
N. P. Basin Chain, 500-foot reels, No. 1.... 8.30
Beaded Basin Chains, per dozen.... 3.50
Beaded Bath Chains, per dozen.... 3.90
N. P. Chain Snaps, large, per dozen.... .26
N. P. Chain Snaps, small, per dozen.... .24
N. P. Chain "S" or "8" Hooks, per dozen.... .48
¼-inch Threaded Brass Rod, per foot.... .37
¼-inch Rough N. P. Brass Nuts, threaded through, 100. 6.40
¼-inch N. P. Brass Cap Nuts, per 100.... 5.60

FAIRFACTS BUILT-IN BATH ROOM ACCESSORIES—
F 1—Built-in Paper Holder, 6x6.... 8.80
F115 and F125—Built-in Soap Holder, 6x6.... 4.40
F140—Built-in Grab Rail, 6x6.... 8.80
F150—Built-in Comb, Rail and Soap, 6x6.... 8.80
F160—Built-in Tumbler Holder, 6x6.... 4.40
F170—Built-in Sponge Holder, 6x6.... 7.10

BRASSCRAFTERS ALL WHITE ACCESSORIES—
14086—Slab Soap Dish.... 3.00
14039—Wall Soap Dish.... 2.90
14076—Wall Soap Dish.... 3.35
14049—Wall Soap Dish.... 4.30
14073—Wall Soap Dish.... 3.00
14044—Tub Rim Soap Dish.... 2.60
14080—Tub Rim Soap Dish.... 3.50
12306—6-inch Three arm Swinging Bar.... 4.50
12103—14-inch Three arm Swing Bar.... 5.90
12518—⅝x18-inch Towel Bar.... 3.35
12524—24-inch Towel Bar.... 3.75
12530—30-inch Towel Bar.... 4.55
11818—¾x18-inch Towel Bar.... 4.00
11824—24-inch Towel Bar.... 4.40
11830—30-inch Towel Bar.... 5.00
11612—1x12-inch Towel Bar.... 5.90
11618—18-inch Towel Bar.... 6.40
11624—24-inch Towel Bar.... 6.60
11630—30-inch Towel Bar.... 7.35
11912—1½x12-inch Towel Bar.... 12.00
14241—Wall Pattern Soap and Sponge Holder.... 11.70
14502—Wall Towel Basket.... 19.90
15124—Tumbler and Toothbrush Holder.... 4.80
15118—Tumbler and Toothbrush Holder.... 4.95
15167—Tumbler Holder.... 3.40
15235—Combination T. T. B. and Soap.... 11.90
15222—Combination T. T. B. and Soap.... 8.15
15150—Tooth Brush Holder.... 1.40
15103—Tooth Brush Holder.... 1.60
15176—Tumbler Holder.... 3.40
15195—Tumbler and Toothbrush Holder.... 4.80
15192—Tumbler and Toothbrush Holder.... 4.95
15298—Tumbler and T. B. and Soap.... 11.90
15291—Tumbler and T. B. and Soap.... 8.15
15297—Tumbler and T. B. and Soap.... 6.95
15293—Tumbler and T. B. and Soap.... 12.70
14811—Comb Tray.... 5.70
14800—Comb Tray.... 6.95
15752—6x24 Shelf.... 10.95
15706—5x20 Shelf.... 8.00
15710—6x18 Shelf.... 7.70
15712—5x24 Shelf.... 8.20
15714—5x30 Shelf.... 9.50
15301—5x20 Rail.... 4.55
15202—5x24 Rail.... 5.00
15304—5x30 Rail.... 5.70
15307—6x24 Rail.... 5.75
15435—Paper Holders (Roll).... 6.15
15420—Paper Holders (Roll).... 2.90
15451—Paper Holders (Sheets).... 4.95
15510—Hooks.... .60
15528—Hooks.... 1.10
15513—Hooks.... 1.30
15534—Hooks.... 2.55
15533—Hooks.... 3.20
15521—Hooks.... 1.15
15520—Hooks.... 1.20
15501—Hooks.... 1.75
14510—Stool.... 12.70

CHURCH BATH ROOM TRIMMINGS—
No. 2 White Pyralin Routh Bath Stool, Rub'r Bumpers. 19.15
No. 7 White Pyralin Square Bath Stool, Cork Top.... 22.20
No. 1 French Beveled Plate Glass Oval Mirror with White Pyralin Frame, 16x4.... 34.30
No. 2, same, 20x28.... 43.35
No. 1, same, Oblong with Square Corners.... 42.60
No. 2, same, 20x28.... 42.20
No. 3, same, 20-inch Round.... 86.70
No. 4, same, 24-inch.... 48.35

BRASSCRAFTERS NICKEL PLATED ACCESSORIES—
1612—1x12-inch N. P. Towel Bar.... 4.10
4600—20-inch Roller Towel Bar with Lock.... 5.20
2112—14-inch 2-arm Crystal Swing Rack.... 3.10
2113—14-inch 3-arm Crystal Swing Rack.... 4.10
2818—⅝x18-inch Crystal Bar.... 1.95
2824—24-inch Crystal Bar.... 2.20
2918—1x18-inch Crystal Bar.... 3.40
2924—24-inch Crystal Bar.... 3.80
2930—30-inch Crystal Bar.... 4.55
2936—36-inch Crystal Bar.... 6.00
2618—⅝x18-inch Opal Bar.... 1.95
2624—24-inch Opal Bar.... 2.20
2718—1x18-inch Opal Bar.... 3.54
2724—24-inch Opal Bar.... 3.95
2730—30-inch Opal Bar.... 4.60
2736—36-inch Opal Bar.... 6.15
5610—5x18-inch Crystal Shelf.... 4.50
5612—5x24-inch Crystal Shelf.... 4.90
5606—5x20-inch Crystal Shelf.... 4.60
5301—5x20-inch N. P. Shelf Rail.... 3.15
5101—Crystal Tooth Brush Holder.... .90
5150—Opal Tooth Brush Holder.... .95
5108—N. P. Tooth Brush Holder.... .55
5146—Comb, Tumbler and T. B. Holder.... 1.55
5191 and 5117—Tumbler Holder.... 1.95
5170—Tumbler Holder.... 1.10
5196 and 5141—Tumbler and Toothbrush Holder.... 3.00
5222—Tumbler, T. B. and Soap Holder.... 5.95
5291—Tumbler, T. B. and Soap Holder.... 5.95
5293—Tumbler, T. B. and Soap Holder.... 8.15
5298—Tumbler, T. B. and Soap Holder.... 8.40

DRAIN COCKS—E1739—T. H. Compression for Range Boiler Hose or Plain Rough, N. P., ½-inch $1.00; ½x¾, $1.10.
URINAL COCKS—E1765—Self Closing N. P., ½-inch, $3.10.
BALL COCKS—E1771—Silent ½-inch O. D. without Integral Stop, less Ball and Stem, $1.10.

BASIN COCKS—
E1876—N. P. Comp. 4-arm China Index Brass Handle with Nut for O. D. Tubing.... 1.95
E1887—N. P. Comp. 4-arm, All China Index Handle with Nut for O. D. Tubing.... 2.90
E1902—Rapidac N. P. China Index Side Lever Handle with Nut for O. D. Tubing.... 2.70
E1905—Rapidac N. P. China Index Top Lever Handle with Nut for O. D. Tubing.... 2.20
E1912—Rapidac N. P. 4-arm, All China Index Handle with Nut for O. D. Tubing.... 2.95
E1915—Rapidac N. P. Double China Index Side Lever Handle with Special Br. Y. with Nut for O. D. Tub.... 10.40
E1926—Rapidac N. P. China Index Side Lever Handle (large pattern), Nut for O. D. Tubing.... 5.30
E1985—Self Closing N. P. 4-arm Brass Handle China Index Nuts with Nut for O. D. Tubing.... 3.60
E1995—Self Closing N. P. China Index Lever Handle, Plain Brass Nut with Nut for O. D. Tubing.... 4.20

CLOSETS AND TRIMMINGS

CLOSET SEATS—
L3500—White Seat, less Cover.... 18.35
L3600—Birch Mahogany, less Cover.... 5.55
L3700—Oak, less Cover.... 5.85
L3501—White Seat and Cover.... 14.35
L3601—Birch Mahogany and Cover.... 5.55
L3701—Oak and Cover.... 5.85
B. O. T. Church, B326, 47-1A, L3503—All White Seat and Cover, White Hinge.... 20.00
L3515—White Crescent Seat.... 12.00
L3615—Birch Mahogany Seat.... 10.15
L3615½—Birch Mahogany, Cantonment Type.... 5.20
L3715—Oak Seat, Mahogany, Cantonment.... 4.90
L3715—Oak Seat, Cantonment Type.... 4.70
L3516—White Crescent Seat and Cover.... 15.35
L3616—Birch Mahogany Crescent Seat and Cover.... 10.70
L3716—Oak Crescent Seat and Cover.... 10.70
L3520—White Horseshoe Seat.... 13.35
L3620—Birch Mahogany Horseshoe Seat.... 10.15
L3720—Oak Horseshoe Seat.... 10.15
L3521—White Horseshoe Seat and Cover.... 18.35
L3621—Birch Mahogany Horseshoe Seat and Cover.... 10.70
L3721—Oak Mahogany Seat and Cover.... 10.70
L3535—White Extended Seat Closet Front.... 17.35
L3635—Birch Mahogany Extended Seat Closet Front.. 13.35
L3735—Oak Extended Seat Closet Front.... 13.35
L3536—White Extended Closet Front with Cover.... 22.70
L3636—Birch Mahogany Ext. Closet Front with Cover. 16.70
L3736—Oak Extended Closet Front with Cover.... 16.70
L3565—White Extended Open Front and Back.... 16.70
L3765—Oak Extended Open Front and Back.... 16.90
L3566—White, Ditto, with Cover.... 26.70
L3766—Oak, Ditto.... 20.00

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued

DRAINS

DRAINS, CESSPOOLS, ETC.—
Extra Heavy Stable Cesspool—12x12x10, $8.75 each; 16x16x10, $11.25.
C. I. Plain Top Cesspools—6x6x2, $1.10 each: 9x9x8, $1.90; 12x12x4, $3.35; 13x13x4, $3.95.
C. I. Extra Heavy, Hinged Top—6x6x2, $1.75 each; 9x9x8, $3.15; 12x12x4, $7.50; 13x13x4, $9.40.
Galvanized Refrigerator Drains, 1¼-in. I. P., $1.60 each.
Blake, Iron wf. B. W. Valve—G102, 2-inch, $10.15 each; G103, 3-inch, $16.50; G104, 4-inch, $24.75.

JOSAM DRAINS—
I. P. Govt. Pattern—203A, 5x2-inch, $14.40 each; 207A, 6x3-inch, $20.00; 2003A, 6x2-inch, $21.60.
300—4-inch N. P. Strainer, 2-inch I. P., $8.15 each.
Roof Drains—400, 4-inch, $14.40; 401, 5-inch, $17.55; 402, 6-inch, $19.20.
Wood Roof Drains—400A, 4-inch, $19.20 each; 401A, inch $22.55; 402A, 6-inch, $24.00.
Floor Drains, 4-inch I. P.—500A, 10-inch, $13.15; 600, 8-inch, $9.00.

M. & J. SAFETY DRAIN WITH B. W. VALVE—
2-inch Flat Iron Top, $19.80 each; 4-inch Flat Iron Top, $28.95; 4-inch Raised Iron Top, $37.95.

SHOWER STRAINERS—
3¾-inch N. P. Top by 1½-inch I. P. Female Outlet, P2998, $2.40 each; 4-inch ditto by 2-inch ditto, $2.70.
5-inch N. P. Top by 2-inch I. P. Outlet Combination Drain and Trap. P2986, $10.35.

PENBERTHY AUTO CELLAR DRAINERS—
No. 1, $32.25 each; 2, $54.00; 3, $74.40. No. 1, Non-Automatic, $21.90.
Washing Machine Drainers, $4.20 each. Hose and Adapters, 80c.

FIRE AND HOSE GOODS

FIRE HOSE, RACKS, EXTINGUISHERS, ETC.—
No. 901—Antex Electric Light Extension Reel with 25 feet of Flexible Waterproof Cord.....16.00
No. B1101—2½-gal, Badger's Chemical Extinguisher..20.00
No. B1107—Extra Hose with Nozzle..... 1.50
No. B1108—Hanger ..... .25
No. B1106—8-oz. Acid Bottles ..... .25
No. B1114—Universal Soda and Acid Recharge..... .75
No. 0—Fire Gun Extinguisher, 1 qt.....10.00
No. 1—Fire Gun Extinguisher, 1¼ qt.....12.00
No. 2—Fire Gun Extinguisher, 1½ qt.....14.00
Universal Liquid for Recharging Fire Gun, per quart.. 1.75
No. B1113—2½-gal. Foamite Firepan Extinguisher...30.00
No. B1118—Pump Tank Extinguisher, 5-gal.....15.00
No. M1201—1-pint Safety Gasoline Cans..... 3.00
No. M1204—1-quart Safety Gasoline Cans..... 3.35
No. M1202—2-quart Safety Gasoline Cans..... 4.65
No. M1205—1-gal. Safety Gasoline Cans..... 5.35
No. M1203—3-gal. Safety Gasoline Cans..... 8.60
No. M1206—5-gal. Safety Gasoline Cans.....10.00
No. M1207—6-gal. Justrite Oily Waste Can..... 6.65
8-gal. Justrite Oily Waste Can..... 7.35
10-gal. Justrite Oily Waste Can..... 8.00
No. S502—Small First Aid Kit..... 7.50

GAS WATER HEATERS

AUXILIARY TYPE—
No. 1½, Lion, No. 25 Ruud, Double Copper Coil.19.70
No. 2, Lion, No. 85 Ruud, Triple Copper Coil..43.50

STORAGE TYPE—
Pittsburg or Ruud Multi-Coil Storage Heaters—

No.	Each
30	50.00
50	60.00
100	240.00
200	285.00
300	350.00
500	570.00

Moment Valve Thermostats—

No.	Each
30, ¾-inch	40.00
50, ¾-inch	40.00
100, ¾-inch	65.00
200, 1-inch	70.00
300, 1-inch	70.00
500, 1½-inch	80.00

AUTOMATIC TYPE—
Pressure Valve, Pittsburgh—

No.	Each
2 (Old No. 50)	105.00
2½ (New No. 50)	120.00
3 (New No. 60)	165.00

Thermostat Type Pittsburgh

No.	Each
2½ (New No. 55)	135.00
3 (New No. 65)	190.00
4	240.00
6	310.00
8	410.00

Combination Boiler and Heater—

No. 30, Royal Auto..	89.40
No. 40, ditto with Thermostat	103.15
Marvel, ditto, less Thermostat	41.25
No. 40, ditto	50.00

LEAD GOODS

HALF AND HALF SOLDER—500 lb. lots, $29.35; 100 lb. lots, $30.70; Less, $32.00.
EXTRA WIPING SOLDER—500 lb. lots, $25.85, 100 lb. lots, $26.70; Less, $28.00.
Wire Solder, Smooth, $33.85.
CALKING LEAD—2000 lb. lots, $8.40; 500 lb. lots, $8.75; Less, $9.10.
PIG LEAD—2000 lb. lots, $8.10; 500 lb. lots, $8.40; Less, $8.75.
SHEET LEAD—Full Rolls, $13.10; Cut Pieces, full width, $13.40; Cut Pieces, odd sizes, $14.40.
¼-inch Lead Tubing, $16.25.
Bar Tin, $50.00.
Block Tin Pipe, full reel and coils, $50.70.
Block Tin Pipe, cut pieces, $68.70.
LEAD BENDS—4x5½x10, $1.50 each; 4x5½x12, $1.70; 4x5½x15, $2.00; 4x5½x18, $2.30; 4x5½x20, $2.50. 4x10x10, $1.95; 4x10x12, $2.15; 4x10x15, $2.45; 4x10x18, $2.75; 4x10x20 $2.90.
LEAD PIPE—⅜-inch to 1½-inch, full reels and coils, $11.75; 2, 3, 4-inch Lead Soil Pipe, full lengths, $11.75; Other sizes 2½ to 5-inch, full lengths, $12.40; Cut Pieces, all sizes, $13.10.
Note—Add to lead pipe when full reels are taken $2.70 per reel.
Wood reels when returned to American Smelters Securities Co., San Francisco, Cal., direct via prepaid freight will be credited at $2.00 each net, no freight allowance, on receipt of prepaid B. L.
LEAD WASHERS—$26.20 per 100 lbs.
LEAD WOOL—$18.70 per 100 lbs.
TRAPS—Standard—1¼ Short "P," 50c each; 1¼ Long "P," 75c; 1½ Short "P," 75c; 1½ Long "P," $1.05. 1¼ Short "S," 60c; 1¼ Long "S," 95c; 1½ Short "S," 90c; 1½ Long "S," $1.35.
Extra Heavy—1¼ Short "P," 80c each; 1¼ Long "P," $1.15; 1½ Short "P," $1.10; 1½ Long "P," $1.50. 1¼ Short "S," 90c; 1¼ Long "S," $1.45; 1½ Short "S," $1.25; 1½ Long "S," $1.95.
COMBINATION BENDS AND FERRULES—4x5½x12, $2.20 each; 4x5½x14, $2.40; 4x5½x16, $2.60.
COMBINATION FERRULES, LEAD AND IRON—4x4, 50c each; 4x6, 85c; 4x8, $1.05; 4x10, $1.25; 4x12, $1.40; 4x14, $1.60; 4x16, $1.75.
Lead Traps and Bends not shown above—Barrel lots, plus 40 per cent; Less, 50 per cent.
Lead Drum, Traps, Comb, Lead and Iron Ferrules and Bends, and Soldering Nipples—Barrel lots, plus 40 per cent; Less, 50 per cent.

PIPE

PIPE—Random	Wrought Steel Blk.	Wrought Steel Gal.	Wrought Iron Blk.	Wrought Iron Gal.	Standard Thread
⅛	4.80	7.00	.....	.....	.16
¼	4.95	7.40	11.10	14.35	.16
⅜	4.95	7.40	11.10	14.35	.16
½	6.35	8.15	11.35	14.55	.16
¾	7.90	10.00	13.90	17.55	.16
1	11.15	14.30	19.95	25.35	.18
1¼	15.10	19.35	26.95	34.30	.22
1½	18.00	23.15	32.20	40.95	.24
2	24.15	31.10	46.40	57.70	.30
2½	39.95	51.15	74.00	87.15	.46
3	52.15	66.95	96.75	113.95	.60
3½	67.20	84.90	116.35	168.15	.76
4	79.55	100.95	137.90	193.30	1.06
5	112.15	141.75	207.30	262.30	1.66
6	145.55	184.00	268.90	340.50	2.10
7	200.00	253.35	.....	.....	2.56
8, 25 lb.	209.35	265.85	.....	.....	3.00
9	294.70	.....	.....	.....	3.76
10, 32 lb.	320.00	.....	.....	.....	4.50
12	412.00	.....	.....	.....	7.50

Cutting Charge—⅛ Standard Threading. All prices quoted per 100 feet.
Plugged and Reamed—2-in., $40.00; 2½-in., $65.95; 3-in., $86.40.

PIPE FITTINGS

CAST IRON—BLACK—	¼	⅜	½	¾	1	1½	2	3	4
Bends, Y	...	.31	.43	.52	1.00	1.43	3.80	6.08	
Bends, Rt. O.P.	...	...	.40	.46	.84	1.25	3.34	9.88	
Bends, Rt. CP	...	.27	.31	.32	.62	.87	2.58	7.60	
Bushings	.05	.05	.05	.06	.08	.12	.18	.39	.65
Crosses	...	.24	.32	.41	.81	1.14	3.04	...	
Elbows, 90 dg.	.08	.08	.09	.12	.16	.31	.43	1.14	1.92
Elbows, 45 dg.	.09	.09	.11	.15	.18	.37	.52	1.37	2.20
Elbows, Red.	...	.09	.11	.14	.18	.35	.49	1.29	2.13
Plugs	.03	.03	.08	.04	.05	.09	.13	.33	.54
Tees	.12	.12	.14	.18	.23	.44	.63	1.67	2.66

MALLEABLE—BLACK—	¼	⅜	½	¾	1	1½	2	3	4
Bends, Rt. OP	...	.26	.32	.54	1.26	1.62	....	....	
Bends, Rt. CP	...	.21	.24	.46	.74	1.06	....	....	
Caps	.04	.04	.06	.10	.12	.22	.36	.86	1.42
Crosses	.08	.14	.20	.28	.46	.58	.96	2.86	5.46
Crosses, Red.	...	.12	.22	.30	.54	.66	1.18	3.46	6.66
Couplings, WI.	.10	.10	.12	.16	.24	.38	.50	1.08	1.80
Elbows, 90 dg.	.06	.08	.10	.08	.14	.28	.48	1.42	3.08
Elbows, Red.	...	.16	.10	.12	.18	.20	.34	.62	1.78
Elbows, 45 dg.	.04	.04	.08	.14	.20	.32	.62	1.38	2.76
Elbows, St.	.04	.06	.10	.18	.18	.32	.62	2.04	4.76
Locknuts	.02	.02	.04	.10	.14	.18	.26	.58	1.04
Reducers	.10	.06	.08	.12	.20	.24	.42	1.14	1.96
Tees	.06	.10	.12	.10	.16	.38	.64	1.76	3.56
Tees, Red.	.18	.12	.16	.22	.22	.48	.84	2.18	4.42
Tees, 4-way	...	.10	.18	.22	.40	.96	1.52	....	....

MALLEABLE—GALVANIZED—	¼	⅜	½	¾	1	1½	2	3	4
Bends, Rt. OP	...	.38	.48	.78	2.06	2.68	5.94	...	
Bends, Rt. CP	...	.34	.36	.66	1.18	1.88	...	...	
Caps	.06	.08	.08	.14	.18	.36	.58	1.42	2.38
Crosses	.10	.20	.30	.42	.66	1.04	1.66	4.76	9.02
Crosses, Red.	...	.18	.32	.46	.80	1.14	1.90	5.70	10.92
Couplings, WI.	.10	.14	.18	.24	.32	.58	.72	1.44	2.52
Elbows, 90 dg.	.08	.12	.14	.14	.24	.48	.80	2.38	5.10
Elbows, Red.	.22	.14	.18	.26	.30	.58	1.04	2.94	6.42
Elbows, 45 dg.	.06	.08	.12	.20	.30	.62	.96	2.28	4.60
Elbows, St.	.08	.10	.16	.28	.30	.54	1.04	3.42	8.08
Locknuts	.04	.04	.08	.14	.20	.26	.42	.90	1.72
Reducers	.14	.08	.12	.18	.28	.40	.68	1.90	3.50
Tees	.10	.16	.18	.18	.28	.64	1.12	2.90	5.94
Tees, Red.	.18	.20	.22	.34	.36	.80	1.38	3.62	7.36
Tees, 4-Way	...	.16	.26	.34	.60	1.34	2.24	..	...

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RETAIL SELLING PRICES—Continued.

NIPPLES—WROUGHT IRON—Per 100—Black—

	¾	½	¾	1	1½	2	3	4
Cl. Sh....	3.42	4.28	4.80	6.40	10.40	14.40	38.40	72.68
Long ...	5.14	5.98	7.20	10.40	16.00	21.60	57.60	102.60
4-in. Long	5.98	6.84	....	....	....	....	....	....
5-in. Long	6.84	8.56	8.80	12.00	20.00	25.60	....	....
6-in. Long	8.56	10.26	10.40	14.40	23.20	30.40	68.00	....

NIPPLES—GALVANIZED—Per 100—

Cl. Sh. ..	5.40	5.40	6.84	9.40	17.96	23.08	59.86	121.50
Long	9.90	9.90	11.98	16.24	29.92	40.18	94.06	168.30
4-in. Lg.	10.80	11.70	....	....	....	....	....	....
5-in. Lg.	13.50	14.40	15.40	20.52	33.34	44.46	....	....
6-in. Lg.	15.30	16.20	17.96	23.94	39.34	52.16	111.16	....

PIPE CUT TO ORDER

On Pipe cut to specified lengths, where the loss occasioned by cutting up stock lengths is assumed, a higher price is charged than for pipe in random lengths. This advance covers the pipe only, and there is an extra charge for cutting and threading as follows:

(1) Pipe cut to special lengths and threaded both ends, two threads are charged for each piece of pipe furnished, and no charge made for the cut.

(2) Where one end of the pipe is left blank, the charge is for one thread and one cut on each piece, the price of the cut being one-half of the threading list.

(3) Where both ends are left blank, a charge is made for all cuts and for the one thread necessary to make the remaining scrap salable. This applies to whatever the number of cut pieces may be.

(4) When pipe is made up to sketch, all couplings used are charged for and all pipe is charged at cut length prices.

(5) When pipe of any size is furnished in exact lengths longer than one random length by coupling on a short piece, the cut price is charged for the entire length. All couplings furnished are charged for, but only two threads. This applies to whatever number of random lengths may be included in the run.

(6) A customer can make his own measurements, and to call for the exact lengths necessary to make up the run required, which will be charged at the cut price with two threads with additional charge for any extra couplings furnished.

(7) In the case of an order for specified amount of pipe, WHERE EXACT MEASUREMENTS ARE NOT ABSOLUTELY NECESSARY, the cut length price may be charged for the last piece furnished necessary to equal the amount called for after the random measurements have been ascertained.

(8) When pipe is furnished in random lengths by customer (he assuming the loss on the scrap), to be cut to order, the actual work done is charged for; that is, all cuts and all threads actually made. In such cases the scrap belonging to the customer, and no credit allowed for same.

(9) In charging cut pipe, no allowance is made for couplings or for threads already on the pipe.

(10) Where pipe in sizes to 2 feet inclusive is cut on roller cutter in pieces of 12 inches or less and not reamed or threaded, one cut is charged for each piece at one-quarter of the Threading list.

PLUMBERS' TOOLS

STOCKS AND DIES—Walworth Standard Stocks and Dies (Solid Die Type)—No. 0, complete, ¼-inch to ½-inch, $10.40 each; No. 1, ¼-inch to 1-inch, $13.65; No. 1½, ¾-inch to 1¼-inch, $12.35; No. 1¾, $12.35; No. 2, 1¼-inch to 2-inch, $18.85; No. 3, 2½-inch to 3-inch, $45.50.

Extra Dies and Bushings—List plus 50 per cent.

Miller's Reversible Ratchet Stocks and Dies—"B" complete, ¼-inch to 1-inch, $21.20 each; "C," 1-inch to 1½-inch, $24.05; "D," 1¼-inch to 2-inch, $28.10.

Extra Dies, Bushings and Die Frames, List plus 30 per cent. All other Parts, List plus 40 per cent.

Armstrong Stocks and Dies—No. 1, ⅛ to ½-inch, $10.80 each; No. 2, ¼ to 1-inch, $14.40; No. 2½, ½ to 1¼-inch, $16.80; No. 3, 1 to 2-inch, $25.20.

Extra Dies—List plus 30 per cent. All other Repairs list plus 30 per cent.

Toledo Stocks and Dies—No. 00 complete, ⅛ to ¾-inch, $32.00 each; ¼ to ¾-inch, $27.20; ½ to ¾-inch, $16.00.

Dies with Heads—⅛, ¼ or ⅜-inch, $4.80; ½ or ¾-inch, $5.60.

Extra Dies (4 segments), all sizes, $3.20 each.

Ratchet only, $4.80.

No. 0 complete, ⅛ to ¾-inch, $25.60. R. H. Dies, complete, 8 sets, $12.00. L. H. Dies complete, 5 sets, $20.00.

No. 1 complete, 1 to 2-inch, $31.20.

1-A Ratchet complete, 1 to 2-inch, $39.04. Dies complete (3 sets), 1¼, 1½, $8.30. Same, Single Set, 4 pieces, $2.76. 2-inch Dies for No. 1 or 1-A, $3.76.

No. 2 complete, 2½ to 4-inch, $110.00. Dies, complete, 4 sets, $35.20. Dies, single sets, 5 pieces, $8.50.

No. 3 complete, 4½ to 8-inch, $330.00. Dies, complete, 5 sets, $66.00; Dies, single sets, 5 pieces, $13.20.

No. 4 complete, 9, 10 and 12-inch, $550.00. Dies complete 3 sets, $66.00. Dies, single set, 5 pieces, $22.00.

No. 10 complete, 1 to 2-inch, $36.40. R. H. Dies complete, 4 pieces, $5.52. L. H. same, $5.52.

No. 10-A Ratchet, complete, 1 to 2-inch, $44.20.

No. 25, complete, 2½ to 6-inch, $253.04. Dies, complete, 4 pieces, $8.80. All other repairs, list plus 30 per cent.

Toledo Power Drive, D. C. or A. C. Motor, $660.00 each.

Beaver Stocks and Dies—No. 3 Ratchet, complete, ⅜ to 1-inch, $43.20 each. Extra Die Heads and Chasers, ⅜-inch, $5.40. Same, ½ or ¾-inch, $6.30; 1-inch, $7.20. Extra Chasers, any size (4), $4.50.

No. 6 Beaverette, complete, ¼ to ¾-inch, $24.00. Extra Dies, per set, $4.50.

No. 25, complete, 1 to 2-inch, $39.00; Extra Dies per set, $5.75.

No. 26 Ratchet, complete, 1 to 2-inch, $45.50.

No. 41, complete, 2½ to 4-inch, $118.00. Extra Dies per set, $13.50.

No. 61, complete, 2½ to 6-inch, $264.00. Extra Dies, per set, $28.00. Other Repair Parts, List plus 50 per cent.

WRENCHES—Warnock Brass Pipe Wrenches—12-inch, ⅛ to 2-inch, $5.00 each; 18-inch, 1 to 5-inch, $10.00. Extra Straps— 12-inch, $1.00; 18-inch, $2.00. Basin Wrench, $2.30; Spud Wrench for Radiator Nipples, $3.00.

Vulcan Bijaw Pipe Wrenches—No. 30 or 10, ⅛ to ¾-inch, $4.50 each; No. 31 or 11, ⅛ to 1½-inch, $6.00; No. 32 or 12, ¼ to 2½-inch, $8.00; No. 33 or 13, ¾ to 4-inch, $12.00; No. 33½ or 13, 1 to 6-inch, $15.20; No. 34 or 14, 1½ to 8-inch, $19.00; No. 35 or 15, 2 to 12-inch, $30.70. Extra Parts, List plus 100 per cent.

Agrippa Chain Wrenches—No. 21, ⅛ to 1½-inch, $6.50 each; No. 22, ¼ to 2½-inch, $9.30; No. 23, ¾ to 4-inch, $13.00; No. 23½, 1 to 6-inch, $16.75; No. 24, 1½ to 8-inch, $20.50; No. 25, 2 to 12-inch, $33.50. Extra Parts, List plus 100 per cent.

Walworth Bostong Wrenches—No. 0, 1 to 4-inch, $18.00 each; No. 1, 2 to 6-inch, $32.00; No. 2, 2-4 to 10-inch, $64.00; No. 3, 3 to 14-inch, $120.00.

Walworth Reversible Bostong Wrenches—No. 2, ¼ to 2-inch, $11.90.

PIPE CUTTERS—Barnes Three Wheel Type—No. 1, ⅛ to 1 inch, $4.50 each; No. 2, ½ to 2-inch, $6.00; No. 3, 1½ to 3-inch, $10.00; No. 4, 2½ to 4-inch, $20.00; No. 5, 4 to 6-inch, $30.00; No. 6, 6 to 8-inch, $40.00. Extra Parts, List plus 20 per cent.

Knurled Wheels—No. 1, 70c each; No. 2, 84c; No. 3 $1.12; No. 4, $1.40; No. 5, $1.54.

Saunders Roller Type—No. 1, ⅛ to 1-inch, $3.90 each; No. 2, 1 to 2-inch, $5.96; No. 3, 2 to 3-inch, $14.30; No. 4, 2½ to 4-inch, $23.40; No. 5, 4 to 6-inch, 36.40. Extra Parts, List plus 40 per cent.

Knurled Wheels—No. 1, 70c each; No. 2, 84c; No. 3, $1.12.

Trimo—No. 1, ⅛ to 1¼-inch, $4.95 each; No. 2, ⅛ to 2-inch, $6.60; No. 3, 1¼ to 3-inch, $11.00. Extra Parts, List plus 20 per cent.

Beaver Square End—No. 1, ⅛ to 1-inch, $27.00 each; No. 5, ½ to 2-inch, $30.00; No. 10, 2½ to 4-inch, $120.00.

Extra Knives, per set—No. 1, $1.80 each; No. 5, $2.24; No. 10, $3.74.

Toledo—No. 250, 2½ to 6-inch, $168.00 each. Extra Blades (Set of 4), $1.76.

MISCELLANEOUS CUTTERS—Chesterton or Fletcher Gauge Glass Cutter, A5903, $4.00 each.

Gasket Cutter, $1.80.

PIPE TAPS AND REAMERS—R. H. A4201—⅛ to 1-inch, List less 20 per cent; 1¼ to 2-inch, List less 10 per cent; 2½ to 3-inch, List plus 40 per cent; 3½ to 4-inch, List plus 70 per cent..

L. H. A4201 and Reamers A4202—⅛ to 1-inch, List plus 10 per cent; 1¼ to 2-inch, List plus 32 per cent; 2½ to 3-inch, List plus 70 per cent; 3½ to 4-inch, List plus 110 per cent.

Combined Drill and Tap—A4203, ¼ to 4-inch, List plus 10 per cent.

Mueller Ratchet Reamer—ER E4850, ⅜ to 1¼-in., $12.48 each; E4851, ¾ to 3-inch, $18.16.

Reed No. 6 Bit Brace Taper Burring Reamer—⅜ to 3-inch, $19.20 each.

TORCHES AND FIRE POTS, C. & L.—No. 31 Torch, 1 qt., $14.60 each; No. 32, 1 qt., $15.36; No. 37, 1 pt., $13.06; No. 38, 1 pt., $17.66; No. 108, 1 qt., $14.60.

No. 1 Firepot, 7 pts., $26.12 each; No. 5, 5 pts., $23.82; No. 10, 1 gal., $14.40; No. 20, 1 gal. with Pump, $15.94; No. 21, 1 gal., $20.36. Parts, List less 4 per cent.

RANGE BOILERS

Standard Galvanized Vertical Pattern, High or Low Top—

No.	Each.
18, 12x36	12.00
24, 12x48	12.00
30, 12x60	12.00
40, 14x60	16.35
52, 16x60	28.00
66, 18x60	48.00
82, 20x60	58.00
100, 22x60	80.00
120, 24x60	90.70
144, 24x72	146.70
168, 24x84	135.35
192, 24x96	160.00

Standard Galvanized Horizontal—

No.	Each.
30, 12x60	13.20
40, 14x60	18.00
52, 16x60	30.80
66, 18x60	52.80

Extra Heavy Galvanized Vertical or Horizontal—

No.	Each.
30, 12x60	14.70
40, 14x60	19.35
52, 16x60	37.35
66, 18x60	68.70
82, 20x60	82.00
100, 22x60	112.00

Double Extra Heavy, Vertical, six-year guarantee—

30, 12x60	20.00

No.	Each.
40, 14x60	26.70

Graves 300-lb. W. P. 6-year guarantee Boiler, coated with heat proof blue enamel—

No.	Each.
30, 12x60	47.50
40, 14x60	57.35

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RETAIL SELLING PRICES—Continued.

Range Boilers—Continued.

Extra Heavy, Horizontal or Vertical, with 1-inch Steam Coil—	12-in. American Ring.. 2.20
30, 12x60 ..... 43.35	14-in. American Ring.. 2.55
40, 14x60 ..... 50.70	16-in. American Ring.. 3.60
52, 16x60 ..... 76.70	18-in. American Ring.. 5.00
66, 18x60 .....110.00	20-in. American Ring.. 6.00
82, 20x60 .....133.35	22-in. American Ring.. 8.00
100, 22x60 .....166.70	24-in. American Ring.. 9.35
Boiler Stands—	½-in. Range Boiler Relief Valves 2.00
Hawks Universal..... 2.70	½-in. Stack Combination Relief Valves & Faucets,
Sanders Adjustable ... 2.15	Set 85 lbs..... 7.35
Foster 2.15	Ditto, Set 150 lbs..... 7.35

SINKS AND FOUNTAINS

WASH SINKS—(Less Bibbs and Trap)—F910, P6450—3-ft., $64.50; 4-ft., $82.20; 5-ft., $100.00; 6-ft., $135.50.
P6495, Enameled inside, less Supply Pipe and Bibbs—48x24-in., $40.00; 60x24-in., $60.00; 72x24-in., $73.35.
P6496, Enameled inside, less Supply Pipe and Bibbs—4x24-in., $60.00; 5x20-in., $76.00; 5x24-in., $85.35; 6x20-in., $96.70; 6x24-in., $112.70.

DOUBLE WASH SINK COCKS—H1645, P6500, $7.35; P6501, $8.00; H1640, P6502, $8.85; H1635, P6503, $10.00; P6504, $10.00.

CHICAGO FAUCET DRINKING FOUNTAINS—A6700, $20.00; A700, with Trap, $18.00; A7100, Self Closing, $7.00; A7200, Self Closing, $5.35; A7400, Self Closing, Swinging, $11.00; A7700, Self Closing, $8.70; A7800, Self Closing, $7.00; A8000, Self Closing, Swinging, $14.00; A8100, Self Closing, Swinging, $12.70; A8600, Nozzle, ½-in., I. P., $1.50.

GLAUBER DRINKING FOUNTAINS—H503A, $11.35; H504E, $10.40; H510A, $12.00; H510B, $12.00.

MUELLER DRINKING FOUNTAINS—E3728, $8.95; E3729, $10.65.

RUBBER MATS—P6990, for Interchangeable Drain Board—18x18-in., $3.50; 18x24-in., $4.50; 20x18-in., $3.70; 20x24-in., $4.70; 22x18-in., $4.00; 22x24-in., $5.35.
P6991, P6706-7, P6715-16, P6720-21—20x24-in., $3.70; 20x30-in., $4.35; 22x36-in., $5.35.
P6710—20x30-in., $4.35; 22x32-in., $4.70; 22x36-in., $4.70.
P6730-31, P6230-31—30x30-in., $4.35; 22x36-in., $5.35.
P6814—22x26-in., $4.00.
P6815-16—20x24-in., $3.70; 20x30-in., $4.35; 22x30-in., $4.50; 22x36-in., $5.35.
P6817-18, P6822-23, P6826-27—20x30-in., $3.50.

ADJUSTABLE SINK LEGS—P6992—Type "A"—Painted, $2.65 each; enameled, $4.00.
Type "B"—Painted, $3.50 each; Enameled, $5.35.
The Adjustable Sink Legs have an adjustment of 6 inches, making it possible to set the Sink at any height ranging from 30 to 36 inches from floor to top of rim.

ARE YOU READY FOR YOUR 1922 SALES CAMPAIGN?

Have you made arrangements for the sale of your goods in the Mountain and Pacific Coast States? Has the arrangement you now have been satisfactory, and the amount of goods sold reached the high point you anticipated?

If you want your line represented in the states mentioned on a strictly commission basis, we can give a few strictly up-to-date lines the best of attention. Hardware and housefurnishings our specialty, but other good standard lines considered.

Have you figured your selling expenses where goods are sold by your own salesmen? If not, do so, and then write us. Cooperative selling is well to be considered—we work for your interest as well as our own. We can deliver the goods and satisfy your expectations.

PACIFIC UNITED SALES COMPANY
Office 507 Mission Street, Room 301
San Francisco, California

BUSINESS OPPORTUNITIES

Announcements in this department will be inserted at the rate of five cents a word, including address, with a minimum charge of $1.00; payable in advance. Copy should reach this office not later than the tenth of the month to secure insertion the following issue.

POSITION AS MANAGER

Are you in need of a man capable of taking charge of your business; who is thoroughly versed in modern methods of merchandising and store arrangement, and has made a success managing big business. Reputation speaks for itself. Highest references furnished. Address Box 24, care HARDWARE WORLD.

SALESMEN WANTED

Calling on Hardware and Auto Accessory trade to sell "STOPSIT," the new door silencers—a household and auto necessity. Small size retails for 10c, large size retails for 50c—100 per cent profit. We pay good commissions and carry accounts. Samples of both, prepaid, 25c. Stopsit Mfg. Co., 806 Mills Building, San Francisco, California.

UNUSUALLY ATTRACTIVE OPPORTUNITY

For high class Roard Salesmen. To carry out its extensive 1922 Sales Campaign, the Southern Stove Works of Evansville, Indiana, will require services of several road salesmen, preferably experienced in sale of stoves, ranges, hardware, or kindred lines. Compensation will be figured on liberal commission basis. These positions offer unlimited possibilities to live, aggressive salesmen and offer a permanent connection to those who can measure up to the opportunity presented. State your qualifications fully. Apply by letter to Southern Stove Works, Evansville, Indiana.

RETAIL HARDWARE SALESMAN

An aggressive young man with successful sales record wants permanent Western position. Qualified as buyer and bookkeeper by experience with good firms. Address Box 1754, care HARDWARE WORLD.

SALESMEN WANTED

Salesmen calling on hardware and furniture trade to carry pocket side line, low-priced linoleum. Commission, $4.50 per roll. Address, stating territory you cover, Hudson Carpet Mills, 160 Fifth Avenue, New York.

REPRESENTATION WANTED

Manufacturer's Agent, covering Southern California, calling on the Hardware, Household, Variety and Electrical trade, would like to represent another firm in this territory on a commission basis. Address Box 614, care HARDWARE WORLD.

SPECIALTY WANTED

To sell with line of Orchard Ladders described in display adv., page 137, this issue. I sell to practically every orchardist on Pacific Coast, through best dealer in each district. Active, aggressive, year 'round sales campaign. What have you. J. B. Patterson, 505 Lankershim Bldg., Los Angeles, Calif.

STOVE AND FURNACE SALESMAN

Some good territory open for 1922. Complete line of enameled Stoves and Ranges, also Warm Air Furnaces. Commission proposition with drawing account. Give us experience and qualifications, and what territory now being covered. Correspondence confidential. Roesch Enamel Range Co., Belleville, Illinois.

WANTED

Good live salesman for Central and Western territory, thoroughly conversant with stove and furniture business, by a manufacturer making a trade mark line of long standing. Past records must show progressiveness; also sales producing ability. Address Box 1863, care HARDWARE WORLD.

POSITION WANTED

Buyer and Manager, 36 years of age, 17 years' experience in Wholesale and Retail Hardware and Housefurnishings, 8 years as Buyer and Manager, wishes connection with progressive wholesale or dept. store as Buyer and Manager. Now employed; be at liberty Jan. 1, 1922; good reasons for changing. Best references. Address G. L. M., care HARDWARE WORLD.

OPPORTUNITY

Arco, Idaho, is the county seat and buying center for 4000 people, with a big future ahead. Reclamation project opening new lands. A number of silver-lead mines developing nearby. This town has no exclusive hardware store and is an excellent oportunity for a "live wire" to get in on the ground floor and grow prosperous with the town. Think it over and write to H. H. Scarborough, Idaho Falls, Idaho.

DON'T DISCOUNT

Your stock to a bulk buyer, when the consumer will pay you handsome profits under our "Special Sales" plan. We guarantee the complete sale of your stock and fixtures. The French Sales Co. (Originators of the "Community Club" Sales Plan.) P. O. Box 917, Portland, Oregon.

AN UNUSUAL OPPORTUNITY

Owing to the death of the principal owner, the Aluminum Jobbing business of G. S. Hamrick Company of Los Angeles is offered for sale. The business has been established almost ten years, over seven hundred accounts regularly sold. Everyone who handles aluminum in Southern half of California is a customer. The stock will invoice approximately $15,000.

For further particulars address G. S. Hamrick Company, 413 East 4th Street, Los Angeles, California.

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Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices eacn month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—Metallic

Blank Rim Fire—	Semi-Smkls	Box Smkls
22 Short	.20	...
32 Short	.40	...
Blank, Center Fire—		
32 S & W	.65	...
38 S & W	.85	...
38 Long Colt	1.35	...
44 W C F	1.80	...
Shot, Rim Fire—		
22 Long	.60	.70
32 Long	1.20	...
Shot, Center Fire—		
32 S & W	1.10	...
32 W C F	1.55	...
38 S & W	1.30	...
38 W C F	1.80	...
44 W C F	1.80	2.15
44 X L	1.90	2.35
44 Game Getter	1.80	2.15
Rim Fire, Ball—	...	...
BB Caps	...	.40
CB Caps	...	.50
22 Short	.30	.35
22 Short H P	.35	.40
22 Long	.35	.40
22 Long H P	.40	.45
22 Long Rifle	.40	.45
22 Long Rifle H P	.45	.50
22 W R F	.60	.65
22 W R F, H P	.65	.70
22 Win Auto	...	.65
22 Win Auto, H P	...	.70
25 Short Stevens	.70	...
25 Stevens	1.00	...
32 Short	.70	...
32 Long	.80	...
38 Short	1.15	...
38 Long	1.25	...
41 Short	1.05	...
Center Fire Pistol—		
22 Win SS	1.60	1.80
25 Colts Auto	...	1.60
25-20 Single Shot	1.70	2.00
25-20 Win	1.55	1.90
25-20 Win HV	...	2.20
7.63 MM-Mauser	...	2.75
7.65 MM-Mauser	...	2.75
9 MM-Luger	...	2.80
32 Colts Auto	...	1.75
32 Colt's Short	1.05	1.15
32 Colts Long	1.15	1.30
32 Colts Police Positive.	1.15	1.30
32 S & W	1.05	1.15
32 S & W Long	1.15	1.30
32-20 Marlin	1.55	1.90
32 Winchester	1.55	1.90
32-20 Win HV	...	2.20
35 S & W Auto	...	1.90
38 Colts Auto	...	2.50
38 Colts Short	1.30	1.50
38 Colts Long	1.40	1.60
38 Colts Police Positive.	1.40	1.60
38 S & W	1.40	1.60
38 S & W Special	1.60	1.80
38 Winchester	1.85	2.30
41 Colts Short DA	1.60	1.80
41 Colts Long DA	1.85	2.10
44 Bull Dog	1.55	...
44 S & W Amer	2.00	2.30
44 S & W Rus	2.10	2.30
44 S & W Special	2.15	2.35
44 Webley	1.75	...
44 Winchester	1.85	2.30
45 Colts	2.35	2.60
45 Colts Auto	...	2.85
Center Fire Military and Sporting—		
22 Savage	...	1.60
250-3000 Savage	...	1.75
25-35 Winchester	...	1.40
25-35 Short Range	...	1.40
25-36 Marlin	...	1.50
25 Remington Rimless	...	1.40
6 MM U S N	...	2.30
7 MM Spanish Mauser	...	2.30
7.65 MM Bel Mauser	...	2.30
8 MM Mauser	...	2.30
9 MM Mauser	...	2.50
30-30 Winchester	...	1.60
30 Remington Rimless	...	1.60
30 Government Rimless	...	2.30
303 Savage	...	1.60
32 Remington Rimless	...	1.60
32-40 Winchester	1.15	1.35
32-40 Winchester HV	...	1.75
32 Winchester Slf Ldg	...	3.10
32 Winchester Special	...	1.60
33 Winchester	...	2.30
35 Winchester Rimless	...	1.75
35 Winchester	...	2.50
35 Winchester Slf Ldg	...	3.15
351 Winchester Slf Ldg	...	3.35
38-55 Winchester Lead	1.50	1.70
38-55 Winchester HV	...	2.00
38-56 Winchester	1.60	1.80
40-60 Marlin	1.60	...
40-60 Winchester	1.50	...
40-65 Winchester	1.60	1.80
40-70 Winchester	1.65	...
40-72 Winchester	1.60	1.95
40-82 Winchester	1.65	1.95
401 Winchester Auto	...	1.80
405 Winchester	...	2.75
45-60 Winchester	1.60	...
45-70-405 Government	1.60	1.85
45-75 Winchester	1.60	...
45-90 Winchester	1.65	1.95

SHELLS, LOADED—

MEDIUM GRADE.

BULK—SMOKELESS.

12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot	$1.30
8 drs. x 1⅛ oz., 24 grs. x 1⅛ oz. drop shot	1.25
3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., drop shot	1.25
3¼ drs. x 1⅛ oz., BB shot, drop shot	1.35
3¼ drs. x Buck shot, drop shot	1.35
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., drop shot	1.15
2¾ drs. x ⅞ oz., BB shot, drop shot	1.25
20 2¼ drs. x ¾ oz., 18 grs., x ¾ oz., drop shot	1.15

HIGH GRADE SMOKELESS

12 3¼ drs. x 1⅛ oz., 26 grs. x 1⅛ oz., chilled shot	1.40
3⅛ drs. x 1⅛ oz., 28 grs. x 1⅛ oz., chilled shot	1.45
16 2¾ drs. x ⅞ oz., 22 grs. x ⅞ oz., chilled shot	1.30
20 2¼ drs. x ¾ oz., chilled shot	1.25
2½ drs. x ⅞ oz., chilled shot.	1.35
Trap Loads—	
12 3 drs. x 1¼ oz., 7½ chilled	1.35
3½ drs. x 1¼ oz., 7½ chilled	1.40
Black Powder—Loads—	
12 3¼ drs. x 1⅛ oz., drop shot	1.05

Caps and Primers—

Percussion	.20	....
Musket Caps	.25	....
Primers, 100 in box	.35	....
Primers, 250 in box	.80	....

Empty Paper Shells—Black pow.—

12, 16, 20 Ga., per 100	1.50
10 Ga., per 100	1.65

MEDIUM GRADE SMOKELESS—

12, 16, 20, 28 Ga. per 100	1.80
10 Ga. per 100	2.10

HIGH GRADE SMOKELESS—

12, 16, 20, 28 Ga.	2.30
10 Ga. per 100	2.40

Empty Brass Shells—

Best Qual. 12, 16, 20 28, Box 25	2.75
2nd Qual. 12, 16, 20 28, box 25	2.10

Wads—

Cardboard, box 250	.20
Black Edge, Reg., box 250	.50
Black Edge, ⅛ in., 125 in box	.40
Black Edge, ⅛ in., 250 in box	.80

ADZES—All makes of Lipped Ship Adzes, 4 to 6, $5.50; larger, $6.00.

Lippincotts—House, $3.00; Ship, $3.50.

Whites or Bartons—House, $5.00.

Ship Axes and Slicks—All makes Ship Axes, $5.50; all makes Slicks, 3 to 3½, $5.00; Standard Slicks, $4.75.

ALUMINUM WARE, CAST—

Griddles—

Size 7	2.85
Size 8	3.25
Size 9	3.75
Size 10	3.35
Size 12	3.90

Kettles, Berlin—

2½ qts.	4.75
4 qts.	5.50
5 qts.	6.50
6 qts.	7.25

Kettles, Maslin—

4 qts.	4.25
6 qts.	4.75
8 qts.	6.25
12 qts.	8.65

Kettles, Tea—

Size 6	5.75
Size 7	6.25
Size 8	7.00

Pans, Lipped Sauce—

2 qts.	3.85
3 qts.	4.25
4 qts.	4.75

Skillets—

Size 6	2.85
Size 7	3.00
Size 8	3.50
Size 9	4.00

Spoons, Basting—

15-inch	.30

Spoons, Mixing—

13-inch	.30

Waffle Moulds—

Size, 7, Low	4.00
Size 8, Low	4.25
Size 7, Deep	4.25
Size 8, Deep	5.75

ALUMINUM WARE, PRESSED—

Boilers, Rice—

1½ quart	1.75
3 quart	2.75

Cups—

Collapsible	.15
Measuring	.25

Covers, Pot—

7¾ inch	.25
8½ inch	.25
9½ inch	.35
10½ inch	.40
11½ inch	.50

Kettles, Convex—

2 quart	1.10
4 quart	1.75
6 quart	2.10
8 quart	2.50
10 quart	2.85

Kettles, Preserving—

3 quart	1.10
6 quart	1.75
10 quart	2.35
14 quart	3.50

Kettles, Tea—

5 quart	3.50
6 quart	4.75
8 quart	5.25

Ladles—

½ pint	.25

Moulds, Jelly—

2841 to 2848	.10

Pans, Biscuit—

11⅝x7½x1½ inch	.65

Pans, Bread—

9⅝x5⅝x2¾ inch	.65

Pans, Cake—

Round, Plain, 8⅞ in.	.35
Round, Plain, 9⅝ in.	.40
Rd., Loose Bot., 8⅞ in.	.45
Rd., Loose Bot., 9⅝ in.	.50
Square, Plain, 9½ in.	1.00
Tube, Plain, 9 inch	.90
Tube, Plain, 9⅝ inch	1.25
Mountain, 9¾ inch	.45

Pans, Corn Cake—

6-cup	.80
12-cup	1.60

Pans, Dish—

10 quart	2.75
17 quart	4.00

Pans, Fry—

9⅝ inch	2.65

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RETAIL SELLING PRICES—Continued.

L. & G.—ROYAL ENAMEL WARE

Biggins, Coffee
0 ..... .80
00 ..... 1.00
000 ..... 1.25
0000 ..... 1.45

Boilers, Coffee
60 ..... 1.15
80 ..... 1.50
100 ..... 2.50

Boilers, Rice
14 ..... 1.00
18 ..... 1.25
22 ..... 1.65
26 ..... 2.25

Bowls, Wash
26 ..... .40
30 ..... .50
34 ..... .65

Buckets, Covered
21 ..... .40
23 ..... .60
26 ..... .90
28 ..... 1.15
32 ..... 1.75
150 ..... .50
350 ..... .70
450 ..... .80
650 ..... 1.00
850 ..... 1.45
1050 ..... 1.65
1250 ..... 1.95

Buckets, Dinner
110 ..... 2.00
112 ..... 2.35
113 ..... 2.75
502 ..... 1.65
503 ..... 1.85

Chambers
1 ..... .50
2 ..... .75
3 ..... 1.00

Chamber Covers
1C ..... .25
2C ..... .35
3C ..... .40

Colanders
1 ..... .65
3 ..... .95
104 ..... .50
306 ..... .70

Cups
3 Mug) .... .35
6 ..... .35
8 ..... .20
9, 10, 11, 25.. .25
40 ..... .35

Cups and Saucers
300 ..... .45
300S ..... .25

Cuspidors
10 ..... .45
30 ..... .70
300 ..... 1.25

Dippers, Cup
10 ..... .35

Dippers, Windsor
110 ..... .35

Dippers, Suds
4 ..... .70

Dishes, Soap
50, 60 ..... .30

Fillers, Fruit Jar
20 ..... .25

Flasks, Coffee
10 ..... .50

Funnels, Pieced
01 ..... .25
03 ..... .35
05 ..... .45
06 ..... .60

Kettles, Convex
03 ..... .65
05 ..... .85
08 ..... 1.15
010 ..... 1.40
014 ..... 2.00
020 ..... 2.75

Kettles, Lipped Preserving
14 ..... .45
18 ..... .55
22 ..... .70
26 ..... .85
30 ..... 1.15
36 ..... 1.65
40 ..... 2.50
50 ..... 3.75

Kettles, Milk
71 ..... .70
78 ..... 1.00
74 ..... 1.20

Kettles, Tea
30 ..... .85
50 ..... 1.00
70 ..... 1.25
90 ..... 1.75
100 ..... 2.00
160 ..... 1.25
180 ..... .95
190 ..... 2.25

Ladles, Deep
100 ..... .25
120 ..... .30
111 ..... .30

Measures
02 ..... .30
04 ..... .50
06 ..... .95
11 Graduated. .65

Pails, Chamber
2 ..... 1.50
40 ..... 2.00

Pails, Water
110 ..... 1.15
114 ..... 1.60

Pans, Bed
1 ..... 3.00

Pans, Douche
2 ..... 2.40

Pans, Bread
11 ..... .40
13 ..... .55

Pans, Cake
9 ..... .35
10, 69, 70.... .40
200 ..... .45

Pans, Corn Cake
706 ..... .60
709 ..... .80
712 ..... 1.05

Pans, Muffin
406 ..... .60
412 ..... 1.00

Pans, Deep Pudding
50 ..... .30
150 ..... .40
300 ..... .50
500 ..... .60
800 ..... .80
1000 ..... .90

Pans, Dish
15 ..... 1.35
80 ..... 1.10
140 ..... 1.50
210 ..... 2.00
300 ..... 2.90
400 ..... 4.40

Pans, Rinsing
08 ..... 1.05
014 ..... 1.35
017 ..... 1.60

Pans, Lipped Fry
30 ..... .30
32 ..... .40
34 ..... .50
36 ..... .70

Pans, Milk
0 ..... .25
11 ..... .30
20 ..... .40
40 ..... .50
60 ..... .70
100 ..... .90
120 ..... 1.00

Pans, Convex Sauce
02 ..... .55
04 ..... .75
06 ..... .95
010 ..... 1.35
012 ..... 1.65

Pans, Combination Sauce
1D 1.85
10T 2.85

Pans, Lipped Sauce
10 ..... .30
14 ..... .35
18 ..... .45
24 ..... .60
28 ..... .75

Pans, Straight Sauce
250 ..... .80
450 ..... 1.05
650 ..... 1.30
850 ..... 1.40

Pans, Stew
3 ..... .40
5 ..... .50
6 ..... .65

Pans, Oblong Stove
04 ..... .40
100 ..... .45
300 ..... .65
850 ..... .85
450 ..... 1.10
550 ..... 1.40

Pans, Square Stove
110 ..... .80
112 ..... .95
114 ..... 1.25
116 ..... 1.60
120 ..... 1.85

Pitchers, Molasses
601 ..... .60

Pitchers, Water
2 ..... 1.20
4 ..... 1.55
5 ..... 1.20
10 ..... 1.35

Plates, Deep Pie
39 ..... .25
40 ..... .30

Plates, Shallow Pie
27 ..... .25
30 ..... .40

Plates, Dinner
20 ..... .40

Pots, Fireless Cooker
1450 ..... 1.90
1850 ..... 2.75

Pots, Coffee
2½ ..... .50
5 ..... .60
25 ..... .75
45 ..... .95

Pots, Tea
00 ..... .50
0 ..... .65
20 ..... .80
011 ..... .60
101 ..... .90
102 ..... 1.00

Pots, Straight Sauce
018 ..... .95
022 ..... 1.25
026 ..... 1.85
030 ..... 2.85

Pots, Soup Stock
318 ..... 9.75
336 ..... 13.75
218 ..... 7.50
236 ..... 11.25

Roasters
150 ..... 2.90
180 ..... 3.50

Skimmers, Flat
12 ..... .35

Spoons, Basting
10 ..... .20
14 ..... .25
18 ..... .35

Steamers
7 ..... 1.50
8 ..... 1.75

Steepers, Tea
8 ..... .70

Tubs, Oval Foot
0 ..... 1.50
2 ..... 2.00
4 ..... 3.25

Turners, Cake
14 ..... .25

ALUMINUM WARE, PRESSED—Continued.

10¾ inch 3.00

Pans, Milk—
6 quart 1.65

Pans, Pie—
9¾ inch ..... .40

Pans, Pudding—
1 quart ..... .50
2 quart ..... .75
4 quart 1.25

Pans, Convex Sauce—
1 quart ..... .65
3 quart 1.35
6 quart 2.00

Pots, Fireless Cooker—
4 quart 1.35
6 quart 1.65
8 quart 2.10

ANCHORS—Screws per 100, 8-16, $4.15; ¼, $6.25.

Sebco, 3-16x½ in. -¾ in. -1 in., $5.00 per hundred list; ¼x½ in. -¾ in. -1 in., $5.60 per hundred net.

ANVILS—Vulcan No. 2, 20-lb., $7.50; No. 3, 30-lb., $9.00; No. 4, 40-lb., $10.00; No. 5, 50-lb., $11.50; No. 6, 60-lb., $13.00; No. 7, 70-lb., $14.50; No. 8, 80-lb., $10.50.

Columbian—80 to 425 lbs., 32c per lb.; 70 to 79 lbs., 32½c lb.; 60 to 69 lbs., 33c lb.; 50 to 59 lbs., 34c lb. With Clip Horn, 2c per lb. extra.

ANTIMONY—Slab, 25c lb.

APRONS—Carpenters—California Leg, $2.25; No. 12 Long Brown, $1.75; No. 2 Short Brown, 75c.

AUGERS—Carpenters Nut—½-in., $1.00; ⅝-in., $1.00; ¾-in., $1.15; ⅞-in., $1.35; 1-in., $1.60; 1¼-in., $2.00; 1½-in., $2.75; 1¾-in., $3.00; 2-in., $3.50; 2½-in., $6.25; 3-in., $10.50.

AUGERS—Carpenters' Nut—Snell's Ship—

Size	½	⅝	¾	⅞	1	1¼
Each	$1.15	$1.15	$1.20	$1.50	$1.75	$2.25
Size		1½	1¾	2	2½	3
Each		$3.00	$3.40	$3.85	$6.75	$11.75
16ths	8-10	11-12	13	14	15	16
With Screw	$1.35	$1.45	$1.60	$1.65	$1.80	$1.85
No Screw	1.60	1.75	1.90	1.95	2.10	2.15
16ths	17	18	19	20	21	22
With Screw	$1.90	$1.95	$2.10	$2.15	$2.45	$2.00
No Screw	2.35	2.40	2.50	2.55	3.00	2.95
16ths	28	24	25	26	27	28
With Screw	$2.25	$2.30	$3.60	$3.65	$4.35	$4.40
No Screw	3.75	3.85	4.35	4.40	5.10	5.15
16ths	29	30	31	32		
With Screw	$5.10	$5.15	$6.00	$6.10		
No Screw	6.10	6.15	7.25	7.35		

AUGERS—Post Hole—Iwan, 6-inch, $8.00 each; 7-inch, $3.25; 8-inch, $3.25. Vaughan's, 4 to 8-inch, $2.75.

ASBESTOS—
Mill board, 20c lb.; cut, 30c lb.
Paper, 20c lb.; cut, 25c lb.
Wicking, ½-lb. balls, 35c each.
Wicking, 1-lb. lots, 75c.
Cement, per sack, $7.50; per lb. 9c.

AXES—Plumbs' Hunter's handled, 12 oz., $1.50; 1 lb., $1.65; 1½ lb., $1.75.
Boy Scout—Handled with sheath, $2.25; without sheath, $2.00; sheaths, 85c.
Double Bit—Handled, $3.75; unhandled, $2.75.
Single Bit—Handled warranted, $3.00; second grade, $2.75; unhandled, $2.00.
Marble's Pocket—No. 2, $3.25; No. 3, $3.50; No. 5, $2.00; No. 6, $2.25.

BAGS—WATER—

Closed Top		Sanitary Top—	
1-gal.	1.25	1-gal.	1.40
2-gal.	1.75	2-gal.	1.85
3½-gal.	2.65	3½-gal.	2.85
5-gal.	3.50	5-gal.	3.75

BABBITT—Frictionless, 45c lb.; Magnolia, 45c lb.; No. 4, 9c lb.; No. 3, 12c lb.; No. B, 20c lb.; No. A (genuine), 70c lb.; XXXX Nickeled, 75c lb.

BARS, CROW—Pinch Point, Wedge or Lining, 15c lb. Claw, 25-lb., 20c lb.; 30-lb., 20c lb. Ripping or Wrecking, ½x12-in., 25c each; ⅝x20-in., 45c; ⅝x24-in., 50c; ¾x24-in., 55c; ¾x30-in., 70c.

BATTERIES—Dry Cell—Columbia, Ever Ready, Red Seal, Red Devil or Red Label, etc., Nos. 6 and 6S, 50c each. Hotshot Multiple, 4 cell, $2.75; 5 cell, $3.00; 6 cell, $3.50. See also Sparkers.

BEDS—AUTO—B-1 Red Seal Auto Bed, $28.45; C-5 Red Seal Bed, Tent and Dust Bags, $50.00.

BELLS—Alarm—House, 85c each. Call, steel, iron base, 30c each; Call, bell metal, bronze base, $1.40; Gong, gold bronzed steel, 90c; Gong, polished bell metal, 5-inch, $1.35 each; 6-inch, $2.00; 7-inch, $2.75; 8-inch, $4.00; 10-inch, $6.50.

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RETAIL SELLING PRICES—Continued.

BELLS—Continued—
12-inch, $10.50; Rotary Door, No. 163, $1.25; No. 3241, $1.00.

BELLS—Farm—(100 lb.), $16.00.

BELLS—Cow—No. 0, $1.50 each; 1, $1.25; 2, $1.00; 3, 75c; 4, 65c; 5, 55c; 6, 45c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 90c each; 3-in. Nonpareil, $1.00.

BELL STRAPS—
Cow—1¼ lb., $1.00; 1½ lb., $1.25; 1¾ lb., $1.85.

BEVELS—Sliding T—No. 18, 6-in., $1.00; 8-in., $1.25; 10-in., $1.35. No. 25; 6-in., 70c; 8-in., 75c; 10-in., 80c; 12-in., 90c. No. 1—Odd Jobs, $1.10.

BIBBS—Compression—(See also Plumbing Prices)—

	½-in.	⅝-in.	¾-in.	1-in.
Plain—Rough brass	.85	1.15	1.50	....
Finished brass	1.10	1.35	1.75	3.25
Nickel plated	1.25	1.50	2.00	3.50
Hose—Rough brass	1.00	1.25	1.50	7.00
Finished brass	1.25	1.50	2.00	3.50
Nickel plated	1.40	1.75	2.25	....

BITS—Auger—

16ths	Jen's Pat'n	R. J.	Irwin	Jen. Car	Wood
3	.40	.75	.40	1.20	.25
4	.40	.65	.40	1.20	.25
5	.40	.65	.40	1.20	.25
6	.40	.65	.40	1.20	.30
7	.40	.65	.40	1.05	.35
8	.40	.65	.45	1.20	.40
9	.40	.75	.50	1.35	.45
10	.40	.75	.55	1.45	.45
11	.45	.90	.65	1.60	.50
12	.45	.90	.65	1.75	.50
13	.55	1.05	.75	1.85	.55
14	.55	1.05	.75	2.00	.60
15	.65	1.20	.85	2.15	.65
16	.65	1.20	.85	2.35	.70
17	...	1.50	1.00	....	.75
18	.75	1.50	1.00	....	.85
20	.90	1.60	1.10	....	.90
22	...	1.70	1.25	....	.95
24	...	1.80	1.35	....	1.25

Bits in Sets—Common, 6 bits, $3.25; 8 bits, $4.00; 18 bits, $6.50. R. J., 13 bits, $11.00. Irwin, 13 bits, $8.50; 8 bits, $5.00.
Ship Auger Car Bits same prices as Ship Augers.
Expansive—Clarks' small, $2.00; large, $2.75; Steers, small, $3.00; large, $4.00.
Expansive Bit Cutters—Clark's No. 1, 35c; No. 2, 45c; No. 3, 65c; No. 4, 75c. Steers, No. 1, 65c; No. 2, 65c; No. 3, 70c; No. 4, 75c.

BIT HOLDERS—Extension—
Millers Falls, No. 3—

12	2.00	18	1.90
15	2.15	21	2.00
18	2.25	24	2.35
21	2.35	Stanley, No. 1—	
24	2.50	12	2.00
Millers Falls, No. 5—		16	2.15
12	1.75	18	2.25
15	1.75	24	2.35

BLOCKS—Tackle—

Wood—	3-in.	4-in.	5-in.	6-in.	8-in.	10-in.
Single, Plain Bushed	.75	.90	1.00	1.20	2.00	3.30
Double, Plain Bushed	1.35	1.65	1.85	2.15	3.50	5.50
Single Roller Bushed	1.20	1.25	1.85	1.60	2.75	4.25
Double Roller Bushed	2.15	2.40	2.55	3.10	5.10	7.50
Triple Roller Bushed	...	3.50	3.75	4.75	7.50	10.50
Snatch Roller Bushed	...	...	...	4.75	6.75	10.00

Steel—	3-in.	4-in.	5-in.	6-in.	8-in.	10-in.
Single, Plain Bushed	.70	.85	.90	1.15	1.80	3.00
Double, Plain Bushed	1.35	1.65	1.80	2.00	3.15	5.00
Triple, Plain Bushed	1.80	2.15	2.25	3.00	4.65	6.90
Single Roller Bushed	...	1.65	...	2.25	5.50	8.75
Double Roller Bushed	...	3.30	...	4.10	10.00	15.00
Triple Roller Bushed	...	4.65	...	5.75	14.25	20.00
Snatch, Plain Bushed	...	...	...	4.10	6.00	8.75
Snatch, Roller Bushed	...	...	...	7.00	9.75	15.25

BLOWERS—
No. 400 Champion, without Tyere Irons, $40.00; No. 400 Champion, complete, $42.50.
No. 40 Lancaster, complete, $31.50.
Royal H, without Tyere Irons, $46.00; complete, $48.50.
No. 200 Buffalo, complete—12-in., $44.00; 14-in., $50.00.
No. 700 Climax—12-in., complete, $28.00.

BOARDS, IRONING—Rid-Jid, with Table, no Sleeve—No. 1, $5.25; No. 3, $5.00.
Stanwell—No. 1, $2.25; No. 2, $2.00.
Without Table (skirt boards—4-foot, $1.00 each; 5-foot, $1.50; 5½-foot, $1.75; 6-foo $2.00.

BOARDS, WASH—Brass, 90c each; Toy, zinc, 25c; Single Zinc, 55c; Glass, 95c; Blue Enamel, $1.15; Single Zinc, 60c.

BOARDS, WASH—(See Washboards).

BOLTS—Common Carriage—

	3-16 & ¼"		5-16"		⅜"		7-16"		½"	
	10	100	10	100	10	100	10	100	10	100
1½	.15	.85	.15	1.15	.20	1.55	.25	2.00	.35	2.90
2	.15	.85	.15	1.25	.25	1.70	.25	2.15	.35	2.90
2½	.15	1.00	.20	1.35	.25	1.85	.30	2.35	.35	2.90
3	.15	1.10	.20	1.45	.25	2.00	.30	2.55	.40	3.20
3½	.15	1.15	.20	1.55	.25	2.05	.35	2.70	.45	3.45
4	.15	1.25	.20	1.65	.30	2.25	.35	2.90	.45	3.70
4½	.20	1.35	.25	1.75	.30	2.35	.40	3.05	.50	3.95
5	.20	1.40	.25	1.85	.30	2.50	.40	3.25	.55	4.20
5½	.20	1.50	.25	1.95	.35	2.65	.45	3.45	.55	4.45
6	.20	1.55	.25	2.05	.35	2.75	.45	3.60	.60	4.70
6½	.25	1.80	.30	2.35	.40	3.15	.50	3.80	.65	4.95
7	.25	1.90	.30	2.45	.40	3.30	.50	3.95	.65	5.25
8	.30	2.10	.35	2.65	.45	3.60	.55	4.35	.70	5.70
9	...	....	.35	2.90	.50	3.90	.60	4.70	.80	6.20
10	...	....	.40	3.10	.55	4.20	.65	5.05	.85	6.70
11	...	....	...	....	.55	4.45	.70	5.40	.90	7.20
12	...	....	...	....	.60	4.75	.75	5.75	1.00	7.75
14	...	....	...	....	...	....	...	....	1.10	8.75
16	...	....	...	....	...	....	...	....	1.20	9.75
18	...	....	...	....	...	....	...	....	1.30	10.75
20	...	....	...	....	...	....	...	....	1.50	11.75

BOLTS—Expansion—(See SHIELDS).

BOLTS—Stove —

	⅛, 5-32"		3-16"		¼"		5-16"		⅜"	
⅜	.10	.45	.10	.45	...	...	...	...	...	...
½	.10	.45	.10	.45	.10	.60	...	...	...	...
⅝	.10	.45	.10	.45	.10	.60	...	...	...	...
¾	.10	.45	.10	.45	.10	.60	...	...	...	...
⅞	.10	.45	.10	.45	.10	.65	...	...	...	...
1	.10	.45	.10	.45	.10	.65	.15	.95	.20	1.40
1¼	.10	.50	.10	.50	.10	.70	.15	1.00	.20	1.45
1½	.10	.55	.10	.55	.15	.75	.15	1.05	.25	1.55
1¾	.10	.60	.10	.60	.15	.80	.20	1.10	.25	1.60
2	.10	.60	.10	.60	.15	.80	.20	1.15	.25	1.70
2¼	...	...	.10	.65	.15	.85	.25	1.20	.30	1.80
2½	...	...	.10	.65	.15	.90	.25	1.25	.30	1.90
3	...	...	.15	.75	.15	1.00	.25	1.35	.30	2.10
3½	...	...	.15	.85	.20	1.10	.25	1.50	.35	2.30
4	...	...	.15	1.00	.20	1.20	.25	1.65	.40	2.50

BOLTS—Machine, Square Head and Nut—

	¼"		5-16"		⅜"		7-16"	
1-1½	.15	1.15	.15	1.35	.20	1.65	.25	2.10
1	.15	1.20	.15	1.45	.20	1.70	.25	2.25
2½	.15	1.25	.20	1.50	.20	1.85	.30	2.40
3	.15	1.35	.20	1.60	.25	1.95	.30	2.55
3½	.20	1.40	.20	1.70	.25	2.05	.35	2.70
4	.20	1.45	.20	1.75	.25	2.15	.35	2.85
4½	.20	1.65	.25	2.05	.30	2.60	.35	3.00
5	.20	1.70	.25	2.15	.30	2.65	.35	3.15
5½	.20	1.75	.25	2.20	.35	2.80	.40	3.30
6	.25	1.85	.30	2.30	.35	2.85	.40	3.45
6½	.25	1.90	.30	2.40	.35	3.00	.45	3.60
7	.25	1.95	.30	2.50	.35	3.10	.45	3.75
8	.25	2.05	.35	2.70	.40	3.40	.50	4.05
9	.25	2.20	.35	2.85	.45	3.60	.50	4.35
10	.30	2.30	.35	3.05	.45	3.85	.55	4.65
11	.30	2.40	.40	3.25	.50	4.10	.60	4.95
12	.30	2.55	.40	3.40	.50	4.35	.60	5.25

	½"		⅝"		¾"		⅞"	
1-1¼	.35	2.70	.45	3.90	.70	5.80	.90	7.90
2	.35	2.90	.50	4.20	.75	6.20	.95	8.40
2½	.35	3.10	.55	4.50	.80	6.60	1.05	8.95
3	.40	3.30	.55	4.75	.80	7.00	1.10	9.45
3½	.40	3.50	.60	5.05	.85	7.45	1.15	10.00
4	.45	3.70	.60	5.35	.90	7.85	1.20	10.50
4½	.45	3.90	.65	5.65	.95	8.25	1.25	11.05
5	.50	4.10	.70	5.90	1.00	8.65	1.30	11.55
5½	.50	4.30	.75	6.20	1.05	9.10	1.40	12.10
6	.50	4.45	.75	6.50	1.10	9.50	1.50	12.60
6½	.55	4.65	.80	6.75	1.15	9.90	1.55	13.15
7	.60	4.85	.80	7.05	1.20	10.30	1.60	13.65
8	.60	5.25	.90	7.60	1.30	11.15	1.70	14.70
9	.65	5.65	.95	8.25	1.40	12.00	1.95	15.75
10	.70	6.00	1.00	8.75	1.50	12.75	1.95	16.80
11	.75	6.40	1.05	9.30	1.55	13.60	2.05	17.85
12	.80	6.80	1.15	9.90	1.65	14.40	2.15	18.90
13	.85	7.35	1.20	10.45	1.75	15.25	2.30	19.95
14	.90	7.55	1.25	11.00	1.85	16.10	2.45	21.00
15	.95	7.95	1.30	11.60	1.95	16.90	2.55	22.05
16	.95	8.35	1.40	12.15	2.00	17.75	2.65	23.10
17	1.00	8.75	1.50	12.75	2.10	18.55	2.80	24.15
18	1.05	9.15	1.55	13.35	2.20	19.40	2.90	25.20
19	1.10	9.50	1.60	13.90	2.35	20.25	3.00	26.25
20	1.15	9.90	1.65	14.45	2.45	21.00	3.15	27.30
21	1.20	10.30	1.75	15.00	2.55	21.85	3.25	28.35
22	1.25	10.70	1.80	15.60	2.65	22.70	3.40	29.40
23	1.30	11.10	1.85	16.15	2.70	23.50	3.50	30.45
24	1.35	11.50	1.90	16.75	2.80	24.35	3.60	31.50
25	1.40	11.85	1.95	17.25	2.90	25.15	3.75	32.55
26	1.45	12.25	2.00	17.85	3.00	26.00	3.85	33.60
27	1.50	12.65	2.10	18.45	3.10	26.80	3.95	34.65
28	1.55	13.10	2.20	19.00	3.15	27.65	4.10	35.70
29	1.60	13.50	2.25	19.60	3.25	28.50	4.20	36 75
30	1.65	13.80	2.35	20.15	3.35	29.25	4.35	37.80

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RETAIL SELLING PRICES—Continued.

BOLTS—Barrel—

Cast Iron, Japanned—

4-inch	.20
5-inch	.20
6-inch	.25
8-inch	.40

Light Wrought Steel, Jap.—

2½-inch	.10
3-inch	.15
4-inch	.15
5-inch	.20
6-inch	.25

CHAIN—

Cast Iron Japanned—

6-inch	.50
8-inch	.60
10-inch	.85

Cast Iron, Amber or Bronzed—

4-inch	.45
6-inch	.60
8-inch	.75

Cast Iron, Ant. Copper or Dull Brass—

4-inch	.75
6-inch	1.00
8-inch	1.10

CUPBOARD, Japanned—

3-inch	.75
6-inch	.75
10-inch	1.75

Cupboard, Other Finishes—

3-inch	.75
6-inch	1.00

Flush, T. Head—All Finishes—Cast Brass—

3-inch	.60
4-inch	.70
6-inch	.90

Wrought Brass—All Finishes—

3-inch	.35
4-inch	.40
6-inch	.50

FOOT—

Cast Iron, Japanned—

6-inch	.45
8-inch	.55
10-inch	.85

Amber or Bronzed—

6-inch	.55
8-inch	.75

Other Finishes— ... .

4-inch	.75
6-inch	.95
8-inch	1.10

Foot Wrought Steel—Cupboard, Japanned—

3-inch	.50
6-inch	.80
10-inch	1.85

BOLTS—Toggle—(See Toggle Bolts).

BOTTLES—Vacuum—

Thermos—

6	4.00
6Q	5.50
11	1.50
11Q	2.50
14	2.75
14Q	4.00
14½	2.25
15	3.50
15Q	5.00
15½	3.25

Universal—

21	2.25
22	3.50
71	2.75
72	4.00
81	4.00
82	5.50
91	3.50
92	5.00
592	6.00

Ferrostat—

504R	10.00
505N	15.00
505L	16.00

BOXES—Mitre—

Goodell—

1285 26x4	27.75
1305 25x5	30.75
1306 30x5	30.00

Stanley—

50½	11.50
246	24.50
358	29.00
460	35.00

Acme—

72	22 50
73	21.50
74	26.00
75	24.00

Langdon—

25	24.50
27	18.75
29	20.65
32	22.50
34	26.25
74	30.50
75	31.25

Stearn's Perfection—

20	4.50

BRACES—

P. S. & W., No. 7008, $5.00 each; No. 7010, $5.25; 7012, $5.50; 8010B, $6.50; 8012B, $6.75; 8014B, $7.00.

Stanley, No. 921, 8-inch, $5.25 each; 10-inch, $5.50; 12-inch, $5.75; 14-inch, $6.00. No. 945, 8-inch, $3.25; 10-inch, $3.50; 12-inch, $3.65. No. 965, 8-inch, $2.35; 10-inch, $2.50. No. 966, 8-inch, $1.25; 10-inch, $1.25.

BRACKETS—Shelf—

Japanned—	Pair	Copper, Brass, Nickel—	Pair
3x 4	.15	3x 4	.55
4x 5	.20	4x 5	.60
5x 7	.30	5x 7	.70
6x 8	.35	6x 8	.85
7x 9	.40	7x 9	.95
8x10	.45	8x10	.95
10x12	.60	10x12	1.15
12x14	.85	12x14	...

FILLERS—Thermos and Universal—

½ Pint	1.25
1 Pint	1.50
1 Quart	2.00

LUNCH KITS—

Thermos—

392 and 396	3.50
393 and 397	4.50
394 and 398	5.25

Universal—

310	3.50
320	4.50
410	4.25
510	4.75
4070	5.50
3070	3.75

Thermos—Food Jars.		Fillers
600	3.75	1.75
601	4.50	2.00
602	6.00	2.50

Thermos— Jugs.		Fillers
556	9.50	4.00
557	10.00	4.75

Thermos—Cases—

104	6.25
104Q	9.25
114	9.75
114Q	14.75
130	9.75
130Q	14.75

BRADS—Wire—

	Bulk per lb.	⅛-lb. pkgs.	¼-lb. pkgs.
½ and ⅝-inch	.30	.20	.15
¾ to 1⅛-inch	.25	.15	.10
1¼ to 2-inch	.20	.15	.10

BRASS—Sheet—Soft, per lb., 75c; Half Hard, 80c; Sign, 80c; Spring, $1.05.

BREAD AND CAKE MAKERS—Universal—No. 2, $2.75 each, No. 4, $3.50 each; No. 8, $4.50 each; No. 44, $3.25 each. Cake Maker, No. 1, $3.50; No. 2, $4.50.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROILERS, WIRE—No. 216, 20c each; 218, 25c; 220, 30c; 1102, 35c; 1103, 40c; 1104, 45c; 1105, 50c; 1153, 65c; 1154, 70c; 1155, 75c.

BROOMS—House—Economy, 75c each; No. 2, $1.25; 3, $1.00. Steel Band, $1.00.

Push or Street—Bassine, with Handles—14-inch, $1.35 each; 16-inch, $1.50; 18-inch, $1.65; 24-inch, $2.25; 30-inch, $2.75. Rattan, with Handles—16x8 inches, $1.10; 16x10, $1.25. Wire, no Handles—12x5 inch, $1.35; 14x5, $1.60. Handles, 15c each.

Whisk—1B, 25c each; 370, 40c; Pullman, 45c.

BRUSHES—

CASTING—

Round	.75
Oblong	.70

Counter—

Dusting, com.	1.00
Extra quality	1.25
White bristles	2.50

FLOOR—

Fibre, 12-inch	1.50
Fibre, 16-inch	1.90
Hair, 12-inch	2.10
Hair, 16-inch	2.65
Mixed, 12-inch	1.75
Mixed, 16-inch	2.15
Bristles, 14-inch	5.00
Bristles, 18-inch	6.25

Garage—

Fibre, 16-inch	2.00
Fibre, 18-inch	2.25
Fibre, 20-inch	2.50
Fibre, 24-inch	3.25
Hand or Nail	.10

Horse—

Rice Root, 12½ lb.	.70
Rice Root, 13 lb.	.75
Palmyra Fibre, 12½ lb.	.45
Palmyra Fibre, 13 lb.	.90
Mixed Fibre, 13 lb.	.85
Ox Fibre, 3½x9 in.	.75
Ox Fibre, 4¼x11½ in.	85

Kalsomine —

7-in., single	3.25
3x7½ in. blocks	6.75

Marking—(Round)—White Bristles—

⅝-⅞ in.	.10
1-1¼ in.	.15

Paint—(Chinese bristles)—

Grade.	1	2	3	4	5
2½-inch	.35	...	.70	...	...
3-inch	.50	.70	.80	1.35	...
3½-inch	.65	.85	1.10	1.85	3.00
4-inch	.80	1.10	1.50	2.25	4.25
4½-inch	...	1.65	....	3.25	5.75

Roofing—Knotted—

3 knots, 14-lb.	2.25
4 knots, 18-lb.	2.65

Sash—Chisel Point—

½x1½-in.	.20
¾x1¾-in.	.25
⅞x2-in.	.85
1x2¼-in.	.45

Scrub—

Gray Tampico, 10"	.35
Gray Tampico, 12"	.40
Ox Fibre, 7"	.35
Ox Fibre, 16"	.40
Ox Fibre, 12"	.55
White Tampico, 8"	.20
White Tampico, 11"	.35
White Tampico, 12"	.60

Shoe—

Dauber, wood	.20
Dauber, iron	.30
Brush only, ⅞-in.	.35
Brush only, 1¼-in.	.75
Combination	.35
Extra bristles	.50
Best 1¼-in. bristles.	.85

Sink—

Ox Fibre	.15
Split Bamboo	.05

Shaving—Rubber Set—

Ebonized handle	.55
Boxwood, small	1.00
Boxwood, medium	1.10
Boxwood, large	1.35
White Bone, small	1.00
White Bone, medium.	1.25
Octagon Bone	2.00
Octag. Bone, polished	4.00

Stencil—

1⅛-in., 2½lb.	.25
1¼-in., 8¾ lb.	.35
1½-in., 5-lb.	.45
1¾-in., 6-lb.	.55

Window—

Gray fibre	.80
Black horsehair	.90
Pope's Eye	1.25
Squeeges, 10-in.	.35
Squeeges, 12-in.	.40
Squeeges, 14-in.	.45
Squeeges, 16-in.	.50

BUCKETS—(See Galv. Ware).

BURNERS—Lamp—⅝-inch wick, 15c each; 1-inch, 20c; 1½-inch, 35c.

Lantern—For Cold Blast, ⅝-inch wick, 20c each; 1-inch, 30c; for Kerosene, ⅝-inch, 20c; 1-inch, 30c; Lard, Sperm and Sig. Oil, ⅝-inch, 15c; 1-inch, 20c.

Rubbish—No. 1, 20-inch Steel, $9.00 each; No. 3, 30-inch Steel, $15.00. Wire, 11-14-inch, $2.25-$3.25.

BUTTS—(See Hinges).

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RETAIL SELLING PRICES—Continued

CANTEENS—BEAR BRAND AND BOYCO—Covered—No. 2, $1.15; No. 3, $1.25; No. 4, $1.35; No. 6, $1.65; No. 8, $2.00. Government, $1.35; American, 3-pt., $1.10; Army $1.40; Army, 5-pt., $1.60; De Luxe, 3-pt., $1.75; De Luxe, 5-pt., $2.10.

RUNNING BOARD OUTFITS—

Boyco Service Units—No. 5, $5.75; No. 22, $6.65; No. 112, $8.00; No. 212, $8.40; No. 312, $8.60.

Bear Brand—Lincoln—No. 100, $2.00; No. 200, $2.50; No. 300, $2.85.

Auto Cans—Covered, No. 1, $1.95; No. 2, $2.30; No. 3, $2.70; No. 5, $3.35. Plain, No. 1, $1.45; No. 2, $1.70; No. 3, $2.00; No. 5, $2.50.

CANT HOOKS—	Maple Hdl.	Hickory Hdl.
2¼x4½	2.90	3.65
2½x4½	3.00	3.75

CAPS—Roofing. Per lb., 22c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CARRIERS—Timber—No. 425, 4-ft. maple, $3.50.

CARRIERS—Hay—Using Manila rope for steel, wood, cable track, $14.00 each; using wire cable or manila rope for steel, wood, cable track, $18.00; Sling, $23.00; Steel Hay Carrier Track, 30c foot; Steel Hay Carrier Hanging Hooks, 20c each; Rafter Brackets, 10c.

CATCHERS, GRASS—No. 1, $1.10 each; 2, $1.15; 10, $1.15; 20, $1.25; 1000A, $1.50. No. 1, Perfex, $2.00; No. 2, Perfex, $2.50. No. 5, Easy-Em., $2.25; 10G, Easy-Em., $2.65; 12G, Easy-Em., $3.25.

CHAINS—Tire—

Size. Tire—Weeds	Pair.	Size.	Pair.
3 x30	4.50	4½x33	7.25
3½x30	5.00	4½x34	7.50
3½x32	5.50	4½x35	8.00
4 x31	6.00	4½x36	8.00
4 x32	6.00	4½x37	8.75
4 x33	6.50	5 x35	9.00
4 x34	7.00	5 x36	9.00
4 x35	7.50	5 x37	9.75
4 x36	7.50	5½x36	12.00
4½x32	7.00	5½x37	13.00
		5½x38	14.00

Dozen pair lots, 10% off.

CHAIN—Yankee Straight Link (Coil)—

6-0, 13c ft.; 5-0, 11c; 4-0, 10c; 3-0, 10c; 2-0, 9c; 0, 8½c, 1, 8c; 2, 8c.

Norway Straight Link (coil)—⅛, 35c lb.; ⅝, 35c lb.; ¾, 30c lb.

Passing Link (coil)—4-0, 15c ft.; 3-0, 13c ft.; 2-0, 12c ft.

Proof, Straight Link (coil)—3-16 Black, 22c lb.; ¼, 20c lb.; 5-16, 18c lb.; ⅜, 17c lb.; 7-16, 15c lb.; ½, 15c lb.; ⅝, 15c lb.; ¾, 15c lb.; ⅞, 15c lb.

Proof Twisted Link (coil)—3-15 black, 30c lb.; ¼, 25c lb.; 5-16, 25c lb.; ⅜, 20c lb.

B. B. Proof Straight Link (coil)—5-16, 25c lb.; ⅜, 25c lb.; ½, 20c lb.; ⅝, 20c lb.; ¾, 20c lb.

Twisted Machine Coppered (coil)—4-0, 20c ft.; 3-0, 15c ft.; 2-0, 15c ft.; 0, 15c ft.

Jack, Iron—No. 20, 7½c yd.; No. 18, 7½c; No. 16, 10c; No. 14, 10c; No. 12, 10c; No. 10, 10c; No. 8, 15c.

Jack, Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 10c; No. 114, 20c; No. 113, 20c; No. 112, 25c; No. 110 35c.

Safety Brass and Nickel Plated—00 and N00, 15c yd.; 0-N0, 20c yd.; 1-N1, 20c yd.; 2-N2, 25c yd.; 3, 30c yd.

Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 5c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 3½c ft.; 10 Cable, 30c ft.; 56 Universal, 7c ft.

Sash Chain Fasteners—10, 20c set; 100, 45c set.

CHALK LINE—Yellow, 35c per 100-foot hank; 20c per 50-foot hank. Braided White, 20-foot hanks—120, 10c each; 220, 10c; 320, 15c. 50-foot balls—150 15c; 250, 15c; 350, 15c.

CHESTS, TOOL—A, Leather Covered, $26.50; AA, Leather Covered, $30.25; B, QuarteredOak, $24.25; BB, Quartered Oak, $26.50; BBB, Quartered Oak, $32.00; D, Quartered Oak, $16.25; DD, Quartered Oak, $17.75; DD, Leather Covered, $19.00; DDD, Leather Covered, $20.25; DDD, Quartered Oak, $20.00; E, Quartered Oak, $24.25; EE, Quartered Oak, $28.50; F, Quartered Oak, $20.00; F, Leather Covered, $20.25; FF, Leather Covered, $23.75; FF, Quartered Oak, $22.25; G, Plain Oak, $14.00; GG, Plain Oak, $15.50

CHECKS—Door—All makes. Liquid Checks—A-11, $6.25; B-12, $8.25; C-13, $9.75; D-14, $12.00; E-15, $15.00. For hold open arm, add $1.25 each.

Screen Door Check—No. 01, $3.85.

CHOPPERS—Meat and Food—

Enterprise		Universal	
5	8.00	0	2.00
10	5.00	1	2.50
12	4.50	2	3.00
22	8.00	3	4.00
32	10.00	304	8.00
		Russwin	
501	2.25	0 R	2.50
602	2.75	1 R	3.00
703	8.50	2 R	3.50
		3 R	4.75

CHISELS—

	Socket Firmer Bev. Edge	Whites No. 2	Pocket Bev. Edge	Inside or Outside Bevel
⅛	1.15	1.30	1.30	1.35
¼	1.20	1.35	1.35	1.35
⅜	1.25	1.40	1.50	1.35
½	1.30	1.45	1.55	1.40
⅝	1.35	1.50	1.60	1.50
¾	1.40	1.55	1.65	1.65
⅞	1.50	1.65	1.75	1.75
1	1.65	1.75	1.80	1.85
1¼	1.85	1.90	2.00	2.00
1½	2.00	2.00	2.25	2.25
1¾	2.35	2.15	2.40	2.50
2	2.50	2.30	2.75	2.75

	Bucks No. 4	Blacksmiths' Cold or Hot Eye
1	.90	.75
1⅛	...	.85
1¼	1.45	1.00
1⅜	...	1.25
1½	1.50	1.50
1¾	2.00	2.50
2	2.25	3.00

	Cold Com.	Cold Special	Cape	Round Nose	Diamond Point
⅛	.15	.35	.45	.50	.50
5-16	.15	.35	.50	.50	.55
¾	.15	.40	.55	.55	.60
½	.20	.45	.65	.65	.75
⅝	.25	.55	.85	.70	.85
¾	.35	.65	.90	.90	1.00
⅞	.50	.90	...	...	1.25
1	.70	1.00	...	...	1.50

CHURNS—Barrel—No. 0, $10.00 each; 1, $11.25; 2, $12.75; 3, $14.25.

Improved Cylinder—No. 1, $6.00; 2, $7.50.

Glass Family, Universal—No. 15, $2.75 each; 125, $3.25; 135, $4.00; 145, $4.50. Dazey, No. 10, $1.75; 20, $2.25; 30, $2.75; 40, $3.50. Extra Jars, Dazey, No. 10, 55c; 20, 90c; 30, $1.20; 40, $1.50.

Tin without Dasher—1½ gal., $1.50 each; 2 gal., $1.55; 3 gal., $1.60; 4 gal., $1.75.

Dash—IX Tin—2-gal., $2.25; 4-gal., $2.75; 6-gal., $3.25.

Dash and Handle—25c extra.

CLAMPS—Carpenters'—Stearns, No. 212, $6.75 pair; 213, $8.25; 214, $9.25; 215, $10.00; 216, $18.25; 218, $21.50. Carriage Makers'—Plain, No. 12, 55c each; 13 65c; 14, 85c; 15, $1.10; 16, $1.35; 18, $2.25; 20, $2.75; 22, $3.50. Quilt Frame—No. 1, 10c each; 3, 20c; 32, 20c; 33, 20c.

CLEANERS—Window—Rubber—10-inch, 45c each; 12-inch, 50c; 14-inch, 60c; 16-inch, 65c; 18-inch, 75c.

Wood Floor Cleaners—14-inch, 60c; 16-inch, 75c.

CLEANING COMPOUND—

Cedar Sweep—1½-lb. carton, 20c; 4¼-lb. carton, $60c; 33-lb. box, $2.00; 100-lb. drum, $3.75; 250-lb. barrel, $8.50.

Kleen-A-Pipe—1-lb. can, 75c; 10-lb. can, $3.00.

Shineoleum—1 quart, $1.00; 1 gal., $3.50; 5 gals., $12.50.

Cedar Mist—1 gal., $3.50; 5 gals., $12.50.

Sweeping Compound—No. 2, Green, 3c lb.; No. 3, Brown, 2¾c lb.; No. 4, Black, 2½c lb.

CLEVISES—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to ⅜ inc., each, 15c; ½, 20c; ⅝, 25c; ¾, 35c; ⅞, 50c; 1-in., 55c; 1⅛-in., 60c.

CLIPPERS—Bolt—

New Easy—		Extra Cutters—	
No. 0	3.75	No. 0	2.25
No. 1	5.00	No. 1	2.75
No. 2	7.00	No. 2	3.75
No. 3	8.75	No. 3	4.75
O. K.—			
10-inch	2.35	14-inch	3.00

CLOCKS, ALARM—Westclox—America, $1.85 each; Bluebird, $2.25; Lookout, $2.25; Sleepmeter, $2.50; Bunkie, $3.25; Ironclad, $3.00; Jack-O'-Lantern, $3.75; Bingo, $3.75.

Circle, $3.25; Flash, $3.25; Gale, $4.50; Ideal, $3.00; Indian, $1.85; Peerless, $3.00; Pershing, $3.50; Practical, $3.00; Slumber Stopper, $4.50; Startle, $3.50.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 1 to 3, 15c. Carborundum or Axolite—Nos. FF 90, 15c straight.

CLOTH, WIRE—Hardware Galvanized—Per lineal foot—

Mesh	24-in.	30-in.	36-in.	42-in.	48-in.
1-inch	.36	.45	.54	.63	.72
¾-inch	.28	.35	.42	.49	.56
⅝-inch	.28	.35	.42	.49	.56
2-inch	.20	.25	.30	.35	.40
2½-inch	.20	.25	.30	.35	.40
3-inch	.20	.25	.30	.35	.40
4-inch	.21	.26	.32	.37	.42
5-inch	.21	.26	.32	.37	.42
6-inch	.22	.28	.33	.39	.44
8-inch	.24	.30	.36	.42	.48

CLOTH, SCREEN WIRE—Per lineal foot—Retail prices have been figured on the following basis: 12M Black, 4½c; 14M Galv., 5½c; 14M Opal, 5c per sq. ft.

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RETAIL SELLING PRICES—Continued

COCKS—

No.		Each
Ball—	½-inch..	1.50
	⅝-inch...	1.75
	¾-inch...	2.10
	1-inch...	3.25
Floats—	5-inch...	.60
	6-inch...	.90
	7-inch...	1.25
	8-inch...	2.00

No.		Each
Gas Hose—	⅜-inch...	.30
	½-inch...	.35
	¾-inch...	.50

Service, Standard—Square or Flat Head—

	¼"	⅜"	½"	¾"	1"	1¼"	1½"	2"
Each	.50	.55	.60	.70	1.15	1.85	2.50	4.50

COMPASSES—No. 40-4, 45c each; 6, 55c; 8, 75c.

COOKERS—Fireless—Duplex—No. 25, $17.00 each; No. 30, $28.25; 35, $19.75; 50, $30.00; 55, $32.00; 60, $35.00; 70, $48.50.
Legs—Set, $3.50.
Soapstone Discs—Each, $1.75.

COOLERS—Water—Galvanized Lined—02, $5.00 each; 03, $6.00; 04, $7.00; 06, $8.25; 08, $10.25; 010, $12.25.

COPPER—Sheet, 65c lb.; Bars, round, 70c lb.; Tubing, 75c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.	
8½ inch	2.75
9½ inch	3.00
10½ inch	3.25
Coffee Pots.	
3 pints	1.85
4 pints	2.10
5 pints	2.25
6 pints	2.50
Tea Pots.	
2 pints	1.65
3 pints	1.85
4 pints	2.10
Wash Boilers.	
348	7.50
349	8.00

COPPERS, SOLDERING—Family—
1, per set 1.65
2, per set 1.50
Tinners—
½ pound, per pair ..... .20
1 pound, per pair ..... .30
1½ pound, per pair ..... .35
2 pound, per pair ..... .45
3 to 14 pounds ..... .45

CORD—Sash, Common—Per hank: No. 6, $1.00; 7, $1.25; 8, $1.50; 10, $2.50; 12, $3.00.
Silver Lake—Per hank: No. 6, $1.65; 7, $2.20; 8, $2.65; 10, $4.25; 12, $5.25.

CORD, TINNED PICTURE—
No. 00, 15c pkg.; 1, 25c; 2, 30c; 3, 40c; 4, 50c.

CRAYON—Lumber, 10c; Soapstone, 5c.

CULTIVATORS—
Norcross, 1GC-5, each, $2.00; 5N, $1.50; 3N, $1.25; Midget, 60c.
Pull Easy, PEC, each, $2.00; PE5, $1.65; PEW2, $5.00.

CUTTERS—Pipe—Barnes, No. 1, $3.25 each; 2, $4.25; 3, $7.00; 4, $14.00; 5, $20.00.
Saunders—No. 1, $2.75 each; 2, $4.00; 3, $9.50.
Trimo—No. 1, $3.50; No. 2, $4.75; No. 3, $8.00.

DAMPERS—Stove Pipe—No. 3, 20c each; 4, 20c; 5, 25c; 6, 25c; 7, 40c; 8, 80c; 9, $1.15; 10, $1.50.

DIVIDERS—Wing, No. 35 and 50—6-inch, 75c; 7-inch, 85c; 8-inch, $1.00; 10-inch, $1.25; 12-inch, $1.50; 14-inch, $3.65.
Wing Ext. No. 1—6-inch, $1.25; 7-inch, $1.50; 8-inch, $1.75.
Excelsior—6-inch, 90c; 8-inch, $1.25; 10-inch, $1.65.

DOORS—Ash Pit—

8x8	2.00	10x12	2.75
8x10	2.25	12x15	5.50

ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.

DOORS—Screen—
241 Common Varnished, ⅞-in.—2-6x6-6, $3.25; 2-8x6-8, $3.35; 2-10x6-10, $3.50; 3x7, $3.75.
276 Black, 1⅛-in.—2-6x6-6, $3.65; 2-8x6-8, $3.75; 2-10x6-10, $4.00.
311 Black, 1¼-in.—2-6x6-6, $4.50; 2-8x6-8, $4.75; 2-10x6-10, $5.00; 3x7, $5.25.
391 Galv.—2-8x6-8, $5.50; 2-10x6-10, $5.75; 3x7, $6.00; 3x6-8, $6.25.
525 Black—2-8x6-8, $6.50; 2-10x6-10, $6.75; 3x7, $7.00; 3x6-8, $7.25.

DRILLS—
Goodell-Pratt Bench Drills—

No.	Each.
8	7.50
8½	9.50
9½	14.00
10½	24.00
490½	20.00
1003	16.50
1005	26.50
11	22.00

Goodell-Pratt Breast Drills—

6	5.85
07	5.50
245	5.00
279	13.25

Millers Falls (Breast)—

12	6.25
13	7.75

No.	Each
87	12.50
97	13.00
99	6.75
112	8.75
212	4.50

Yankee—Millers Falls, Hand—

1	3.50
2	5.25
3	3.50
4	1.10
5	3.75
98	5.75
105	3.75
306	5.50
343	4.00
1930	5.75

Drill Presses—Millers Falls

20	11.00
21	15.00
22	5.00
23	7.50
210	15.00

Hand Drills—Millers Falls

1	3.50
2	5.00
3	3.50
5	3.75
98	5.75
105	3.75
303	3.00
306	5.50
343	4.00
980	5.75
1980	5.75

Chain Drills—Goodell-Pratt

307	4.50
316	4.50
317	5.50
318	7.00
1500	4.50

Yankee Automatic

41	3.00
42	2.50
44	3.75
40	3.50

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
300	1.15	305	.55
301	1.15		

Yankee Drill Points
Set of 8, $7.10; each, 15c; 2 for 25c.

DRILLS, TWIST—

	Bit Stock	Rd. Shk. Prentiss	Rd. Shk. Coes	Sqr. Tpr. Shk.	Str. Shk.	Tpr. Shk.
1-16.....	.20	...	...	....	.10	...
⅛	.20	.35	.40	....	.15	.35
3-16.....	.30	.40	.45	....	.15	.35
¼	.35	.45	.55	1.20	.20	.45
5-16.....	.45	.55	.60	1.35	.25	.55
⅜	.55	.60	.70	1.45	.35	.60
7-16.....	.70	.75	.75	1.50	.55	.75
½	.85	.90	.85	1.55	.75	.90
9-16.....	1.00	1.05	.90	1.60	...	1.05
⅝	1.20	1.20	1.00	1.70	..	1.20
11-16.....	1.35	1.35	.15	1.75	...	1.35
¾	1.55	1.50	1.30	1.85	...	1.50
⅞	1.95	1.95	1.60	2.45	...	1.95
1	2.35	2.65	1.90	3.10	...	2.65
1⅛	....	....	....	3.75	...	3.40
1¼	....	....	....	4.40	...	4.15
1⅜	....	....	....	5.05	...	4.90
1½	....	....	....	5.75	...	6.40

Sebco Four Point Star, Brick and Concrete—

	¼	⅜	½	¾	1	1¼	1½	2
12-inch....	.40	.40	.45	.65	.85	1.30	2.25	4.50
18-inch....	.50	.50	.60	.80	1.10	1.55	2.50	5.00
24-inch....	.65	.65	.70	1.00	1.20	1.75	2.80	5.25

ELECTRICAL APPLIANCES—
Universal Goods—
Dishes, Chafing—
E940 ..... 18.00
E9850 ..... 15.50
Grills—
E982 ..... 11.50
E984 ..... 12.50
Heaters, Immersion —
E970 ..... 5.25
Irons, Curling—
E9901 ..... 6.25
E99011 ..... 6.75
Irons, Pressing—
E901 ..... 7.50
E902 ..... 6.75
E905 ..... 6.75
E9023 ..... 6.25
E9035 ..... 6.75
E9051 ..... 8.00
Pads, Heating—
E9940 ..... 10.75
Percolators—
E9435 ..... 18.50
E9437 ..... 15.00
E9439 ..... 16.50
E9635 ..... 11.50
E9637 ..... 13.00
E9039 ..... 14.50
E9646 ..... 17.50
E9649 ..... 19.50
E9676 ..... 10.00
Ranges, Table—
E9841 ..... 22.00
Stoves—
E998 ..... 8.75
E997 ..... 8.75
E9960 ..... 7.75
Toasters—
E945 ..... 7.50
E946 ..... 8.75
Urns, Coffee—
E916 ..... 17.00
E919 ..... 18.50
E9136 ..... 15.00
E9146 ..... 19.50
E9149 ..... 21.50
E9166 ..... 22.50
E9169 ..... 25.00
E9176 ..... 15.50
E9179 ..... 17.00
E9166044 ..... 41.25
E9169044 ..... 43.75
Vacuum Cleaners—
E701 ..... 39.50
Attachments 10.50

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RETAIL SELLING PRICES—Continued.

Hot Point Goods—

Chafing Dishes—No. 20501, $10.00 each; 20502, $19.00; 20503, $22.50.

Grills—116G1, $11.50 each; 136G1, $12.50; 20101, $10.50.

Heaters, Air—No. 30403, $11.00 each; 30404, $13.00; 30603, $32.50; 30604, $44.00; 116A4 (Hedlite), $11.00.

Heaters, Immersion—No. 113W16 (50201), $5.25 each; 115W16 (50202), $6.25; 115W17 (50203), $7.25.

Irons, Curling—No. 112L5, $7.25 each; 112L6, $6.50.

Irons, Pressing—No. 1113F12 (11103), $7.95 each; 113F22 (11203), 3 lb., $6.25; 115F5 (11205), 5 lb., $6.95; 115F17 (11206), 6 lb., $6.95; 11307, $8.75; 11308, $9.25; 11310, $11.00; 11312, $15.50; 11315, $17.00.

Pads, Heating—No. 114Q3 (50142), $9.00; 114Q4, (50151) $10.25.

Ovens—No. 40701, $6.50; 40201, $25.00.

Percolators—No. 20611, $10.00; 20620, $12.00; 20621, $13.00; 20622, $17.50; 20650, $18.00; 114P18 (20651), $23.00; 114P17 (2652), $25.00.

Stoves—No. 116D1, $10.00; 136D1, $11.50; 20301, $7.00; 20302, $7.25; 40101, $7.50; 40102, $9.25; 40103, $13.00; 40104, $15.00; 40105, $17.50.

Toasters—114T5, $6.75; 115T1, $8.50.

Vacuum Cleaners—122V2, $45.00. Attachments, $11.00.

ELECTRICAL SUNDRIES—

Anylites	1.35
Ammeters—	
Ever Ready	1.25
Readrite	1.00
Volt	1.15
Bells, Door—	
2½-inch	.85
3-inch	1.00
Buzzers	.85
Chain, Fixture	.25
Cleats, Poreclai	.05
Cord—	Ft.
Heater No. 16	.12½
No. 18	.10
Lamp No. 18, G. & Y.	.04
No. 18, Par Silk	.07½
No. 20, Par Silk	.06
No. 18, Tw. Silk	.07
No. 20 Tw. Silk	.05
1-64 Single Fixture	.03
No. 18 Reinforced	.10
Fans—	
Menominee, 500-9-in.	12.00
Robbins-Meyers—	
8-inch non-osc.	12.50
9-in. non-osc., 3 sp.	19.50
9-in. osc., 3-speed	24.50
12-in. non-osc., 3-sp.	29.00
12-in. osc., 3-speed	37.00
Fuses—	Each.
Plug, 6 to 30 amp	.12½
Knobs—	Each.
Porcelain, 5½ Solid	.03½
Nailit, 5½ Split	.05
Lamps—	
Nilco-Mazda type	List
Mazda Auto	List
Hylo Tungsten	1.00
Hylo Carbon	.75
Lamp Guards —	
No. 1425 Loxon	.45
No. 107 Neverbreak	.35
No. 44 Portable	3.25
No. 48, Portable	2.75
Loom—	Ft.
"Duraduct" 7-32 in.	.06
¼-inch	.08
Plates, Switch—	Each
Single gang	.25
Two gang	.50
Receptacle	.60
Plugs—	Each
Benjamin 2-way	1.35
Benjamin 3-way	1.75
Twinlite 2-way	1.20
Attachment —	Each
903 Benjamin	.30
2500 Chelton	.40
4 Mueller	.20
Fitzall w-o spring	.65
Fitzall spring	.75

Push Buttons—	Each
Wood	.20
Dull Brass	.25
Pearl Button	.50
White Button	.45
Receptacles—	Each
Flush	.45
Arrow E	.60
Cleat	.25
Rosettes—	
Concealed, 2-pc.	.30
Cleat, 2-pc.	.30
Cleat, 1-pc.	.20
Shades—	
Tin Flat, 8-inch	.25
Tin Flat, 10-inch	.35
Cone, 8-inch	.40
Cone, 10-inch	.45
Shade Holders—	
2¼-inch Acme	.10
2¼-inch Uno	.20
Sockets, Key—	
Freeman DB	.45
Arrow E DB	.50
Freeman Nic.	.60
Arrow E Nic.	.65
Sockets, Pull Chain—	
Freeman DB	.75
Arrow E DB	.80
Arrow E Nic.	1.00
Levolier DB	.80
Sockets, Keyless—	
Freeman DB	.45
Arrow E DB	.50
Staples—	Pkg.
Insulated, ¾-inch	.30
Switches—	Each
Snap	.50
Push	.60
Battery S. P. S. T.	.40
Battery S. P. D. T.	.60
Battery, D. P. S. T.	.65
Battery, D. P. D. T.	.90
Tape—	Lb.
Friction, 1 oz. to 1 lb.	1.25
Rubber, ¼ lb. to 1 lb.	1.25
Tubes—	Each
Porcelain, 5-16x3-in.	.05
Transformers—	Each
Arrow	1.90
Jefferson Jr.	2.00
Wire, Rubber Covered—	Ft.
No. 10	.03½
No. 12	.03
No. 14	.02½
Weather-proof—	Lb.
No 10	.40
No. 12	.35
No. 14	.25
Bell Wire—	Ft.
No. 18, Single	.02

EMERY—Per lb., 25c.
Stones—See Stones.
Cloth—See Cloth.
Wheels—See Wheels.

FASTENERS—Casement, common brass plated, 35c; Sash, common brass plated, 20c, two for 25c.

FAUCETS—Cork Lined—

7-inch, each	.25
8-inch	.30
9-inch	.35

FENCE, POULTRY—Blue Ribbon—10 Rod Rolls—24-inch, $5.25 roll; 36-inch, $6.75 roll; 48-inch, $8.00 roll; 60-inch, $9.25 roll; 72-inch, $10.50 roll.
Union Lock—10 Rod Rolls—24-inch, $4.25 roll; 36-inch, $5.25; 48-inch, $6.25; 60-inch, $7.25; 72-inch, $8.00.

FIBRE WARE—Keelers—No. 2, $4.25 each; 3, $3.35.
Measures—1-qt., $2.50; 2-qt., $3.00.
Pails—12-qt., $1.75.
Spittoons—No. 2, $2.35; 3, $2.00.
Tubs—No. 1, $9.25; 2, $8.00; No. 3, $7.50.

FIGURES AND LETTERS (STEEL)—

Figures	Set	Each	Letters	Set	Each
⅛ inch	1.25	.25	⅛ inch	3.50	.20
3-16 inch	1.50	.30	3-16 inch	4.50	.25
¼ inch	2.00	.35	¼ inch	5.75	.30
5-16 inch	2.25	.40	5-16 inch	6.75	.30
⅜ inch	2.75	.50			
½ inch	4.50	.75			

FILES—

Length, inches—	3-3½	4	4½	5	5½	6	8	10
Band Saw, Slim	...	.15	...	.20	...	.25	.30	.40
Knife, Bastard	...	.30	...	.35	...	.40	.45	.55
Regular Taper	.15	.15	.15	.20	.20	.20	.30	.45
Slim Taper	.15	.15	.15	.15	.20	.20	.25	.40
Warding, Bastard	...	.25	...	.25	...	.30	.35	...

Length, inches—	3-4	5	6	8	10	12	14	16
Flat Bastard	.20	.25	.25	.30	.35	.50	.75	.95
Half Rd. Bastard	.25	.30	.35	.40	.50	.65	.85	1.10
Mill Bastard	.20	.20	.20	.25	.30	.40	.60	.80
Round Bastard	.20	.20	.20	.25	.30	.40	.60.	80
Square Bastard	.20	.25	.25	.30	.40	.55	.75	1.00

FIXTURES—Grindstone—Auto—01, $2.00; 02, $2.50; 15, $1.25; 17, $1.35; 19, $1.50; 21, $1.75; Am. Heavy—17, $1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

FLASHLIGHTS — Eveready Daylos — Complete — No. 6961, $1.00 each; 6962, $1.25; 1991, $1.50; 2604, $1.70; 2681, $1.85; 2632, $2.25; 1619, $2.25; 2616, $2.00.
Eveready Batteries—No. 705, 50c each; 790, 35c; 791, 30c; 700, 30c; 750, 30c; 751, 40c.

Kwiklites

Tubular Nos.	5220	5221	5228	5229	5331	6240	6240B
Complete, ea.	$1.35	$1.70	$2.00	$2.00	$2.25	$1.55	$1.70
Case & Blb, ea.	1.15	1.35	1.50	1.65	1.75	1.25	1.40
Tubular Nos.	6241	6241B	6249	6249B	6343	6343B	6351
Complete, ea.	$1.85	$2.00	$2.35	$2.55	$2.25	$2.45	$2.75
Case & Blb, ea.	1.50	1.65	2.00	2.20	1.75	1.95	2.25
Pocket Nos.	2472	2573	3475	3475B	3577	3577B	3579
Complete, ea.	$1.00	$1.25	$1.25	$1.35	$1.50	$1.65	$1.90
Case & Blb, ea.	.70	.85	.95	1.05	1.10	1.25	1.50

Watch Ch. Nos. 6239 6239B Watch Chain Bat'y No. 1204
Complete, each..$1.00 $1.10 Battery only, each....$ .25
Case & Blb., ea.. .75 .85

Battery only—

Nos.	1202	1203	1206	1207	1271	1301	1308	1309
Each	$0.30	$0.35	$0.30	$0.30	$0.30	$0.50	$0.40	$0.40

FLATTERS—Blacksmith—2-in., $1.35; 2½-in., $1.85; 3-in., $2.25; 3½-in., $3.00.

FORGES—No. 150 Chicago, $16.35; No. 151 Chicago, $17.00. Buffalo—No. 310 Steel Ball Bearing Rivet, $33.00; No. 722, $33.00; No. 742H, $40.00.

FORKS—Hay—Nellis, 94 single harpoon, $7.50; 95 double harpoon, $4.65; 96 double harpoon, $9.50; 87 double harpoon, $5.50; 98 double harpoon, $9.50. Grapple, No. 99 (4 tines), $17.50; No. 100 (6 tines), $20.00. Jackson Patterns, 4 ft., $22.50; 4½ ft., $24.00; 5 ft., $28.00.

FREEZERS—Arctic—

1	3.25	3	5.50
2	3.50	4	6.75
3	4.50	6	8.50
4	5.50	8	11.00
6	7.00	10	14.50
8	9.00	12	17.25
Toy	2.75	15	20.50
		20	26.50

White Mountain		Acme	
1	4.00	2 Qt. Tin or Gal., doz.	12.00
2	4.75	4 Qt. Tin or Gal., doz.	20.00

FROES—Special—Each, 12-in., $2.00; 14-in., $2.25; 16-in., $2.50. Common—Each, 12-in., $1.85; 14-in., $2.00; 16-in., $2.15.

GARBAGE CANS—(See Galvanized Ware).

GATES—Molasses and Oil —
Stebbins—¾-inch, 50c each; 1-inch, 60c; 1¼-inch, 70c; 1½-inch, 75c; 2-inch, 85c.
Perfection—½-inch, 75c each; ¾-inch, 85c; 1-inch, $1.00; 1¼-inch, $1.10; 1½-inch, $1.35; 2-inch, $1.65.
Enterprise, Self Measuring—No. 61, Faucet, $9.75.

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RETAIL SELLING PRICES—Continued.

GAUGES, MARKING—

Steel—		Wood—	
90	.75	0	.15
92	2.50	61	.20
93	1.75	62	.35
95	1.75	65	.90
97	1.25	71	1.00
98	1.85	72	.60
		73	1.15

Altitude Gauges, $5.35.
Steam Gauges, 4½ in. face I. C., $5.35.
Thermometer, Straight, $1.50.
Thermometer, Angle, $1.75.

GLASS—Window—3B Grade—Single Strength, 80 per cent; Double Strength, 80 per cent.

Extras for Putting in Glass—	Per Light
First 3 Brackets	.50
Second 3 Brackets	.75
Third 3 Brackets	1.00
Larger Lights	$1.00 per hour, per man

GLASSES—

Ground Level—		Proved Level—	
1¾	.50	1¾	.15
2	.60	2	.15
2½	.65	2½	.15
3	.70	3	.20
3½	.75	3½	.20

GLASSES, GAUGE—

	Standard		Extra Heavy	
	⅜	½ & ⅝	¾	½ & ⅝	¾
10	.35	.35	.35	.55	.75
12	.35	.35	.50	.60	.90
14	...	.45	.60	.70	1.05
16	...	.55	.65	.85	1.25
18	...	.60	.75	.95	1.35
20	...	.65	.80	...	...
22	...	.70	.90	...	....
24	...	.80	1.00	...	....

GLOBES—Lantern—Cold Blast—Plain, 25c each; Bullseye, 40c; 2 Plain, 25c; 2 Bullseye, 40c; 2 Ruby, 65c.
Railroad—Clear, 25c each; Green or Red, 70c.
Tubular—Clear, 10c each; Plain, 25c; 3-0 Ruby, 60c; 4-0 Bullseye, 35c; 5-0 Wizard, 25c; 6-0, 25c each.

GLUE—Dry—Common, 30c lb.; Cabt., 35c; White, 45c.

Imperial Liquid—							
Size —	1 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.	1 Gal.
List, Doz....	1.06	3.60	2.80	6.00	10.20	18.00	54.00
Sug. Ret. Ea.	.20	.30	.30	.50	.85	1.50	4.50

Le Page's Glue—							
Size—	1 Oz.	2 Oz.	⅛ Pt.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.
List, doz.....	2.40	1.65	1.80	3.60	6.00	10.20	18.00
Sug. Ret. Ea.	.20	.20	.30	.30	.50	.85	1.50

GOUGES—Buck's, Socket Firmer, Outside Bevel—No. 42—¼-inch, $1.20; ⅜-inch, $1.20; ½-inch, $1.25; ⅝-inch, $1.30; ¾-inch, $1.40; ⅞-inch, $1.55; 1-inch, $1.65; 1¼-inch, $1.85; 1½-inch, $2.10; 1¾-inch, $2.25; 2-inch, $2.50.
Witherby No. 320—¼-inch, $1.25 each, ⅜-inch, $1.25; ½-inch, $1.35; ⅝-inch, $1.40; ¾-inch, $1.50; ⅞-inch, $1.65; 1-inch, $1.75; 1¼-inch, $2.00; 1½-inch, $2.15; 1¾-inch, $2.40; 2-inch, $2.75.

P. S. & W. Firmer—

160—¼ inch	1.50	1 inch	2.10
⅜ inch	1.50	1¼ inch	2.25
½ inch	1.65	1½ inch	2.50
⅝ inch	1.70	1¾ inch	2.75
¾ inch	1.80	2 inch	3.25
⅞ inch	2.00		

GRAPHITE—Dixon's Flake, per can—1's, 85c; 5's, $3.75; 10's, $7.00.

GREASE—AXLE—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb. cans, 65c; 10 lb. pails, $1.25; 25 lb. pails, $3.75.
Mica—1 lb. can, 25c; 3 lb. can, 60c; 5 lb. can, 95c; 10 lb. can, $1.90; 25 lb. can, $4.00.
Cup Grease—5 lb. cans, $1.00 each; 10 lb. cans, $1.75; 25 lb. cans, $3.75.
Transmission—5 lb. cans, 20c each.

GRINDSTONES—

Loose—	Cwt.
15 to 40 lbs.	8.00
40 to 200 lbs.	8.00
Over 200 lbs.	8.50
Fixtures and Axle—	
15 inch	1.25
17 inch	1.35
19 inch	1.40
Mounted—Auto—	
No. A120, Size 1	15.00
No. A130, Size 2	18.75
No. A140, Size 3	12.00
Bi-Treadle	14.00
Empire Power	37.50
Samson—	
No. S155, Size 2	12.00
No. S160, Size 2	10.50
Sterling, No. T100	15.75
Wood Frames No. 1	12.50
Wood Frames, No. 2	13.35
Angle Steel Frames	11.75
Tubular Steel Frames	15.75
300 Cy. or 115 Frame	11.50
400 Cy. or T100 Fr.	15.50
Harvest King (power)	16.50
Loose Stones, lb.	.09
Fixtures—Auto—	
01	2.25
02	2.50
15 Common	1.25
17	1.40
19	1.60
21	1.85

HACKSAW BLADES—

Lenox, Power—			
Lgth.	Wdth.	Lt.	Heavy.
8"	9-16	.90	....
10"	⅝	1.15	....
10"	¾	1.35	1.95
10"	1	....	2.45
12"	⅝	1.35	....
12"	¾	1.60	2.35
12"	1	2.30	2.95
14"	⅝	1.70	....
14"	¾	1.90	2.75
14"	1	2.65	3.50
16"	¾	2.15	3.15
16"	1	3.05	3.90
17"	¾	2.30	....
17"	1	3.25	4.15

Hand Lennox, Starrett, Victor Star—		
Length.	Each.	Doz.
8-inch	.10	.75
9-inch	.10	.85
10-inch	.10	1.00
11-inch	.10	1.10
12-inch	.15	1.20

Hand, Starrett, Victor, Star—		
8-inch	.10	.80
9-inch	.10	.90
10-inch	.15	1.00
12-inch	.15	1.25

HACK SAW FRAMES—M. F.—4B, 75c; 6, $2.50; 9, $2.25; 15, $3.50; 77, $1.25; 78, $1.35; 1027, $3.50; 69, $3.30; 69B, $3.00; 14, $3.40; 4 Milford Adj., $4.00; 7 Milford Adj., $2.25; 36½ Disston, $1.50; 40 Extension, 75c.

HAMMERS—Vanadium, No. 41½, $2.65 each; Plymouth, No. 11½, $1.90; No. 2 Ball Pein, $2.00.

HAMMERS—Maydole Carpenters'—No. 1, $2.00 each; 1½, $1.75; 2, $1.65; 11, $2.00; 11½, $1.75; 12, $1.65; 12½, $1.50; 13, $1.40; 14, $1.35; 34, $1.25; 611½, $2.75; 710, 2.35; 711, $2.00; 711½, $1.75; 712, $1.65; 713, $1.50.
Maydole Chipping—No. 100, $1.90 each; 101, $1.75; 102, $1.55; 103, $1.40. Maydole Cross Pein—No. 174, $1.50.
Maydole, Ball Pein—No. 70, $3.00 each; No. 70½, $2.65; 71, $2.40; 72, $2.25; 73, $2.00; 74, $1.80; 75, $1.65; 76, $1.50; 77, $1.40; 78, $1.35; 79½, 1.25.

HAMMERS, CLAW—

Stanley No. 22—	
16 oz.	2.00
20 oz.	2.25
No. 12 and 12B—	
5 oz.	1.65
7 oz.	1.75
10 oz.	1.80
13 oz.	1.85
16 oz.	2.00
20 oz.	2.25
Plumb's Engineers—	
261	1.65
262	1.75
263	1.85
264	2.40
Plumb's Machinist's Ball Pein—	
18	.65
370	1.20
371	1.25
372	1.25
373	1.25
374	1.35
375	1.65
376	1.75
377	1.75
379	2.00
381	2.25

GALVANIZED WARE

Boilers, Wash

227	2.25
228	2.35
229	2.50

Bowls, Wash

7	.30
7½	.35

Buckets, Fire

314	.65

Buckets, Well

101 10 qt.	.55

Cans, Garbage Smooth

200	.95
300	1.10
400	1.25
500	1.65
600	2.00
700	2.50

Corrugated

2	.95
3	1.10
4	1.25
5	1.65
6	2.00
70	2.50
80	5.75
90	6.50
100	9.00

Garbage Cans in lots of 3 dozen or more, 5 per cent from above prices.

Cans, Gasoline

65	1.85
501	.50
505	1.35
605	1.75

Cans, Oil

0	.45
02	.75
15	.50
25	1.75
105	1.25
205	1.65

Canteens, see page 179.

Dippers, Laundry

525 (4-qt)	.55

Hods, Coal

615	.75
616	.85
617	.90
618	1.00

Pails, Cement

14	1.50
114	2.00

Pails, Chamber

8-qt.	.85
10-qt.	.90
12-qt	1.00

Pails, Stock

14	.55
16	.60
18	.70
20	.80

Pails, Water

8	.35
10	.40
12	.45
14	.50
16	.55

Pails and Tubs, 6 doz. assorted 5 per cent discount.

Pans, Refrigerator

1	.60
2	.85
3	.70
4	1.30

Pots, Watering

514	1.00
516	1.15
518	1.35
520	1.50
522	1.75
526	2.25

Tubs, Foot

51	.75
52	.85
53	1.00
54	1.25

Tubs, Wash

A	.60
B	.70
0	.90
1	1.00
2	1.20
3	1.35
10 S	1.50
20 S	1.75
30 S	2.00

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RETAIL SELLING PRICES—Continued

Riveting—	
Plumb's, Stanley No. 147—	
250, 4 oz.	1.10
251, 7 oz.	1.15
252, 9 oz.	1.20
253, 12 oz.	1.25
254, 15 oz.	1.35
255, 18 oz.	1.45
256	1.55

Plumb's Brick—	
461	2.00
462	1.75
3154	1.15
3155	1.85
Plumb's Prospector's Pick	
470	2.75
471	2.85

HANDLES—Adze, extra select, 90c; second growth, 90c.
Axe—Single or double bit, Boys' No. 1, 60c; Boys' extra select, 60c; Turned No. 1, 60c; extra select hickory, 85c; second growth, $1.00.
Chisel—Hickory, 10c; Leather Tip, 15c.
Hammer Handles—All sizes—1st Quality, 25c; 2nd Quality, and Machine, 20c.
Hatchet Handles—13 and 14, 25c; 15 and 16, 30c.

Peavey Handles—	Select Maple	Rock Maple	Select Hickory
2¼x4	....	....	2.30
2¼x4½	....	....	2.40
2½x4½	1.25	1.60	2.50
2½x5	1.40	1.75	2.65
2¾x5	1.65	2.00	3.80
2¾x5½	....	....	4.45
3 x5½	....	2.45	5.25

Pick—36-inch Drift, Select, 75c; Extra Select, $1.00; Railroad No. 1, 50c; No. 2, 60c; Select, 85c; Extra Select, $1.15.
Sledge—36-inch, Select, 60c; Second Growth, 75c.
Saw, Hand—Disston, No. 7, 50c; No. D8, 85c; No. 12, $1.25. Crosscut, Disston, No. 112, $1.00; No. 113, $1.25; No. 114, $1.50. Simonds Reversible Guard, per pair, $1.60; Simonds No. 6, $1.60; Atkins No. 24, $1.60. One Man Cross Cut, No. 218, 45c; Supplementary, 30c. Auger M. F. No. 1, $1.00; No. 2, $1.25; No. 3, $1.75; No. 4, $4.75; No. 6 Com., 15c; Pecks Adj., 50c; Pratts Ratchet, $4.75.

HANGERS, BARN DOOR—

Flat Track— No., Brand.	Each.
5, Myers	2.50
25 Myers Garage Set.	3.25
11, Lanes	2.15
11½, Lanes	2.65
13, Lanes	4.75
25, Lanes	1.50
30, Lanes	1.50
40, Lanes	1.75
93, Lanes	1.50
28, 20th Century	2.00
37-1, Richards	1.65
88-1, Richards	1.75
42-3, Richards	1.75
42-5, Richards	2.75
42-6, Richards	4.00
43, Richards	1.25
248, Richards	1.85
Round Track—	
5, World's Best	2.50
384, Cannon Ball	2.25
440, Cannon Ball	2.75
715, Cannon Ball	2.00
800, Cannon Ball	12.50
Trolley Track—	
120 Coburn's	4.25
122½ Coburn's	5.75
195A, Coburn's	4.75
195B, Coburn's	6.75
24-2, Richards	3.25
120, Richards	7.00
150, Richards	8.00

HANGERS, HOUSE DOOR—

No., Brand.	Each.
101, Lanes	12.00
101½, Lanes	6.00
105, Lanes	9.25
105½, Lanes	4.75
5S, Prouty	4.35
5D, Prouty	8.75
01, Johns	3.00
1, Johns	6.00
011, Richards	3.50
11, Richards	7.00
012, Richards	4.00
12, Richards	8.00
015, Frisco	8.00
15, Frisco	6.00
140-1, Richards	4.00

Trolley—No. 016, 3-in., $5.75; 3½-in., $6.00; 4-in., $6.50; 4½-in., $6.75; 5-in., $7.25; 6-in., $8.50. No. 16, 5-in., $11.00; 5½-in., $11.25; 6-in., $11.50; 7-in., $12.00; 8-in., $12.50; 10-in., $14.25. No. 019, 3-in., $4.75; 3½-in., $5.25; 4-in., $5.75; 4½-in., $6.00; 5-in., $6.25; 6-in., $7.50. No. 19, 5-in., $9.50; 5½-in., $9.75; 6-in., $10.00; 7-in., $10.50, 8-in., $11.00; 10-in., $12.50. No. 132, 3-in., $5.50; 3½-in., $6.25; 4-in., $6.50; 4½-in., $7.25; 5-in., $7.50; 6-in., $8.75. No. 132, 5-in., $11.50; 5½-in., $11.75; 6-in., $12.00; 7-in., $12.50; 8-in., $13.50; 10-in., $15.25.

135, 1	3.50
135, 2	5.00
9, Midget	.60
90T, Midget Track	15

HASPS—Common—
Size 20, 5-in., each, 10c; 6-in., 10c; 7-in., 10c; 8-in., 10c; 10-in., 15c. Size 30, 5-in., 10c; 6-in., 10c; 7-in., 10c; 10-in., 30c. 850, 8-in., each 15c, 10-in., 20c. Size 36, 6-in., each 20c; 8-in., 25c.
Hinge—912, 3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 25c; 10-in., 40c; 12-in., 70c.
S. C. 912—3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 30c; 10-in., 50c.
1308¼—3-in., each, 35c; 4½-in., 45c; 6-in., 60c.
Lock—20, Prouty, 75c each; 22, Prouty, 95c.
Safety—915, 3-in., doz., 20c; 4½-in., 25c each; 6-in., 35c. SC915, 3-in., 20c each; 4½-in., 25c; 6-in., 35c; SC915, 3-in., 30c each; 4½-in., 40c; 6-in., 60c; 941J, 60c.

HATCHETS—Underhill Star, No. 10, Chicago Pat., $3.60; No. 5, Boston Pat., $3.00; No. 15 St. Paul Pat., $3.25.
Sayre—Boston, No. 30, $3.00; Chicago, No. 40, $3.25.
Flooring—Plumb, $3.25; White, $4.00.
Broad—1 Plumb, $2.25; 2, $2.50; 3, $2.85; 4, $3.25; 5, $3.75.
Bench—(single or double bevel)—8 White, $3.00; 7, $3.25; 6, $3.35; 5, $3.50; 4, $4.00.
Claw—1 Plumb, $2.00; 2 Plumb, $2.15; 3 Plumb, $2.00.
Shingling—1 Plumb or equal, $1.85; 2, $2.00; 3, $2.50.
Half—1 Plumb or equal, $2.00; 2, $2.10.
Barrel or Fruit Box—Sayre 400, $2.75; Sayre 401, $2.50.

HEADS, MOP—Cotton—No. 9, 25c each; No. 12, 35c. Linen, No. 012, 50c; No. 015, 65c; No. 018, 75c; No. 020, 80c.

HINGES—Back Flaps—No. 814, 1-inch, 10c each; 1¼-inch, 10c; 1½-inch, 15c; 1¾-inch, 20c; 2-inch, 25c. No. 816, 1-inch, 10c; 1¼-inch, 10c; 1½-inch, 10c; 1¾-inch, 15c; 2-inch, 20c.

Floor—	
Bommer, D 15	1.85
R. EA, 315	2.00
SHA, E, 265	2.25
2	3.75
4	5.50
302, 602	5.50
304, 604	8.10
252	6.50
254	9.75
Chicago—	
R. EA, KF, 200	3.25
SHA, E, 200	3.50
R, EA, 230	4.75
KF, SHA, E 230	5.00
Corbin—D, 512	2.00
R, EA, 512	2.10
SHA E, 512	2.40
Katz—R, EA, 2	1.85
KF, SHA, E, 2	2.15
R, EA, 3	4.75
KF, SHA, E, 3	5.25
R, EA, 3½	5.75
KF, SHA, E, 3½	6.00
Rixon—7	15.00
8	16.50
10	18.75
15	22.50
20	36.00
25	45.00
30	53.00
40	85.00
Standard—R, EA 450.	7.00
SHA, E, 450	6.50
R, EA, 452	12.00
Ornamental Surface "Butterfly"—	
1420, D2 & F—	
1¾x1¾	.25
2½x2½	.30
3x3	.35
1420, H & N—	
1¾x1¾	.35
2½x2½	.40
3x3	.45
1431, 1474, 1475, 1478, 1479, 1480, 1481, 1482 and 14331—D2 & F	.25
SF2 & H	.25
J1	.25
N	.25
Refrigerator—Flat—	
T400, Cast Iron	.60
1404, Wrt. Brass	.65
1404N, Wrt. Brass	.80
1405D2&F, Wrt. Steel	.55
1405N, Wrt. Steel	.55
Offset—	
T402, Cast Iron	.60
1408, Wrt. Brass	.65
1408N, Wrt. Brass	.80
1409D2&F, Wrt. Steel.	.55
1409N, Wrt. Steel	.60
Screen Door Spring—	
900	.30
R 902, EA 903	.40
SR, SHA, 905 & E913	.50
2100	.90
R 2102, EA 2103	1.25
E 2104, SHA 2105	1.65
D 2200	.90
R 2202, EA 2203	1.25
SHA 2205	1.65
Screen Door Sets—	
7	.40
1900	.40
R 1902, EA 1903	.50
SHA 1905	.60

STRAP AND TEE HINGES—

Strap—	3"	4"	5"	6"	8"	10"	12"
900, Light, Plain	12½	.15	.20	.25	.35	.55	...
900SC, with Screws	15	.20	.25	.30	.40	...	...
902, Heavy, Plain		.20	.25	.35	.50	.70	1.10
902SC, with Screws		.25	.30	.40	.60	.85	1.25
935, Corgd., Plain		.20	.25	.35	.55	.80	1.15
935SC, with Screws		.25	.30	.40	.60	.90	1.30
SC1300¼, Light Galv.	25	.30	.40	.55	.70	...	...
SC1302¼, Heavy Galv.		.35	.50	.80	1.25	1.85	2.60
SC1305¼, Corgd. Galv.		.40	.55	.85	1.50	2.10	...
Tee—	**3"**	**4"**	**5"**	**6"**	**8"**	**10"**	**12"**
904, Light, Plain	12½	.15	.20	.25	.30	.45	.60
SC904, with Screws	15	.20	.25	.30	.35	...	...
906, Heavy, Plain		.20	.25	.35	.40	.50	.70
SC906, with Screws		.25	.30	.35	.45	.65	...
908, Extra Heavy		.25	.30	.40	.65	.90	1.25
937, Extra Corgd		.30	.35	.40	.70	.90	...
SC937, with Screws		.35	.40	.45	.75	1.00	1.45
SC1304¼, Heavy Galv.		.40	.55	.65	.85	1.40	...
SC1306¼, Corgd. Galv.		.55	.85	1.15	1.85	2.50	...

BUTTS—Cabinet Door—

189 F—2x2	.65
2½x2	.70
2½x2½	.95
189 N—2x2	.75
2½x2	.85
2½x2½	1.10
289 D2, F, & B—2x2.	.25
2½x2	.30
2½x2½	.30
289 S F 2, S D 2, S A 4 and H—2x2	.30
2½x2	.35
2½x2½	.35
289 N—2x2	.35
2½x2	.35
2½x2½	.35
295 D 2 and F—2	.25
2½	.25
295 N—2	.30
2½	.35
284 D 2 and F—2-inch	.20
2½-inch	.25
3-inch	.35
284 S F 2—2-inch	.25
2½-inch	.30
3-inch	.35
284 N—2-inch	.30
2½-inch	.35
3-inch	.40
286 D 2 & F—2-inch.	.25
2½-inch	.30
3-inch	.35
286 N—2-inch	.25
2½-inch	.35
3-inch	.40
291 D 2 and F—2x2	.30
2½x2½	.30
3x3	.35
291 S D 2, S F 2, S A 4 and B—2½x2½	.35
3x3	.40
291 N—2½x2½	.40
3x3	.45

Bright Steel—No. 804—2x2, 15c; 2½x2½, 20c; 3x2½, 25c; 3x3, 25c; 3½x3½, 30c; 4x4, 45c. 808—2x2, 15c; 2½x2½, 15c; 3x3, 20c; 3½x3½, 30c; 4x4, 40c. 823—2½x2½, 25c; 3x3, 30c; 3½x3½, 30c; 4x4, 35c. 838—1, 10c; 1¼, 10c; 1½, 10c; 2, 10c; 2½, 15c; 3, 15c; 3½, 25c; 4, 35c. 840—1, 10c; 1¼, 10c; 1½, 10c; 2, 15c; 2½, 15c; 3, 20c.

Galvanized—Brass Pins—1319—2x2, 40c; 2½x2½, 45c; 3x3, 55c; 3½x3½, 75c. 1334—2x2, 40c. 2½x2½, 50c; 3x3, 65c; 3½x3½, 75c; 4x4, 95c.

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RETAIL SELLING PRICES—Continued.

BUTTS—Continued—

Finished—

241 D2, F, F 2 and B—	
2x2	.35
2½x2½	.40
3x3	.40
3½x3½	.40
4x4	.55
4½x4½	.80
5x5	1.40
6x6	2.35
241 S D 2, S F & S A 4—	
2x2	.45
2½x2½	.45
3x3	.50
3½x3½	.50
4x4	.65
4½x4½	.90
5x5	1.55
6x6	2.65
241 H—2x2	.45
2½x2½	.50
3x3	.50
3½x3½	.50
4x4	.70
4½x4½	.95
5x5	1.60
6x6	2.75
241 N—2x2	.50
2½x2½	.50
3x3	.50
3½x3½	.55
4x4	.70
4½x4½	1.00
5x5	1.65

Parliament—

260 D 2 and F—3-inch	.45
3½-inch	.55
4-inch	.60
4½-inch	.70
5-inch	.75
260 S D 2, S F 2—	
3-inch	.50
3½-inch	.60
4-inch	.65
4½-inch	.70
5-inch	.75
260 H & SA 4—3	.50
3½	.60
4	.65
4½	.70
5	.80
260 N3	.50
3½	.60
4	.65
4½	.70
5	.80
828—3½	.85
4	.40
4½	.45
5	.50
6	.55

Japanned—

731—2x2	.25
½x2½	.30
3x3	.30
3½x3½	.30
4x4	.40
4½x4½	.55
5x5	.75
731½—2½x2½	.35
3x3	.40
3½x3½	.40
4x4	.40
4½x4½	.55
5x5	.75
732—2½x2½	.35
3x3	.40
3½x3½	.40
4x4	.45
733—2x2	.35
2½x2½	.40
3x3	.40
3½x3½	.40
4x4	.50
4½x4½	.75
5x5	1.30
6x6	2.25
740 J 1—2	.25
2½	.30
3	.35
747—2½x2½	.30
3x3	.35
747 J 1—2½x2½	.35
3x3	.40
749 J 1—2x2	.35
2½x2	.35
2½x2½	.35

Half Surface—

160 D 2, F—2-inch	.40
2½-inch	.45
3-inch	.50
3½-inch	.55
4-inch	.75
4½-inch	1.05
160 S F 2—2-inch	.45
2½-inch	.50
3-inch	.55
3½-inch	.65
4-inch	.80
4½-inch	1.10
160 H—2-inch	.50
2½-inch	.55
3-inch	.60
3½-inch	.70
4-inch	.85
160 N—2-inch	.50
2½-inch	.55
3-inch	.60
3½-inch	.70
4-inch	.85
4½-inch	1.15
165 D 2 and F—2-inch	.50
2½-inch	.50
3-inch	.55
3½-inch	.60
4-inch	.80
4½-inch	1.05
165 S F 2—2-inch	.50
2½-inch	.55
3-inch	.60
3½-inch	.60
4-inch	.90
4½-inch	1.15
165 N—2-inch	.55
2½-inch	.60
3-inch	.65
3½-inch	.75
4-inch	.90
4½-inch	1.25

Soss Invisible—

100	.45
101	.75
103	.60
104	1.35
108	2.10
112	3.25
116	4.50

Spring, Bommer—Single Acting—Pair—

Size	3"	4"	5"	6"	7"	8"	10"
Japanned	1.85	2.25	2.60	3.25	....	....	....
Ant. Cop., Dull Br.	2.50	3.00	3.55	4.50	....	....	....
Ant. Br., Sd., Nic..	3.35	4.00	4.75	....	....	....	....
Double Acting—							
Japanned	3.15	3.65	4.35	5.35	6.85	10.00	13.75
Ant. Cop., Dull Br.	4.15	5.00	5.90	7.50	9.60	13.75	19.00
Ant. Br., Sd., Nic..	5.50	6.65	8.00	9.60	12.25	17.00	....

New List Price of Bommer Spring Hinges—

Single Acting—	3"	4"	5"	6"	7	8"	10"
Japanned	3.10	3.70	4.30	5.30	....	....	....
Ant. Cop., Dull Br.	4.10	5.00	5.90	7.40	....	....	....
Ant. Br., Sd., Nic..	5.50	6.60	7.90	....	....	....	....
Double Acting—							
Japanned	5.20	6.10	7.20	8.10	11.40	16.50	22.80
Ant. Cop., Dull Br.	6.90	8.30	9.80	12.40	16.00	22.80	31.40
Ant. Br., Sd., Nic..	9.20	11.00	13.20	16.00	20.50	28.40	....

Spring, Chicago —

No. 1½, Double Acting—	
⅞ to 1	3.35
1⅛ to 1¼	3.90
1⅜ to 1½	4.65
1¾ to 2	6.75
2¼ to 2½	13.50

No. 3½, Blanks—

⅞ to 1	1.65
1⅛ to 1¼	2.00
1⅜ to 1½	2.35
1¾ to 2	3.35
2¼ to 2½	6.10

Wrought Brass, With Brass Screws —

	¾	1	1¼	1½	1¾	2	2¼	2½
Narrow	.10	.10	.10	.15	.15	.20	.25	.30
Middle	.10	.10	.10	.15	.15	.20	.25	.35
Broad	.10	.10	.15	.15	.20	.25	.30	.40
Desk	.15	.15	.20	.25	.40	.50	...	...

HOLLOW WARE—STEEL—Bailed Griddles, Cooking surface 12 inches, $1.90 each; 13 inches, $2.25; 14 inches, $2.50.

Handled Griddles—Cooking surface 9 inches, $1.30; 10 inches $1.50; 11 inches, $1.65.

Spiders—Diameter, bottom, 8 inches, $1.10; 9 inches, $1.20; 10 inches, $1.50; 11 inches, $1.75; 12 inches, $2.00.

HOLLOW WARE, CAST—Dutch Ovens—No. 8, $3.75 each; 9, $4.25; 10, $5.50; 11, $6.75; 3, $2.35; 2, $2.75; 1, $3.35; 0, $4.85; 00, $6.35.

Gem Pans—No. 1, $1.10 each; 3, $1.10; 6, $1.10; 10, $1.35; 11, $1.10.

Griddles—No. 7, $1.05 each; 8, $1.15; 9, $1.45; 10, $1.80; 12, $2.15; 14, $2.65; 16, $3.15.

Kettles, Stove—No. 7, Round, $2.85 each; 8, $3.15; 9, $4.25; 7, Flat, $2.85; 8, $3.15; 9, $4.25.

Skillets or Spiders—No. 4, $1.00 each; 5, $1.05; 6, $1.15; 7, $1.20; 8, $1.25; 9, $1.65; 10, $2.00; 11, $2.45; 12, $3.00.

Scotch Bowls—No. 2, $1.85 each; 3, $2.25; 4, $2.55.

Waffle Irons—No. 7, $2.00 each; 8, $2.50; 9, $2.75; 7-D, $2.50; 8-D, $2.75; 11, $3.00; 12, $5.00.

HOLLOW WARE—STEEL—Fry Pans, Acme—No. 00, 20c each; 0, 25c; 1, 30c; 2, 35c; 3, 35c; 4, 40c; 5, 50c; 6, 60c; 7, 75c.

Griddles—No. 8, $1.00 each; 9, $1.25; 10, $1.40; 12, $1.80; 14, $2.00; 16, $2.35.

Skillets or Spiders—No. 7, $1.20 each; 8, $1.35; 9, $1.45; 10, $2.00; 12, $2.35; 07, 35c; 08, 40c; 09, 55c; 1010, 65c; 012, 75c.

HOOKS AND EYES—(Price per dozen)—

	Screw Hooks Steel	Screw Hooks Brass	Screw Eyes Steel	Screw Eyes Brass
0	.60	...	.45	...
1	.50	...	.40	...
2	.45	...	.35	...
3	.40	...	.30	...
4 or 104	.30	...	.25	...
5 or 105	.25	...	.20	.75
6 or 106	.15	.75	.15	.60
7 or 107	.15	.60	.15	.45
8 or 108	.15	.45	.10	.40
9 or 109	.10	.35	.10	.35
10 or 110	.10	.30	.10	.30
11 or 111	.10	.25	.10	.25
12 or 112	.10	.20	.05	.20
13 or 113	.10	.15	.05	.15
14 or 114	.10	.10	.05	.10

Gate Hooks and Eyes—

Size	1½	2	2½	3	3½	4	6
No. 40, steel	.20	.25	.30	.40	.45	.50	.90
No. 1040, brass	.60	.75	.90	1.10	1.50	1.75	2.00

Gross lots, 35% off list.

Ceiling —	Ea.
2½-inch cast iron	.60
2¾-inch cast iron	1.35
2¾-inch, other finishes	1.50
Cast, coppered	.65
Wire, coppered	.35
Wire, Japanned	.40
Wire, tinned	.40
Wire, nickel plated	.55
Wire, brass plated	.55

Coat and Hat—

Double, cast, heavy	.70
Single, cast	.45
Medium, cast	.70
Heavy, cast	.90
Cast, nickel plated	.85
Mast, copper finish	.95
Cast, brass finish	1.10
Cast, bronze, all fin	4.25
Porcelain, solid	.15
Wire, Japanned	.20
Wire, tinned	.30
Wire, nickel plated	.40

Clothes Line—

	Ea.
Malleable iron, Jap	.10
Malleable iron, Galv	.15

Grass—

	Each
14-in., 16-in., 18-in	.50
Bronzed	.65
12-in., enameled, green	.60
12-in., enameled, black	.65
Finest quality steel	.90
Forged tool steel	.60

Hammock—

To screw	.15
With plate	.15

Hay Fork—

⅝-inch pl. wr'ght steel	.30
¾-inch pl. wr'ght steel	.45
¼-inch galvanized	.15
⅜-inch galvanized	.15
7-16-inch galvanized	.20
½-inch galvanized	.25

HOSE FIXTURES—Hose Washers—¾-inch, doz., 5c; bulk. 45c lb

Hose Couplings—Cast Brass, Common—½-inch, 25c each; ¾-inch, 25c; 1-inch, 40c. Heavy Brass, Clincher, ½-inch, 40c; ¾-inch, 40c.

Brass Hose Clamps—½-inch, 5c each; ¾-inch, 5c; 1 inch, 15c; 1¼-inch, 20c; 1½-inch, 30c; 2-inch, 35c.

Galvanized Steel Hose Clamps—½-inch, 5c each; ¾-inch, 5c; 1-inch, 10c; 1¼-inch, 20c; 1½-inch, 30c; 2-inch, 35c.

Hose Menders—Clincher, ½-inch, 20c each; ¾-inch, 20c. Sherman Seamless Brass, ½-inch, 10c; ¾-inch, 10c. Wood, ½-inch, 25c; ¾-inch, 30c. Caldwell Hose Straps, ½-inch, 2½c; ¾-inch, 3c. Caldwell Hose Strap Pliers, No. 1 for ½ or ¾-inch Hose Bands, 40c each.

Hose Nozzles—Boston, ¾-inch, 95c each. Magic, ¾-inch, 15c; ¾-inch, 17c; 4-ply, black, ½-inch, 15½c, ¾-inch,

HOSE, GARDEN—Coupled in 50-ft. lengths—Cotton, ½-inch, 15½c; ¾-inch, 19½c; 4-ply, black, ½-inch, 16½c; ¾-inch, 20c; 5-ply, black, ½-inch, 17c; ¾-inch, 21c; 5-ply, red, ½-inch, 20c; ¾-inch, 22c.

Reels, not coupled, per ft.—Electric, corrugated, ½-inch, 21c; ¾-inch, 24c; 1-inch, 35c; Electric smooth, ½-inch, 20c; ¾-inch, 23c; 1-inch, 30c; Second Grade, ½-inch, 19c, ¾-inch, 22c; Third Grade, ½-inch, 16c; ¾-inch, 19c; Fourth Grade, ½-inch, 15c; ¾-inch, 18c.

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RETAIL SELLING PRICES—Continued.

IRONING BOARDS—(See Boards, Ironing).

IRON SHEETS—Galvanized—	Out Sheets	Full Sheets
14 to 16	.11	.10
18 to 22	.12	.11
Black Sheets—		
10 to 16	.11	.09½
18 to 24	.11	.09½
30	.12	.10
Corrugated Sheets, Galvanized—		
26 Ga.		8.75
28 Ga.		8.00
Rockface Siding		8.75
Brickface Siding 28 Ga.		8.25

IRONS—

Plane, Stanley or Bailey—		2⅜-inch, Single	1.05
1⅝-inch, Block	.75	1¾-inch, Double	1.10
1¾-inch, Single	.75	2-inch Double	1.20
2-inch, Single	.80	2⅛-inch, Double	1.25
2⅛-inch, Single	.85	2¾-inch, Double	1.55
2⅜-inch, Single	1.00	2⅝-inch, Double	1.65

IRONS—Sad. Common, 18c lb.
Mrs. Potts—No. 50, $2.50 per set.
70, $4.25; G. Pressing, 20c lb.; T Tailors' Goose, 20c lb.; N Gasoline, $5.25 each. Handles, 35c; Asbestos No 60, $3.00 set.

KNIVES—Hay—
Lightning, $2.25; Iwan Sickle, $3.25; Iwan Serrated,, $3.25; Heaths Upright, $2.75.

KNOBS—Maple base, each, 5c; doz., 35c.

LADDERS—Extension, No. 1, $1.00 foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LAMPS—Coleman Quick-Lite, Gasoline—CQ329, Eastern and Central States, $9.00; Rocky Mt. and Pac. Coast States, $9.50.

LAMPS, ELECTRIC—Hygrade, Save, B First, Whitelite, Marvel, Brite-Lite and other makes.

Type B Lamps—	Clear	Frosted
10 to 50 watts	.40	.45
60 watts	.45	.50
100 watts	1.00	1.10
Type C Lamps—	Clear	Frosted
50 watts	.65	...
75 watts	.75	.80
100 watts	1.10	1.20
150 watts	1.55	1.65
200 watts	2.10	2.25

LANTERNS—Coleman Quick-Lite, Gasoline, LQ327—East and Central States, $7.50; Rocky Mt. and Pac. Coast States, 8.00.
Note—General rise in lantern prices will be itemized next month. Ask your jobber.

LANTERNS—Dietz Tubular—

HOT BLAST
Little Star Tin Lanterns..1.50
Hi-Lo Tin Lanterns.....2.00
Victor Tin Lanterns....1.35
Monarch Tin Lanterns..1.35
O. K. Tin Lanterns.....1.50
No. 2 Royal Tin Lants..1.75

COLD BLAST
Junior Tin Lanterns....1.50
Junior Brass Lanterns..2.50
Junior Brass Nickel-plated Lanterns 2.50
No. 2 Crescent Tin Lanterns 2.10
No. 2 Blizzard Tin Lanterns 2.10
No. 2 Large Fount Blizzard Lanterns 2.00
Little Wizard Tin Lanterns 1.45
D-Lite Tin Lanterns....1.65
No. 2 Large Fount Wizard Lanterns 2.10

DASH AND WAGON
Buckeye Dash Lant'ns..2.25
Junior Wagon Lant'n...2.85
Roadster Wagon Lanterns 2.85

DRIVING
Eureka Driving, plain lens 2.50
Same with optical lens..2.65
Octo Driving, pl'n lens..4.50
Same, optical lens 5.10
Union Driving, plain lens 5.10
Same with optical lens..5.50

MILL
Watchman's Mill Lanterns, enamel fin.....2.50

Underwriter's Mill Lanterns 2.75
No. 2 Blizzard Mill Lanterns 3.75

FIRE DEPT.
King Fire Dept. Tin, enamel finish 5.10
Same, Nickel-plated on Tin 5.65
Same, all Brass ....
Same, Nickel-plated on Brass 6.50

WALL
No. 15 Wall Lanterns...3.00
No. 25 Wall Lanterns...3.15
No. 30 Beacon Wall Lanterns 3.15
No. 60 Beacon Wall Lanterns 9.00

STREET AND HANGING
Pioneer Street Lanterns, Tin 7.50
Same, Brass Founts 9.50
Same, all Brass 12.50
Pioneer Hanging Lanterns, Tin 8.10
Same, Brass Founts....11.00

PLATFORM
Imperial Platform Lanterns 13.00
No. 1 Climax Platform Lanterns 5.50
No. 2 Climax Platform Lanterns 5.65
Nos. 1 and 2 Climax Nested 11.00

UNCLASSIFIED
Police Flash Lanterns....2.00
Traffic Signal Lanterns.4.35
No. 12 Display Stand and Assortment 25.00

LEAD—Bar, 18c lb.; Calking (100 lbs.), 17c lb.; Pig (100 lbs.), 16c lb.; Sheet (full), 26c lb.; Wool, 35c lb.

LEVELS—No. 36, 12-inch, $3.35;18-inch, $4.00; 24-inch, $4.75. No. 37, 12-inch, $4.50; 18-inch, $5.25; 24-inch, 6.25.
Marx Aluminum—12-inch, $3.75; 18-inch, $4.50; 24-inch, $5.50; 28, $6.25.
No. 95, 24-inch, $8.00; 26-inch, $8.25; 28-inch, $8.50; 30-inch, $9.00. No. 96, 24-inch, $10.00; 28-inch, $10.50; 30-inch, $11.00.
Special Nos.—No. 0, $2.00; 15, 24 and 26-inch, $4.75; 15, 28 and 30-inch, $5.00; 25, $5.50. 84, $1.85; 4524, $5.00; 4424, $6.50; 45½, $5.25; 90, $8.75; 93, $5.00; 103, $1.00.

LINES, CLOTHES—Cotton, Braided—40-foot, 20c each; 60-foot, 25c; 50-foot, 25c; 50-foot, 35c.
Wire, Twisted—50-foot, 20 gauge, 45c each; 75-foot, 20 gauge, 60c; 100-foot, 20 gague, 70c; 50-foot, 18 gauge, 70c; 75-foot, 18 gauge, 80c; 100-foot, 18 gauge, 95c.
Wire, Solid—100-foot, 10 gauge, 95c each.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

LUBRICANTS—Galena Superior Greases—

	1-lb.	2-lb.	3-lb.	5-lb.	7-lb.	10-lb.	25-lb.
Axle Grease	.12½	...	.35	.50	.70	1.10	2.20
Superior Cup	.20	.40	.55	.85	...	1.60	....
No. 2 Transmis'n.	...	...	...	1.10	...	1.95	....
No. 42 Transmis'n	...	...	...	1.15	...	2.10	....
Black Transmission	...	...	...	.90	...	1.55	....
Black Fibre Trans.	...	...	...	1.10	...	2.00	....
Plow Grease	.10	...	.30	.45	...	....	....

Galena Superior Oils—	½-gal. can	1-gal. can	5-gal. can	15-gal. gal.	30-gal. gal.	55-gal. gal.
Light Motor Oil	.70	1.20	4.65	.92	.81	.77
Medium Motor Oil	.70	1.20	4.80	.95	.84	.80
Heavy Motor Oil	.70	1.20	4.90	.96	.85	.81
Tractor No. 1	...	1.30	5.15	1.02	.91	.87
Tractor No. 2	...	1.30	5.30	1.03	.93	.89
600 Transmission	...	.95	3.50	.69	.58	.54
600 Steam Cyl.	...	1.15	4.50	.89	.78	.74
Castor Machine	.60	1.00	3.85	.76	.65	.61
Farm Mach. No. 2	.55	.90	3.35	.66	.55	.51
Separator	.55	.90	3.30	.64	.54	.50

LUGGAGE CARRIERS—BOYCO—No. 4, 46-inch, open, $3.75; No. 40, 46-inch, with end, $4.25; No. 5, 66-inch, open, $4.65; No. 50, 65-inch, with end, $5.00.

MANILA ROPE—3-16 inch to ⅛-inch, 50c per lb.; ⅜-inch and larger, 45c.

MATS, DOOR—Cocoa Fibre, Fine, 14x24, $1.25; 16x27, $1.50; 18x30, $2.25; 20x33, $3.00; 22x36, $3.50.
Cocoa Fibre, Medium—16x27, $2.50; 18x30, $2.75; 20x33, $3.50.
Steel—15½x23½, $2.25 each; 17½x30, $3.00; 21½x36, $4.25.
Steel Matting in Rolls—Per sq. ft., $1.00.

MATTOCKS—	Each.
Short Cutter, Standard, 5½ lbs.	1.25
Long Cutter, Standard, 6 lbs.	1.25
Pick, Standard, 6 lb.	1.25

MAULS—Post—10-lb., $1.50 each; 13-lb., $2.00; 16-lb., $2.50; 18-lb., $2.75; 20-lb., $3.15.
Ship or Top, 25c lb.
Wood Choppers—Adze or Round Eye, 24c lb.

MILLS—Cider—
Junior .....43.00 Senior 72.00
Medium .....52.00 Force Feed 82.50

MOPS—Dish, Handled, No. 1, 10c each; 2, 10c; 4, 10c.
O-Cedar, Handled—No. 4, small triangle, $1.00 each; No. 3, large triangle, $1.50; No. 10B, polish, $1.50.
Self-Wringing—No. 10, $1.00 each.
Round—No. 1, $1.75; No. 2, $1.25.

MOP STICKS—No. 2, 25c each; No. 7, 35c each; No. 13. 35c each; No. 70, $1.10; Janitor's, 75c each.

NAILS—Standard—All sizes, base, $4.90. 6d and larger, 8c lb.; 5d and smaller, 9c; 2d Fine Blue (Lath), 10c. 25 lb. lots, add to selling base $1.25 per keg. 50 lb. lots, 75c.
Cement Coated—All sizes, base, $4.10. 6d and larger, 10c lb.; 5d and smaller, 12c.
Felt Roofing—⅞ inch Plain, 15c lb.; ⅞ inch Galvanized, 18c.
Brads and Nails in Packages—All sizes, 40 per cent.
Advances on Standard Wire Nails, in Kegs—

	Common	Box	Casing	Finish.	C.C.Box
2d	1.45	1.65	1.70	2.00	1.65
3d	1.15	1.30	1.35	1.55	1.30
4d	.80	*1.05	1.10	1.25	*1.05
5d	.75	1.00	1.05	1.20	1.00
6d	.60	.70	.75	1.00	.70
7d	.55	.65	.70	.70	.65
8d	.30	.45	.50	.60	.45
9d	.30	.45	.50	.60	.45
10d	.20	.30	.35	.45	.30
12d	.15	.25	.30	.40	.45
16d	.10	.15	.20	.25	...
20 to 60d Base		.05	.10	.15	...

Barbed Nails advance 25c over Smooth Nails.
*Orange Box, $1.60.
2d Fine—Plain, $1.95; Extra, $1.95.
3d Fine—Plain, $1.35; Extra, $1.55.
Blued Lath Nails advance 25c over Fine Nails.

NAILS, SHOE—Corrugated—Brass Plated—No. ½-lb., 10c each; ¼-lb., 15c.
Wrought Brass—2-oz., 15c each; 4-oz., 25c.
Hob—⅜, 30c lb.; larger, 30c.
Hungarian—Round or Cone Head—½-lb., 10c each; ¼ lb., 15c.

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RETAIL SELLING PRICES—Continued

NETTING, POULTRY—Hexagon, Galvanized after weaving—

2-inch, 20-gauge—				
Width, inches—	12	18	24	30
List Roll	2.14	3.08	3.92	4.68
Sell Full Roll	1.95	2.80	3.55	4.25
Sell Cut (lineal foot)	.01½	.02¼	.03	.03¾
Width, inches—	36	48	60	72
List Roll	5.35	7.13	8.91	10.69
Sell Full Roll	4.75	6.40	8.00	9.65
Sell Cut (lineal foot)	.04	.05½	.06¾	.08
1½-inch, 20-gauge—				
Width, inches—	12	18	24	30
List Roll	3.15	4.53	5.78	6.90
Sell Full Roll	2.85	4.10	5.25	6.25
Sell Cut (lineal foot)	.02¾	.03¾	.04½	.05½
Width, inches—	36	48	60	72
List Roll	7.88	10.50	13.13	15.75
Sell Full Roll	7.10	9.45	11.75	14.10
Sell Cut (lineal foot)	.06	.07¾	.10½	.12
1-inch, 20-gauge—				
Width, inches—	12	18	24	30
List Roll	4.95	7.12	9.08	10.83
Sell Full Roll	4.45	6.40	8.20	9.85
Sell Cut (lineal foot)	.04	.05½	.07¼	.08
Width, inches—	36	48	60	72
List Roll	12.38	16.50	20.63	24.75
Sell Full Roll	11.15	15.00	18.60	22.25
Sell Cut (lineal foot)	.09½	.12½	.15½	.18½
¾-inch, 20-gauge—				
Width, inches—	12	18	24	30
List Roll	8.55	12.30	15.68	18.71
Sell Full Roll	7.75	11.10	14.10	16.85
Sell Cut (lineal foot)	.07¼	.09½	.12½	.14½
Width, inches—	36	48	60	72
List Roll	21.38	28.50	35.63	42.75
Sell Full Roll	19.25	25.65	32.00	38.50
Sell Cut (lineal foot)	.15½	.22½	.27	.32

NIPPERS, CUTTING—

Bernard's—		14-inch	3.75
5-inch	2.25	Utica—	
6-inch	2.65	5-inch	1.10
7-inch	3.25	6-inch	1.20
Nettleton's—		7-inch	1.40
6-inch	2.00	4-inch	1.35
8-inch	2.40	4½-inch	1.40
10-inch	2.90	5-inch	1.45
12-inch	3.10		

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 5 for 5c; 5-16, 3 for 5c; ¾, 3 for 5c; 7-16, 2 for 5c; ½, 2 for 5c; 9-16, each 5c; ⅝, each 5c; ¾, 2 for 15c; ⅞, each 10c; 1 inch, each 15c. In quantity sell at cost, plus 50 per cent.

Hot Pressed U. S. S. Square, Tapped—Size ¼, Sug. retail, 10 for 5c; 5-16, 6 for 5c; ⅜, 5 for 5c; 7-16, 3 for 5c; ½, 3 for 5c; ⅝, 2 for 5c; ¾, each 5c; ⅞, each 10c; 1-in., 2 for 25c. In quantity sell at cost, plus 50 per cent.

Wing, Tapped, U. S. S.—3-16, 25c doz.; ¼, 30c; 5-16, 35c; ⅜, 50c; 7-16, 60c; ½, 85c; ⅝, $1.75.

OAKUM—Plumbers, 20c lb.; Navy, 30c lb.; Best Unspun, 35c lb.

OIL—3-in-1, 1-oz. bottle, 20c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 35c.

Household Lubricant, 4-oz. can, 25c each; 8-oz. can, 35c. oz. can, 35c.

Winchester Utility—1-oz. bottle, 15c; 3½-oz. can, 25c.

Many-use—3-oz. can, 25c.

OVENS PORTABLE—Boss—

No.	Each.	No.	Each.
Androck, complete	1.25	2	4.50
Kerogas—		11	3.00
357	7.25	13	3.75
657	8.25	111	3.75
Perfection—		113	4.50
121 G	5.50	120	6.75
122 G	6.10	213	4.00
Pinney & Boyle—		220	7.85
1	3.75	313	4.50

PACKING—Sheet Rubber—Standard I. C., 40c lb.; Indian Red, 60c.

Italian Hemp—A, 1-inch, 45c lb.

Square Flax, braided, 60c.

Piston Spiral—Steam, high pressure, $1.50; steam or water, low pressure, $1.

Asbestos Cement—7½c lb.

Wicking, Asbestos—4-oz. ball, 30c.

Cotton Candle—2-oz. ball, 10c.

PADLOCKS—Corbin—No. 958, 35c each; 2802¼, 30c; 2822¼, 40c; 2869, 75c; 2879, $2.00; 2880, $2.25; 2881, $2.50, 2883, $3.75.

Miller—No. 1, $1.35 each; 016, 25c; 18, 30c; 18D, 40c; 19 30c; 21, 35c; 75, 40c; 76, 85c; 78, $1.00; 96, 55c 96C, 75c; 121, 45c; 5441, 85c.

Yale—No. 223, 85c each; 225, $1.00; 458J, 30c; 458X, 80c; 563, $1.75; 565, $2.10; 585, $1.50; 635, $1.50; 645J, 65c; 803, $2.25; 805, $2.25; 805½, $2.50; 813, $2.25; 815, $2.35; 823, $2.40; 833, $3.00; 843, $3.25; 853, $3.50; 8454, $2.75.

Slaymaker—No. 160, $1.75 each; 178, 45c; 179, 55c; 189, 75c; 1092, 90c; 1093, $1.10; 1098, $1.10; 1902, 55c; 1903 60c; 1904, 75c; 3901, 75c; 3902, 60c; 3903 45c; 4026 20c; 4078, 75c; 6130, 25c; 9902, 70c; 9902 N. C., 65c; 41090, 70c.

PAINT SUNDRIES—

Alcohol—(Denatured)—
1 gallon 1.45
5 gallons 1.15

Alum—
Pwd., less than 100 lbs., lb. ..... .17

Benzine—
New cans, cased, gal. .60
Old cans, uncsd, gal. .40

Coal Tar—
5-gal. .....Gal. .40
1-gal. .....Gal. .55

Creosote—
Gal. ..... .85

Distillate—
Light, gal. ..... .40

Glue—
No. 2 Gelatine .... .50
Chicago White ... .50

Kalsomine, White—
Bbls., 280 lbs.... .08
Kegs, 100 lbs..... .08½
4 25-lb. pkgs., bulk .09
25 lbs., bulk..... .09
Less 25 lbs..... .09¼
100 lbs. 5-lb. pkgs. .09
Less 100 lbs. pkgs. .09¼

Lamp Black—Bear Brand—
1-S, lb. pkg..... .45
½-S ..... .30
¼-S ..... .20

Linseed Oil, Boiled—
5's .....Gal. 1.14
1's .....Gal. 1.45
½'s .....½-Gal. .85
¼'s .....Qt. 50
⅛'s .....Pt. .30

Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.

Oil—	Gal.
Floor	.75
Gloss	1.50
Lard, No. 1	1.80
Lin-O-Oil	.90
Neatsfoot No. 1	2.40
Neutral	.60
Paraffine	.85

Paint, Dry Colors—
Umber ..... .12
Chrome Green, Med. Graphite ..... .06
Metallic ..... .06
Sienna ..... .11
Venetian Red .... .08
Yellow Ochre .... .05

Painters' Petroleum—
I-Gal. .....Gal. .40

Paints, Ready Mixed—1st grade, white —
Gals. .....Gal. 4.40
½-gals. ....½-Gal. 2.30
Quarts .....Qt. 1.25
Pints .....Pt. .70
½-pints ....½-Pt. .40

1st Grade, Colors—
Gals. .....Gal. 4.25
½-gals. ....½-Gal. 2.25
Quarts .....Qt. 1.20
Pints .....Pt. .65
½-pints ....½-Pt. .35

2d Grade, White or Colors—
Gals. .....Gal. 2.90
½-gals. ....½-Gal. 1.60
Quarts .....Qt. .95

Inside Floor—
Gals. .....Gal. 2.90
½-gals. ....½-Gal. 1.60
Quarts .....Qt. .95

Porch—
Gals. .....Gal. 4.25
½-gals. ....½-Gal. 2.25
Quarts .....Qt. 1.20

Plaster Paris—
Less sack, lb..... .03

Putty, Bladder—
Less than 100 lbs. .07½

Putty, Bulk—	Lb.
1-lb. cans	.15
2-lb. cans	.12½
3-lb. Cans	.09½
5-lb. cans	.09
10-lb. cans	.08½
25-lb. cans	.08
85 lb. cans	.06½

Rosin—
Lb. ..... .14

Tints, Kalsomine—
Barrels, 280 lbs... .09
Kegs, 100 lbs..... .09½
100-lb. bulk..... .10
25-lb. bulk..... .10
Less 25 lbs..... .10½
100 lbs., 5-lb. pkgs. .09½
Less 100 lbs., 5-lb. pkgs. ..... .10

Turpentine—
5's .....Gal. 1.10
1's .....Gal. 1.25
½'s .....½-Gal. .75
¼'s .....Qt. 45
⅛'s .....Pt. 25

Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.

PANS—Acme Frying—

No. 00, each	.30	No. 4, each	.55
No. 0, each	.35	No. 5, each	.60
No. 1, each	.40	No. 6, each	.80
No. 2, each	.45	No. 7, each	.90
No. 3, each	.50		

PAPER, BUILDING—

Roofing—	Light.	Medium.	Heavy.
Plymouth, Smooth	3.00	3.50	4.00
Pioneer, Sanded	2.50	3.00	3.50
Asbestos	4.25	4.75	5.25
H & H	....	2.50	....
Pioneer, Flaxine	3.00	3.50	4.00
Pioneer, Sanded	2.50	3.00	3.50
Pioneer, Slate	....	3.75	....
Certain-teed	2.25	3.00	3.50
Major	2.00	2.50	3.00
Guard	1.50	2.10	2.25

Pioneer Sheathing, Gray—Per roll, 20-lb., $1.25; 25-lb., $1.50; 30-lb., $1.75.

Shingles, Slate, Red or Green—Individual (424 per square), $10.25 square. Strip or Slab (104 per square), $9.25.

Tin Caps—1¼-inch, 80c per lb.

Felt—Asphalt Saturated, $2.75 per roll. Deadening, 6½c per lb. Insulating, Saturated, $1.75 per roll; Saturated and Coated, $2.75.

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RETAIL SELLING PRICES—Continued.

SAND AND EMERY—Per quire of sheets—

	0	½	1	1½	2	2½	3
Carborundum	.80	.95	1.10	1.30	1.50	1.75	....
B. & A.	.45	.50	.55	.60	.75	.85	.95
Aztec	.40	.45	.50	.60	.70	.75	.90
Aloxite	.80	.85	.90	1.00	1.10	1.20	1.45

PEAVIES—

	Socket. Maple.	Hickory.		Socket. Maple.	Hickory.
2¼x4	4.35	5.25	2¾x4½	5.25	5.75
2¼x4½	4.50	5.50	5	5.35	6.00
2½x4½	4.65	5.75	3x5	6.00	6.75
2½x5	4.85	5.85			

PERCOLATORS, COFFEE—Universal—

46	4.50	74	5.50
48	5.00	76	6.00
52	4.25	79	6.75
54	4.50	714	7.50
56	5.00	464	5.75
58	5.75	466	6.25
64	5.00	469	7.00
66	5.50	474	6.25
69	6.25	476	6.75
614	7.00	479	7.50

Percolator Tops, 10c each.

PICKS—Railroad, 5-lb., $1.10 each; 6-lb., $1.15; 7-lb., $1.25; 8-lb., $1.50; 9-lb., $1.65.
Drifting—No. 1, 95c each; 2, $1.10; 3, $1.15; 4, $1.25;

PINS—Clothes—C—Common, 10c doz.; US—Spring, 20c; H—Hoyt's Spring, 15c.

PINCERS—Carpenters'—6-in., 75c; 8-in., $1.00; 10-in., $1.25.

PIPE—(See Plumbing Prices, Page 169).

PIPE, STOVE—Nested, Full Joints—3-inch, 25c joint; 4-inch, 25c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c.
4-inch, Japan, 40c; 5-inch, Galvanized, 35c; 4-inch, Galvanized, 40c; 5-inch, Galvanized, 50c; 6-inch, Galvanized, 60c.
Half Joints—5-inch, 20c joint; 6-inch, 20c.
Taper Joints—6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c.

PIPE FITTINGS (STOVE)—Caps, No. C 15, 60c each; C-16, 60c each.
Dampers—No. 3, 4, 20c each; 5, 6, 25c; 7, 40c.
Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c; 7, 45c. No. 3 Adj. 4 Pc., 35c; 4, 40c, 5, 40c; 6, 45c, 8-inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. No. 3 Corg. Jap., 40c; 4, 45c.
In lots of 12 dozen, 5 per cent discount from above.
Flue Stops, Nos. 1 and 36, 20c each; 3, 30c each; 30, 20c 3, 3½ (in kegs), 35c lb.; 4, 5, 35c; 6, 7, 8, 35c; 10, 35c. Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS—Automatic—Colts' .25 Cal., $20.50 each; 25 Cal. nickel, $25.00; .32 Cal., $25.00; .38 Cal., pocket, $45.00; .45 Cal., military, $42.00.
Smith & Wesson—.35 Cal., $31.50; Savage, .32 Cal., $24.00; .380, $25.00

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., $1.25; 25-lb., $2.50; 50-lb., $4.50; ½-bbl., $9.00; bbl., $13.50.

PLANES—Stanley—No. 1, $2.95 each; 2, $3.85; 3, $4.10; 3C, $4.25; 4, $4.35; 4C, $4.60; 4½, $5.00; 4½C, $5.35; 5, $5.00; 5C, $5.25; 5½, $5.35; 5½C, $6.00; 6, $6.60; 6C, $6.90; 7, $7.50; 7C, $7.65; 8, $8.35; 8C, $9.25; 9, $9.15; 9½, $2.25; 9¾, $2.75; 10, $6.65; 10½, $5.40; 12, $5.00; 12½, $6.60; 15, $2.10; 15½, $2.85; 16, $2.50; 17, $2.85; 18, $2.85; 19, $2.85; 20, 8.25; 24, $3.10; 25, $2.85; 26, $3.20; 27½, $3.75; 28, $4.15; 29, $4.65; 31, $4.50; 32, $5.00; 35, $3.75; 36, $4.50; 37, $5.00; 40, $2.20; 40½, 3.00; 45, $14.00; 46, $9.80; 47, 7.65; 48, $5.25; 49, $5.25; 50, $7.00; 55, $25.50; 60, $2.60; 60½, $2.35; 61, $2.25; 62, $5.65; 65, $3.15; 65½, $2.60; 71, $3.95; 71½, $3.20; 72, $4.85; 74, $10.25; 75, 75c; 78, $3.25; 85, $4.60; 90, $3.95; 92, $4.00; 93, $4.85; 94, $5.65; 95, $2.00; 97, $3.95; 98, $2.00; 99, $2.00; 100, 60c; 101, 50c; 102, 95c; 103, $1.25; 110, $1.30; 112, $4.50; 113, $7.45; 120, $1.75; 130, $1.80; 131, $2.75; 140, $3.00; 146, $4.00; 147, $4.25; 148, $4.65; 171, $5.95; 190, $2.90; 191, $2.90; 192, $2.65; 203, $1.50; 212, $3.10; 220, $1.70; 278, $3.25; 289, $4.00. 444, $11.00; 602, $4.30; 603, $4.90; 604, $5.30; 604C, $5.55; 604½, $6.15; 605, $6.15; 605C, $6.45; 605½, $6.75; 606, $7.85; 606C, $8.25; 607, $9.90; 607C, $9.45; 608 $10.70; 608C, $11.20.
No. 39—¼, $2.90; ¾, $3.20; ½, $3.40; ⅝, $3.55; ¾, $3.70; 13-16, $3.85; ⅞, $3.85; 1, $3.95.
Stanley Block Plane Irons—100 and 101, 15c; 102 and 103, 20c; 110 and 130, 30c; 120 and 220, 40c; 140, 50c; 9½ and 9¾, 40c; 15, 16, 17, 18, 19, 40c; 60 and 65, 40c. 3½-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, $2.00. inch, 15c; 3½-inch, 20c. No. 361, 40c. No. 362, 65c. No. 371, $1.00.

PLATES, GAS, HOT—No. 501, $3.50 each; 502, $5.75; 503, $9.00; 702, $8.25; 703, $12.00; 722, $9.00; 723, $12.75; 1001, $2.50; 1002, $4.15.

PLIERS—Klein's No. 201—6-inch, $3.50 each; 7-incn, $4.00; 8-inch, $4.25; 9-inch, $5.25. Bernard's No. 102—4½-inch, $1.50; 5½-inch, $1.85; 6½-inch, $2.25; 8-inch, $3.25.

PLUGS—Spark—$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, $2.25 each; 9-inch, $2.75; 12-inch, $3.00; 18-inch, $3.75; 24-inch, $4.50. No. 37, 12-inch, $4.25; 18-inch, $5.00; 24-inch, $6.00. 37G, 12-inch, $4.25; 18-inch, $5.00. 34V, 4-inch, $1.65; 6-inch, $2.00; 8-inch, $2.75; 10-inch, $3.25.
Wood, Stanley or Disston—No. 00, $1.50 each; 0, $1.75; 2, $2.50; 3, $3.00; 8, $3.85; 13, 26-in., $8.50; 28-in., $3.75; 30-in., $3.75. No. 15, 26-in., $4.25; 28-in., $4.50; 30-in., $4.50. No. 30, $3.75; 35, $3.25; 45½, $5.25. No. 93, 26-in., $5.00; 28-in., $5.25; 30-in., $5.50. No. 95, $8.25; 96, $10.00; 102, 80c; 104, $1.15.
Pocket, Stanley—No. 31, 2½-inch, 55c each; 3-inch, 65c; 3½-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, $2.25.
Extra Level Glasses—No. 1, 1¼ to 2-inch, 15c each; 2½-inch, 15c; 3½-inch, 20c. No. 361, 40c. No. 362, 75c. No. 371, $1.65.

POKERS, STOVE—No. 100, Straight, 20-inch, 25c; 105, Bent, 20-inch, 25c.

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., $1.00.

POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., $1.00.
Calol, ½ pt., 30c each; 1 pint, 45c; 1 quart, 65c; ½ gallon, $1.15; 1 gallon, $2.00; 5 gallons, $7.50.
Liquid Veneer, 4 ounce, 30c each; 12 ounce, 60c; 1 quart, $1.25.
O-Cedar—4 ounce, 25c each; 12 ounce, 50c; quart, $1.00; ½ gallon, $2.00; gallon, $3.00.
Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c; 2 pounds, $1.70; 5 pounds, $3.00.
METAL—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart, $1.25.
SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P. Satinola, 15c.
STOVE—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 25c; 10 E. Enameline, 15c.
Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 25c; 20, Black Silk, $1.75; 01, Black Eagle, 45c; 95 Black Eagle, $2.00; 4 E, Enameline, 15c; 6 E, Enameline, 15c; 75 Black Jack, 25c; 1, Rising Sun, 10c.

POTS—Fire—

Gasoline, O & L.		Tin	
20	12.00	4 Quart	.70
21	15.25	6 Quart	.90
71	19.50	8 Quart	1.15
72	18.00	10 Quart	1.40
5	18.00	Glue—	
1	19.50	000, ¾-pt.	1.25
Watering Galvanized		00, 1-pt.	1.35
4 Quart	.95	0, 1¼-pt.	1.50
6 Quart	1.15	1, 1½-pt.	1.75
8 Quart	1.35	2, 2-pt.	2.00
10 Quart	1.55	Melting—	
12 Quart	1.75	5-in.	.85
16 Quart	2.25	6-in.	1.25

PULLERS—Nail—Rex, $1.65 each; Rex, Jr., $1.35; Red Devil, $2.50; Morrill's, $4.25; Little Giant, $2.25.

PULLEYS—Brass Screw, No. 850, ½-inch, 15c each; ⅝, 20c; ¾, 25c; 1, 30c; 1¼, 35c; 1½, 40c. No. 370, ⅝-inch, 35c each; 1, 40c.

PULLEYS—Brass Screw, No. 35, ½-inch, 15c each; ⅝, 20c; ¾, 25c; 1, 30c; 1¼, 35c; 1½, 40c. No. 37, ⅝-inch, 35c
Clothes Line—No. 30, 3½-inch, 45c; No. 60, 6-inch, 70c; No. 64, 20c; No. 65, 2½-inch, 20c; No. 67, 25c; No. 160, 2-inch, 25c; No. 6500, 5½-inch, 55c; No. 6500G, 5½-inch, 65c.
Hay Fork—No. 566, for rope, $1.00; No. 1651, for wire rope, $3.50.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, $1.00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, $4.00; 2, $4.50; 3, $5.20; 4, $5.00.

PUTTY—Per lb., 15c.

RAKES, GARDEN—Malleable, 12-tooth, 70c each; 14-tooth, 80c. Steel Straight, 12-tooth, $1.10; 14-tooth, $1.25. Steel Row, 11 and 12-tooth, $1.35; 13 and 14-tooth, $1.45; 15 and 16-tooth, $1.60. Lawn, 85c.

RASPS—Plain Horse Rasps—14-in., each $1.00; 16-in., $1.25; 18-in., $1.60.
Flanged Horse Rasps—14-in., each $1.25; 16-in., $1.50; 18-in., $2.00.
Half Round Cabinet—10-in., each $1.25; 12-in., $1.50; 14-in., $2.00; 16-in., $2.50; 18-in., $3.00.
Half Round Wood—10-in., each $1.00; 12-in., $1.25; 14-in., $1.65; 16-in., $2.25; 18-in., $2.90.
Flat Wood—10-in., each 95c; 12-in., $1.25; 14-in., $1.50; 16-in., $2.00; 18-in., $2.60.

RAZORS (SAFETY)—Eveready—

No.		No.	
700, each	1.00	706 B, 6 Blades, Pkg.	.40
2, each	3.00	706 B, 12 Blades, Pkg.	.65
Gem			
800, each	1.00	800 B, 7 Blades, Pkg.	.50
Enders			
900, each	1.00	900 B, 5 Blades, Pkg.	.35

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RETAIL SELLING PRICES—Continued.

RAZORS, SAFETY—Continued—

Durham Domino			
1, each	1.00	3 Blades, Pkg.	.35
2, each	2.00	5 Blades, Pkg.	.50

Gillette			
Old Type—		New Type —	
Brownie	1.00	New Standard, Bostonian,	
Pioneer	2.50	Richwood, Big Fellow—	
Pocket	3.00	Each	5.00
Blades—		Gold Plated	6.00
6 Blades, ½ pkg.	.50	Traveler	7.50
12 Blades, Pkg.	1.00		

AutoStrop			
1, 7, 8, set	5.00	254S, set	5.00
15, set	6.50	600 B, Blades, pkg.	1.00
25, set	8.50	600½ B Blades, pkg.	.50
251, set	5.00		

REELS—Hose—No. 1 Wire, $1.65 each; No. 1, Wood, $3.25.

REVOLVERS—

	Each
Colts, Model	
Pocket Positive	30.00
Police Positive Spec.	32.50
Police Positive Tgt.	35.25
Army Special	34.00
New Service	38.00
Single Action	36.75
Harrington & Richardson	
203, 223	11.50
203 B, 223 B	12.00
204, 224	12.00
204 B, 224 B	12.50
263, 273	12.50
263 B, 273 B	12.75
264, 274	12.75
264 B, 274 B	13.00
Iver Johnson—	
300, 303, 323	14.50
300 B, 303 B	14.50
304	15.00

RIFLES—No. and Model—

	Each
Daisy Air—	
25	5.25
40	5.25
3	3.15
80	2.95
11	2.35
12	2.00
King Air—	
4	2.95
5	3.15
21	2.00
22	2.35
304 B	17.25
323 B	17.00
324	17.00
324 B	17.25
343, 353	17.75
343 B, 353 B	18.00
344, 354	18.00
344 B, 354 B	18.50
364 B	19.25
365 B	19.50
Smith & Wesson—	
1905 Military Police	34.50
Regulation Police	32.50
1903 Hand Ejector	30.50
38 S. & W. Perfected	30.50
1908 Military	35.00
1911 Target	35.00
New Departure 38	30.50
Marlin—	Each
20 TD—Octagon Brl.	18.50
27 TD—Round Brl.	21.80
TD—Octagon Barrel	24.55
29 TD—Round Brl.	15.60
1897 TD—Round Brl.	22.75
TD—Octagon Barrel	24.80
Remington—	
4 TD—Octagon Brl.	15.54
6 TD—Round Brl.	10.46
8 A TD—Round Brl.	73.27
12 TD—Round Brl.	28.48
TD—Octagon Brl.	31.95
14 A TD—Standard	58.36
TD—Carbine	57.25
16 A TD—Standard	44.61
Savage—	
1899 250-3000	60.00
1899 TD, Feath'wt.	55.00
1899 SF	48.00
1904 TD, Single shot.	9.75
1914 TD, Hammerless.	28.50
Stevens—	
Little Scout	7.50
Crack Shot	9.50
Marksman	11.00
Favorite	13.00
70 TD, 22	19.00
1919, .22	26.75
Winchester—	
86 TD, .33, Rd. Brl.	66.00
90 TD, .22, Oct. Brl.	31.50
Cal. 25-20, 32, 38, 44—	
92 SF Rd. Bbl.	27.25
92 SF, Oct. Bbl.	39.50
92 SF, Carbine, Rd.	33.75
92 TD, Rd. Bbl.	52.00
92 TD, Oct. Bbl.	54.25
Cal. 32-40, 38-55—	
894 SF, Rd Bbl.	38.00
894 SF, Oct. Bbl.	41.00
894 SF, Carbine, Rd.	35.25
894 TD, Rd. Bbl.	52.75
894 TD, Oct. Bbl.	55.50
894 SF, Rd. Bbl.	40.25
894 SF, Carbine, Rd.	37.25
894 TD, Rd Bbl.	54.75
894 TD, Oct. Bbl.	57.75
30 Army, .303 British, 80 Govt. '06, 35, 405—	
895 SF, Rd. Bbl.	53.25
895 SF, Carbine, Rd.	53.25
895 SF, Musket, Rd.	57.50
895 TD, Rd. Bbl.	67.25
902 SS, 22, Rd. Bbl.	10.50
903, 22, Rd. Bbl.	45.00
904 SS, 22, Rd. Bbl.	12.75
905, 35, Rd. Bbl.	50.50
906, 22, Rd. Bbl.	28.75
906, Expert, 22, Rd.	32.25
907, 351, Rd. Bbl.	61.75
910, 401, Rd. Bbl.	61.75
52, Bolt Act., 22, Rd.	70.00
87, SS, Mskt., 22, Rd.	58.75

Prices are those suggested by the manufacturer and include Government Excise Tax paid by the manufacturer.

RIVETS—Slotted Clinch, Coppered Steel—No. 50's, 15c box.; 100's, 10c box.

Copper—With Burrs—						
Size.		½ Lbs.	Lbs.	Size.	½ Lbs.	Lbs.
7—St'r Lgths.		.80	.55	7—Asst.	.30	.55
8	"	.30	.55	8 "	.30	.55
9	"	.30	.55	9 "	.30	.55
10	"	.30	.55	10 "	.30	.55
12	"	.30	.55	12 "	.30	.55

Copper Iron, with Burrs—08 Asst., 20c, ½ lb. box; 010, 25c.

RIVETS—Tinners—Black, in bulk, all sizes, 20c per lb.; Tinned, in bulk, 30c; Tinned, in papers, 8 oz., 30c; 12 oz., 40c; 14 oz., 45c; 1 lb., 45c; 1½ lb., 60c; 2 lb., 75c; 2½ lb. 90c; 3½ lb., $1.15; 4 lb., $1.30; 5 lb., $1.50; 6 lb., $1.75; 7 lb., $2.00; 8 lb., $2.25; 10 lb., $2.75; 12 lb., $3.25; 14 lb., $3.75.

Tubular Harness—50S, per box, 20c; 100S, 35c.

RODS, CURTAIN—No. 3, ¼-in. Steel, Brass Covered, 6c per foot; ⅜-in., Steel, Brass Plated, 8c; No. 8881, 20c each; No. 8931, 20c; No. 8962, 10c; No. 8968, 20c; No. 9044 25c; No. 9080, 20c; No. 9088, 54-inch, 25c; 78-inch, 35c; No. 9152, 25c; No. 9163, 54-inch, 30c; 72-inch, 50c.

ROOFING—(See Paper).

ROPE— Cotton—	3-16	¼	⅜	½	⅝	¾	⅞	1
Ft. per lb.	66	45	20	12	8	6	4½	3
Cents per ft.	1	1½	3	5	8	10	17	52
Manila—	3-16	¼	⅜	½	⅝	¾	⅞	1
Ft. per lb.	70	40	24	14	8	6.8	4.9	3.6
Cents per ft.	½	¾	1¼	2	3¼	3½	5	7
Sisal—								
Ft per lb.	70	40	24	14	8	6.8	4.9	3.6
Cents per ft.	⅜	½	1	1½	3	3½	5	6½
Galv. Wire—								
Cents per ft.	1¾	2½	4¾	7¼	...	...	...	...
Thimbles	5	7½	10	15	15	20	25	
Clips, Galv.	7½	10	15	20	25	35	40	
Clips, Jap'd	6	7½	10	15	20	25	30	

RULES—Boxwood—Lufkin, Stanley—No. 171 (36), 60c each; 372 (36½), 85c; 386 (32), 90c; 388 (32½), $1.25; 465 (69), 20c; 651 (68), 25c; 702 (18), 45c; 751 (61), 35c; 761 (63), 45c; 762 B (7), $1.25; 771 (84), 75c; 780 (62½), 95c; 781 (62), 95c; 861A (53½), 95c; 862C (83½), $1.50; 871 (52), 85c; 881 (54), $1.00; 3851 (66½), 70; 3861 (66¾), 80c; 3881 66¾), $1.75; 4883 (94), $3.00.

Rules, Steel—No. 17, Blacksmiths', 90c each; 041, Pocket, 25c; 1131, 1141, Zig-zag, 65c; 1132, 1142, Zig-zag $1.25; 1143. Zig-zag, $1.85.

Rules, ZIG-ZAG—Lufkin, Stanley—No. 204, 75c each; 206, 95c; 804F, 35c; 806F, 55c; 8513 (03), 30c; 8514 (04), 35c; 8515 (05), 45c; 8516 (06), 60c; 8518 (08), 75c; 8523 (403F), 25c; 8524 (404F), 40c; 8525 (405F), 45c; 8526 (406F), 55c; 8613 (103), 80c; 8614 (104), 40c; 8615 (105), 50c; 8616 (106), 60c; 8624 (854F), 40c; 8626 (856F), 60c.

SAWS—One Man—Cross-cut—	Disston		Chinook	Royal Chinook
3½ ft.	4.75	5 ft.	8.25	.....
4 ft.	5.25	5½ ft.	8.50	.....
4½ ft.	6.00	6 ft.	9.25	11.50
5 ft.	6.75	6½ ft.	10.50	13.00
5½ ft.	7.00	7 ft.	11.50	14.00
		7½ ft.	12.50	15.25

Atkins Crosscut Nos. 51, 52, 545, and Simonds Falling, same price as Royal Chinook.

SAWS—Hand—			
4, 5, Simonds 12 Disston or 69 Atkins		No. 10 Simonds or 7 Disston	
18 inch	2.95	18 inch	2.10
20 inch	3.20	20 inch	2.25
22 inch	3.50	22 inch	2.50
24 inch	3.80	24 inch	2.60
26 inch	4.10	26 inch	2.75
28 inch	4.45	28 inch	3.25
No 7, 7½, 8, 9 Simonds. D8 Disston or 51 Atkins		No. 120 Disston or 4 Simonds	
18 inch	2.35	26 inch	6.20
20 inch	2.60	28 inch	6.60
22 inch	2.80	No. 112 Disston	
24 inch	3.00	26 inch	5.25
26 inch	3.15	28 inch	5.60
28 inch	3.60	No. D 100 or No. D 20 Disston	
		26 inch	4.35
		28 inch	4.85

SAWS—	10-in.	12-in.	14-in.	16-in.
Back, No. 4	2.25	2.50	3.00	3.25
Compass, No. 2	.75	.75	.80	.85
Compass, No. 30	.45	.45	.45	.45
Kitchen, No. 0	...	.70	.75	.80

Butcher—	18-in.	20-in.	22-in.	24-in.	26-in.
No. 5	3.50	3.50	3.75	3.75	4.00
No. 7	2.50	2.75	2.75	3.00	....
No. 70	1.75	1.85	2.00	2.10	....
Panel—					
No. 7	2.00	2.25	2.50	2.75	....
No. 8	....	2.50	2.75	3.00	....
No. 12	3.00	3.25	3.50	3.75	....
No. 091	.95	1.00	1.10	1.25	....
Plymouth	2.25	2.35	2.50	....	....

BUCK—No. 40, $2.00; No. 302, $1.75; No. 617. $1.85; No. 618, $1.85; No. 623, $2.00; No. 677, $2.65.

Blades—No. 4, 4B, 66, 75c; No. 77, $1.25. Rods, 20c.

Coping—No. 100, 30c; No. 110, 45c.

Keyhole—No. 5, 45c; No. 95, 75c.

Pruning—Disston No. 4, 16-in., $1.75; 18-in., $1.85; No. 50, 12-in., $1.15; 14-in., $1.25; No. 11, $2.35.

SAW CLAMPS—No. 3, $2.50; 0, $1.35. Perfection, No. 1W, $2.50; No. 3W, $3.25; No. 2W, $3.50; No. 11, with Guide, $3.25; Bishop's No. 750, 85c; Stearns' No. 105, $2.75; No. 200, $1.75; N33, $2.25; No. 3, Disston, $4.50.

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RETAIL SELLING PRICES—Continued.

SAW SETS—

201 G & P	1.50
Spec. Morrill	2.00
105 Morrill	.60
1 Morrill	2.00
10	1.20
77	1.00

SAW TOOLS—

Clipper Outfit	.75

Morrill's Raker Gauge—

No. 1	1.50
No. 6	2.25
No. 9	2.50
Atkins Raker Swage	.45
5-M Tooth Gauge	.25
Jointers Pikes Perf	.75
Jointers No. 7 Sterns	.70

X CUT—

Morrill No. 8	1.80
Baker No. 8	2.35
Colonial	1.40
7 Taintor	2.00
28 Triumph	1.65
Hammer	.85
Lever	.25
Morin No. 2	4.75
Morin No. 2½	6.00
Morin No. 3	2.00

Setting Tool Disston—

No. 100	.80

No. 4 Setting Blocks—

No. 4 Blocks, Morin	1.85
Swages No. 0 Disst	4.75
Swages, Whitings	1.00
Atkins, Rex	1.00
Atkins, Excelsior	.85

SCALES—Family, testing without scoop, $3.00; with scoop, $3.75; Peddlers' glass sash, $5.25; glass sash with chains, $5.75; brass dial, $6.75; brass dial with chains, $7.00.

Spring Balance, No. 50, 20c each; 51, 40c; 84, $1.25; 86, $3.75; 87, $7.00.

SCISSORS—Cast—No. 10, 60c each; No. 44, 7½ inch, 60c; 8½ inch, 65c; 240, 4 inch, 25c; 4½ inch, 30c; 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; 320, 85c; 350, 75c.

Wiss—No. 14 B H, $1.45 each; 54½, 95c; 55, $1.00; 55½, $1.05; 56, $1.10; 56½, $1.15; 57, $1.20; 154½, $1.15; 155, $1.20; 155½, $1.25; 156, $1.30; 156½, $1.35; 157, $1.45; 364, $1.20; 364½, $1.25; 365, $1.30; 366, $1.45; 463, $1.05; 463½, $1.10; 464, $1.15; 573, $1.45; 573¾, $1.60; 574¼, $1.70; 663, $1.45; 663½, $1.60; 664, $1.70; 763, $1.05; 763½, $1.10; 764, $1.15; 764½, $1.20; 765, $1.25; 765½, $1.30; 766, $1.35; 773, $1.15; 773½, $1.20; 774, $1.25; 814, $1.25; 814½, $1.30; 815, $1.35; 815½, $1.40; 816, $1.50.

SCOOPS—Common Hollow Back—Black—No. 2, $2.15 each; 3, $2.25; 4, $2.35; 5, $2.45; 6, $2.55; 7, $2.65; 8, $2.75; 9, $2.85; 10, $3.00.

SCREENS—Adjustable—Window—Wabash, Wood Frame, 15x33, 80c; 18x33, 90c; 24x33, $1.15; 30x33, $1.45; 24x37, $1.25; 28x37, $1.50.

Sherwood Steel Frame—18x33, $1.20; 24x33, $1.35; 24x37, $1.50; 30x37, $1.75.

SCREWS—

Machine—Brass, Flat or Round Head—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Size—	⅜-in.	½-in.	⅝-in.	¾-in.	1-in.
2	.20	.25	.30	.35	...
4	.25	.30	.35	.40	.45
6	.30	.35	.40	.45	.55
8	.50	.55	.60	.70	.80
10	.70	.75	.90	1.00	1.25
12	.90	1.00	1.15	1.25	1.50
14	1.15	1.30	1.50	1.70	2.00
16	1.75	1.95	2.10	2.30	2.65
18	2.20	2.50	2.75	2.95	3.45
20	2.75	3.00	3.30	3.60	4.20

Size.	1¼-in.	1½-in.	1¾-in.	2-in.
4	.50	.70	...	....
6	.75	.90	1.15	1.40
8	.95	1.15	1.40	1.65
10	1.40	1.60	1.85	2.10
12	1.75	1.95	2.25	2.55
14	2.25	2.50	2.80	3.10
16	3.00	3.30	3.75	4.20
18	3.80	4.15	4.65	5.15
20	4.80	5.40	6.00	6.60

Iron—Flat or Round Head—

Size.	⅜-in	½-in.	⅝-in.	¾-in.	1-in.
2	.20	.20	.20	.20	...
4	.20	.20	.20	.20	.25
6	.20	.20	.25	.25	.30
8	.25	.25	.30	.30	.35
10	.35	.35	.40	.45	.50
12	.40	.45	.45	.50	.55
14	.50	.50	.55	.55	.65
16	...	.65	.65	.70	.80
18	...	...	.90	.95	1.05
20	...	...	...	1.15	1.25

Size.	1¼-in.	1½-in.	1¾-in.	2-in.
4	.30	.35	...	...
6	.35	.40	.50	.60
8	.40	.45	.55	.65
10	.60	.70	.80	.90
12	.65	.75	.85	.95
14	.75	.85	.95	1.15
16	.90	1.10	1.30	1.55
18	1.25	1.50	1.70	1.90
20	1.50	1.70	1.90	2.10

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

CAP—U. S. S. Thread—Iron—

Length	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.25	.25	.30	.35	.45
⅞	.25	.25	.30	.35	.45
1	.25	.25	.30	.40	.45
1¼	.25	.30	.30	.35	.45
1½	.30	.30	.30	.35	.50
1¾	.30	.30	.35	.40	.50
2	.30	.35	.40	.50	.60
2¼	.35	.40	.40	.55	.65
2½	.40	.45	.45	.55	.70
3	.45	.50	.55	.60	.80
3½	...	...	...	.70	.90
4	...	...	...	.80	1.00

Length	⅝-in.	¾-in.	⅞-in.	1
1	.70	.90	1.30	....
1¼	.70	.90	1.30	....
1½	.75	.95	1.80	...
1¾	.80	1.00	1.45	1.65
2	.85	1.10	1.55	1.80
2¼	.90	1.20	1.65	1.95
2½	.95	1.25	1.70	2.10
3	1.10	1.45	1.90	2.45
3½	1.25	1.70	2.15	2.75
4	1.45	1.95	2.40	3.10

CAP—S. A. E. Thread, Steel—

Length	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
¾	.25	.30	.35	...	...
⅞	.30	.30	.35	.50	.55
1	.30	.35	.40	.50	.55
1¼	.30	.35	.40	.55	.60
1½	.35	.40	.40	.60	.65
1¾	.35	.40	.45	.65	.70
2	.40	.45	.50	.70	.75
2¼	.45	.50	.50	.75	.80
2½	.50	.55	.55	.80	.85
2¾	.55	.60	.60	.85	.90
3	.60	.65	.65	.90	.95
3½	.65	.70	.80	1.00	1.10
4	.70	.80	.90	1.10	1.25

Length	9-16-in.	⅝-in.	¾-in.
1	.85	....	....
1¼	.90	....	....
1½	.95	1.10	1.25
1¾	.95	1.15	1.30
2	1.00	1.25	1.40
2¼	1.15	1.30	1.50
2½	1.25	1.40	1.60
2¾	1.30	1.50	1.75
3	1.40	1.60	1.85
3½	1.60	1.90	2.15
4	1.80	2.10	2.45

SET—Square Head, V or U. S. S. Thread—

Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.

Length	¼-in.	5-16-in.	⅜-in.	7-16-in.	½-in.
½	.15	.15	.20	.25	.25
¾	.15	.15	.20	.25	.25
⅞	.15	.20	.20	.25	.25
1	.15	.20	.20	.25	.30
1¼	.20	.20	.20	.25	.30
1½	.20	.20	.25	.30	.35
1¾	.20	.25	.25	.35	.40
2	.20	.25	.30	.40	.45
2¼	.25	.30	.35	.45	.50
2½	.30	.35	.40	.50	.55
3	.35	.40	.45	.60	.65
3½	...	...	...	.65	.80
4	...	...	...	.70	.90

Length	⅝-in.	¾-in.	⅞-in.	1-in.
¾	.35	...	....	....
⅞	.40	...	....	....
1	.45	.70	....	....
1¼	.50	.80	1.15	...
1½	.55	.85	1.20	1.60
1¾	.60	.95	1.30	1.75
2	.65	1.00	1.40	1.90
2¼	.70	1.05	1.50	2.00
2½	.75	1.10	1.60	2.20
3	.90	1.25	1.80	2.45
3½	.95	1.40	2.00	2.75
4	1.10	1.60	2.25	3.00

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full packages price shown.

WOOD—Steel, Flat or Round Head—

Size.	¼-in.	⅜-in.	½-in.	⅝-in.	¾-in.	⅞-in.	1-in.
0 to 2	.25	.25	...	...	...	...	...
3	.25	.25	.25	.25	.25	.30	.30
4	.25	.25	.25	.25	.30	.30	.30
5	...	.25	.30	.30	.30	.30	.30
6	...	.30	.30	.30	.30	.35	.35
7	...	.30	.30	.30	.35	.35	.35
8	...	.30	.35	.35	.35	.35	.40
9	...	.35	.35	.35	.35	.40	.40
10	...	...	.40	.40	.40	.40	.40
11	...	...	.40	.40	.40	.45	.45
12	...	...	.45	.45	.45	.45	.50
13	...	...	...	.45	.50	.50	.55
14	...	...	...	.45	.55	.55	.60
15	...	...	...	...	.60	.60	.70
16	...	...	...	...	.65	.70	.90
17	...	...	...	...	...	...	.95
18	...	...	...	...	...	...	1.00
20	...	...	...	...	...	...	1.25

Size	1¼-in.	1½-in.	1¾-in.	2-in.	2¼-in.	2½-in.	3-in.
3	.30	.35	...	...	...	...	...
4	.35	.40	...	...	...	...	...

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RETAIL SELLING PRICES—Continued

WOOD SCREWS—Continued—

5.....	.35	.40	.45	.50	.55	.70	...
6.....	.40	.40	.50	.55	.60	.70	1.05
7.....	.40	.45	.50	.55	.60	.75	1.05
8.....	.40	.45	.55	.60	.65	.80	1.10
9.....	.45	.50	.55	.60	.65	.80	1.15
10.....	.50	.50	.60	.65	.70	.85	1.15
11.....	.50	.55	.60	.65	.75	.90	1.15
12.....	.55	.60	.65	.70	.80	.95	1.15
13.....	.60	.65	.70	.80	.85	.95	1.20
14.....	.65	.70	.80	.85	.95	1.00	1.25
15.....	.75	.80	.95	.95	1.10	1.15	1.35
16.....	.90	1.00	1.05	1.10	1.25	1.30	1.50
17.....	.90	1.15	1.25	1.20	1.35	1.50	1.70
18.....	1.15	1.35	1.40	1.50	1.60	1.65	1.95
20.....	1.40	1.50	1.60	1.70	1.85	2.05	2.25

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head Bright.

SAFETY SET—(Bristo)—
¼-inch, 10c each; 5-16, 10c; ⅜, 10c; 7-16, 10c; ½, 12½c; ⅝, 15c; ¾, 20c; ⅞, 25c; 1-inch, 85c.

SCREWS—Lag—Gimlet Point, Square Head—30% below.

	¼, 5-16-in.		⅜-in.		½-in.		⅝-in.		¾-in.	
	10	100	10	100	10	100	10	100	10	100
1 ..	.25	1.90	....	....	....	....	....	....	....	....
1¼ ..	.25	1.90	....	....	....	....	....	....	....	....
1½ ..	.25	1.90	.30	2.30	....	....	....	....	....	....
1¾ ..	.25	2.10	.30	2.50	....	....	....	....	....	....
2 ..	.25	2.10	.30	2.55	.45	3.50	.60	5.00	....	....
2½ ..	.25	2.25	.35	2.75	.45	3.80	.65	5.50	....	....
3 ..	.30	2.40	.35	3.00	.50	4.10	.70	5.95	1.00	8.40
3½ ..	.30	2.60	.40	3.20	.55	4.45	.75	6.40	1.10	9.00
4 ..	.35	2.75	.40	3.40	.55	4.75	.80	6.80	1.15	9.60
4½ ..	.35	2.95	.45	3.65	.60	5.00	.85	7.25	1.25	10.20
5 ..	.40	3.10	.45	3.85	.65	5.35	.90	7.65	1.30	10.80
5½ ..	.40	3.25	.50	4.05	.70	5.65	1.00	8.10	1.40	11.40
6 ..	.40	3.45	.50	4.30	.75	5.95	1.05	8.50	1.45	12.00
6½ ..	...	....	.55	4.50	.75	6.25	1.10	8.95	1.55	12.60
7 ..	...	....	.55	4.70	.80	6.55	1.15	9.35	1.60	13.20
7½ ..	...	....	.60	4.95	.80	1.65	1.20	9.80	1.65	13.80
8 ..	...	....	.65	5.20	.85	7.20	1.25	10.20	1.70	14.35
9 ..	...	....	...	....	.95	7.80	1.35	11.05	1.85	15.55
10 ..	...	....	...	....	1.00	8.40	1.45	11.90	2.00	16.75
12 ..	...	....	...	....	1.15	9.60	1.65	13.60	2.30	19.15

SCREW DRIVERS—Machinists', No. 51, 50c each; 51½, 85c; 52, 85c; 52½, $1.25; 53, $1.15; 53½, $1.65; 54, $2.65; gauge, 15c; 10c full sheet.
Yankee Ratchet—No. 11, 2-inch, 75c each; 3, 95c; 4, $1.00; 5, $1.15; 6, $1.25; 8, $1.50; 10, $1.75; 12, $1.15; 15, 2-inch, 85c; 3, 90c; 4, 95c; 5, $1.00. No. 30, $3.50; 34, $4.75; 35, $2.65; 60, $1.15; 130, $4.00.

SCREW DRIVERS—G. & P. — 1¾, 40c; 3, 40c; 4, 50c.

SCYTHES—Bush—

No.	Each.
400	2.50
450	2.35
Weed—	
300	2.50
350	2.35

Grass—

No.	Each.
200	2.50
250	2.35
100	2.50
150	2.35

SHEARS—Bench—P. S. & W.—No. 4, $15.00; No. 5, $13.00; No. 6, $11.00.

SHEETS, IRON—Galvanized—10 to 16, 11½c; 18 to 24, 12c; 26 to 27, 12½c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., $8.25; Galv., 26, $12.00; 28, $10.50, Rockface Siding, $11.50.

SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 12c; 9c full sheet.
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 14c; 11c full sheet.

SHIELDS—Lag Screw — Expansion — SEBCO—Per hundred list.

3-16 inch	18.00	½	38.00
¼	15.00	⅝	45.00
5-16	18.00	¾	65.00
⅜	25.00	⅞	95.00
7-16	32.00	1	110.00

SHINGLES—Tin, 5x7, $8.00; 7x10, $6.00.

SHOT—Air Rifle, bulk, 20c lb.; 4 and 5-oz. tubes, 10c tube. Balls, Nos. 0, 00, 000, 20c lb. Buck Nos. 1, 2, 3, 20c lb. Drop, Nos. 1 to 12, B, BB, BBB, 20c lb. Chilled, 3 to 9, 20c.

SHOTGUNS—Note: E signifies Automatic Ejector; NE, signifies Non-Ejector; SF signifies Solid Frame; TD signifies Take-Down.
American Double Barrel—Hammer, $28.00; Hammerless, $34.00.
Fox, Double Barrel—Grade A—NE, $68.50; E, $82.00. Grade C—E, $108.00. Sterlingworth—NE, $55.00; E, $67.50. Trap—E, $160.00.
Ithaca Double Barrel—Grade 1—NE, $59.00; E, $70.00. Field—NE, $48.00; E, $65.00.
Iver Johnson, Single Barrel—Champion—NE, $13.00; E, $14.00. E, Rib, $16.00.
L. C. Smith, Double Barrel—Field—NE, $54.60; E, $67.50. Fulton—NE, 42.50. Ideal—NE, $67.50; E, $80.00.
Stevens, Single Barrel—105, $13.00; 107, $14.00; 181, $22.50.
Stevens, Double Barrel—215, $27.25; 235, $32.00; 315, $33.00; 335, $37.00; 345, $42.00; 520, $56.00.
Remington, Repeating—10A, $60.92; 10AR, $72.25; 10C, $83.25; 10CR, $94.58; 11A, $75.50; 11AR, $86.83; 11C, $92.03; 11CR, $103.36; 17A, $60.90.
Winchester—

97 SF, 12 Ga., Stand.	49.00
97 TD, 12 Ga., Std..	53.25
97 TD, 12, Tourn...	84.00
97 TD, 12, Trap....	105.00
97 TD, 12, Pigeon...	199.50
11 TD, 12, Stand....	65.75
11 TD, 12, Trap....	122 50
11 TD, 12, Pigeon...	266.00
12 TD, 12, 16, 20 St.	61.50
12 TD, 12, 16, 20 Tu.	90.75
12 TD, 12 16 20 Tp.	111.00
12 TD, 12 16 20, Pg.	212.00

Prices are those suggested by the manufacturer and include Government Excise Tax paid by the manufacturer.

SHOVELS—D or Long Handle, Round or Square Point—Plain Back Black—4th Grade, $1.65 each; Carter's, $2.00; Ames, $2.35.
Plain Black Polished—4th Grade, $1.65 each; Carter's, $2.15; Ames, $2.50.
Riveted Strap Back Black—Ames, $2.25 each.
Riveted Strap Back Polished—4th Grade, $1.65 each; Ames, $2.35.
Solid Socket—Maynard—Black, $2.50 each; Polished, $2.65.
Fire, Sheet Steel—Jumbo, 35c each; 54, Japanned, 20c; 56, Japanned, 25c; 280, Galvanized, 20c.
Special—Northwest—Pacific, $2.00 each; Occident, $2.35. Maynard Patr., $2.60; Genuine Mayn, $2.75; Chester, $2.00.

SLEDS—Hand and Coaster—

Flexible Flyer—	
No. 1	4.25
No. 2	5.00
No. 3	6.50
No. 4	7.00
No. 5	9.50
Jr. Racer	5.50
Racer	6.75
Fire Fly—	
No. 9	2.75
No. 10	3.25
No. 11	4.00
No. 12	4.50
Racer	4.75

SMOOTH-ON—75c lb.

SOLDER—⅛ and ¼, 45c lb.; No. 1, 90-100, 45c; Wiping, 40-60, 50c; Wire, 50-50, 45c; Electrical Wire, 40-60, 55c.

SPARKERS—Red Seal—No. A141, $3.00; A152, $3.65; A162, $4.35.

SPORTING AND ATHLETIC GOODS

(Prices supplied by courtesy Wright & Ditson Victor Co.)

BASEBALL GOODS—
Major League Baseballs, $2.00; Junior League Baseballs, $1.50; Special League Baseballs, $1.75; Lowest Quality, 15c.
Major League Catchers' Mitts, highest quality, $16.50; lowest quality, $1.00.
Major League Basemen's Mitts, highest quality, $10.00; lowest quality, $1.00.
Major League Fielders' Gloves, highest quality, $10.00; lowest quality, 75c.
Player's Model Bats, $2.50; lowest quality, 25c.
Chest Protectors, $10.00.
Jack Straps, 50c.

TENNIS GOODS—
Tennis Racket, highest quality, $15.00; lowest quality, $3.00.
Championship Tennis Balls, 60c; Practice Tennis Balls, 25c.
Tennis Net, highest quality, $25.00; lowest quality, $4.00.
Tennis Reels, $1.50.
Racket Cases, Canvas, $1.50; Felt, $1.00. Racket Press, $1.25.
Racket Restringing, English Gut, $5.00; American Gut, $4.00; Japanese Gut, $2.25.

GOLF GOODS—
Golf Balls, highest quality, High Power, $1.00; Medium Power, 75c; lowest quality, 65c.
Golf Clubs, Standard Woods, $6.00; Standard Irons, $5.00.

TRACK AND FOOTBALL—
Javelins, Official, $9.00.
Discus, Official, $14.00.
Vaulting Poles, 16-foot, $15.00; 14-foot, 15.00; 12-foot, $12.00.
American Football, Official, $10.00; lowest quality, $2.00.
Soccer Football, Official, $12.00; lowest quality, $3.50.
Athletic Jerseys, $4.00.
Running Shirts, 50c.
Running Pants, 75c.

GYMNASIUM AND PLAYGROUND—
Basket Balls, Official Indoor, $15.00; lowest quality, $4.50. Official Outdoor, $13.50.
Play Ground Balls, 12-inch Outseam, $2.00; 14-inch Outseam, $2.25; 12-inch Regular Seam, $1.75; 14-inch Regular Seam, $2.00; Children's, 25c.
Play Ground Ball Bats, $1.00.
Hand Balls, 1¾-inch, 40c; 2¼-inch, 50c.
Volley Balls, Official, $7.50; lowest quality, $4.00.
Boxing Gloves, 10-oz. best, $17.00; 8-oz. best, $14.00; 6-oz. best, $10.00.
Striking Bags, best, $10.00; lowest quality, $3.50.

SPRAYERS—Myers' Bucket Pump, 8 lbs., $8.75 each; 6 lbs., $5.75. Hand—Faultless, 60c each; Misty, 70c; Knapsack—Kant Klog, $7.50; Perfection, $9.00; Utility, $7.25.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254 $8.00; Barnes, 276, $12.30; Little Giant, 827½, $7.25; Acme Pressure 345, $9.00; Defiance, No. 324, $10.00.

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RETAIL SELLING PRICES—Continued.

SPRINGS, DOOR—Perfect, No. 1, 10c each; 2, 10c; 3, 10c; 4, 10c; 6, 15c. Faultless, No. 168, 45c each. Victor, No. No. 160, 20c each; 161, 25c; 162, 35c; 164, 50c. Reliance, No. 270, 60c each. Warner's, No. 2, 25c each. Torrey, No. 2, 40c each.

SPRINKLERS, LAWN—
Perforated Tube, Dew Drop, 7 feet long, brass, $3.25 each; 8 feet, $3.65; 8 feet, galvanized, $2.85.
Pluvius—Revolving Brass Spoon, $1.15 each; Revolving Arms, 6-inch, $1.35; Revolving Arms, 11-inch, $2.50.
Ring—5¼-inch diameter, 75c each; 8¼-inch, $1.25.
Rose—3-inch perforated oblong plate spray, $1.00 each.

SPRINKLERS, LAWN—Continued—
Ross—Perforated oblong plate spray, 90c each.
Thompson's—Twin, 40c each; Fountain, 50c; Fan, 25c; Simplex Circle, 40c; Shower, 50c; Peerless, 55c.
Will's Galvanized Pipe—4 feet, $1.50 each; 6 feet, $2.25; 7 feet, $2.75; 8 feet, $3.00.

SQUARES—Steel—No. 3, $2.25 each; 14, $2.00; 100, $2.50.
Blued—No. 1, $3.00; 100, $3.25.
Take-Down Rafter—No. 100, Polished, $4.55; Nickeled, $5.00; Blued, $5.60.
Mitre—No. 1, 4-in., 65c; 6-in., 85c; 8-in., 95c; 10-in., $1.25. No. 2, 4½-in., 60c; 6-in., 80c; 7½-in., 85c; 9-in., $1.10; 12-in., $1.50.
N. P.—No. 3, $3.00; 12, $1.75.
Lufkin—No. 65, 9-in., $2.00; 12-in., $2.25.

	4	6	8	10	12
12	.55	.85	1.00	1.25	1.55
14	.80	.90	....	....	....
20	....	.85	1.15	1.35	1.65

STAPLES—Fence Wire—Polished, 10c lb.; galvanized, 10c. Poultry Wire, ¾-inch, 15c lb.

STONES—Corborundum—No. 76, 50c; 107, $2.00; 108, $2.25; 109, $1.75; 110, $2.00; 111 $1.35; 112, $1.00; 113, $1.00; 115, $1.75; 116, $1.75; 117, $1.75; 118, $1.50; 119, $1.50; 120, $1.50; 21, $1.25; 122, $1.25; 123, $1.25; 124, $1.00; 130, 75c; 131, 75c; 142, 75c; 143, 75c; 144, 75c; 45, 50c; 146, 50c; 147, 50c.
Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, $1.00; 25, 15c; 37, 25c; 40, 25c; 42, 85c; 48, 50c; 51, $1.00; 52, $1.25; 53, $1.50; 54, $1.00; 55, $1.25; 56, $1.50; 59, 15c; 60, $1.75; 62, $2.25; 66, $2.75; 68, 3.75; 78, 50c; 80, 60c; 86, 75c; 88, $1.00; 92, 50c; 94 60c.
Pike's Scythe—No. 89, 15c each; 40, 15c; 41, 15c; 42, 20c.

STRIP—Weather—Rubber, ½-inch, 5c ft.; ¾-inch 7c ft. Felt, ½-inch, 5c ft.; ¾-inch, 10c.

SWEEPERS, CARPET—Bissell's American Queen, $6.75; Club, $12.00; Elite, $7.50; Gold Medal, $6.25; Grand Rapids (Nic.), $6.00; Grand Rapids (Jap.), $5.50; Grand (Jap.), $7.50; Parlor Queen, $7.00; Princess, $6.25; Prize, $6.25; Universal (Nic.), $5.75; Universal (Jap.), $5.25.
Vacuum—Superba, $13.00; Grand Rapids, $11.00; House-hold, $9.00.
On account of the freight, retail prices 50 cents higher will prevail in the following Western and Southern States: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Tex., Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.

SWEEPERS, TOY—Little Daisy, 25c (30c in west and south); Little Queen, 50c.

TACKS—Bill Posters'—No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c.
Carpet—Cut, ¼-lb. papers—No. 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire, ¼-lb. papers—No. 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10 10c; 12, 10c. Wire in bulk—No. 3, 30c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c.
Gimp—⅛ lb. box, 2½, 10c; 3, 10c; 4, 10c. ¼ lb., 6, 10c; 8, 10c.
Upholsterers—Cut, ⅛ lb. papers—No. 1½, 10c box; 2, 10c; 3, 10c; 4, 10c. ¼-lb., 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. Cut, in bulk, No. 3, 30c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c; 12, 30c.
Double Pointed—Blued, ⅛ lb. papers, No. 9, 5c box; 10, 5c; 11, 5c; 12, 5c. Blued in bulk, No. 9, 30c lb.; 10, 30c; 12, 25c.

TAPES, MEASURING—(Lufkin)—(Starrett)—

Asses' Skin No.	Each
710	.50
713	.65
715	1.10
716	1.25
730	.65
733	1.10
735	1.40
736	1.65
Metallic	
500	2.75
503	4.00
505	4.85
506	6.35
Pocket	
148	.80
145	1.00
165	.20
3143	.50

Steel	
100	5.00
103	7.75
200	5.50
203	9.00
205	13.00
206	16.00
240	4.35
243	5.25
245	7.00
246	9.00
260	4.85
263	5.85
265	7.50
266	10.00
550	4.00
553	4.85
555	6.35
556	8.25
1240	4.00
1243C	5.00
1260	4.50
1263	5.65

Asses' Skin Case—25, 65c; 50, 85c; 75, $1.15 100, $1.35.

TAPE—Friction—½ lb., 50c; 2 oz., 15c; 1 oz., 10c.

THERMOS—See Bottles.

TIN— Bar and Pig, $1.20 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 17c; 20, 25c.
Painted 1 side, 1c foot extra; two sides, 2c.
Flashing IC, 1x1, $3.00 per 100 feet; ¾x1, $8.00.
Shingles—5x7, 35c dozen.
Valley—14-inch, 13c per foot, $11.50 per roll; 20-inch, 20c per foot, $18.00 per roll.

TIRES—

	Cord Tire	Gray Super Cord Tubes	Red Tubes	Brown Tubes
30x3	16.50	2.65	2.25	1.80
30x3½ (4 ply)	17.50	2.90	2.45	2.00
30x3½, 31x4, CL, 6 ply	26.50	3.60	2.95	2.65
32x3½	27.50	3.20	2.60	2.25
31x4 SS	30.50	3.60	2.95	2.65
32x4	31.50	3.90	3.25	2.75
33x4	32.50	4.05	3.35	2.85
34x4	33.50	4.20	3.45	3.05
32x4½	38.50	4.95	4.00	3.40
33x4½	40.00	5.10	4.10	3.60
34x4½	41.50	5.25	4.20	3.75
35x4½	43.00	5.40	4.30	3.85
36x4½	44.50	5.55	4.40	4.05
33x5	55.00	6.20	5.25	4.35
35x5	57.50	6.50	5.50	4.55
37x5	60.00	6.80	5.75	4.65

TOGGLE BOLTS—Sebco No. 1—Per hundred list.

Length—	—Diameter— ⅛-in.	3-16-in.	¼-in.
3-inch	6.00	8.00	12.50
3½-inch	6.25	8.00	9.00
4	6.75	8.50	13.80
5	7.50	9.25	14.30
6-inch	8.00	10.00	15.00

Sebco No. 5—With either round or flat head machine screws—

Length—	—Diameter— ⅛-in.	3-16-in.	¼-in.
3-inch	2.65	3.15	3.50
4-inch	2.97	3.50	3.85
5-inch	3.35	3.85	4.20
6-inch	3.67	4.20	4.55

TORCHES—Clayton & Lambert—Alcohol—No. 14, $3.75 each; No. 28, $5.75. Gasoline—No. 31, $11.00 each; 37, $9.75; 38, $10.25; 47, $12.75; 48, $13.25; 108, $11.00; 112, $10.50.

TRAPS—Fly—Harper, 45c each; Balloon, 35c; Avis 1, $2.75; Avis 2, $2.50; Avis 3, $2.25.
Game—No. 0 Newhouse, 60c each; 1 Newhouse, 70c; 1½ Newhouse $1.10; 2 Newhouse, $1.40; 3 Newhouse, 2.15; 4 Newhouse, $2.50; 5 Newhouse, $19.50. No 1 Oneida Jump, 35c; 1½ Oneida Jump, 55c; 2 Oneida Jump, 85c; 3 Oneida Jump, $1.20. No 0 Victor, 25c; 1 Victor, 30c; 1½ Victor, 40c; 2 Victor, 55c; 3 Victor, 95c; 4 Victor, $1.15.
Gopher—Best, 25c each; O. K., 30c; Maccabbee, 25c; Easy Set, 25c; Newhouse, 35c; California Pocket, 35c.
Mole—Reddick, $1.25 each; Out-O-Sight, $1.65.
Mouse—Hold Fast, 5c each; Out-O-Sight, 10c; Choker, Wood, 20c; Choker-Tin, 15c; Delusion, 30c; Holdem, 90c; Marty, 30c.
Rat—Holdfast, 20c each; Out-O-Sight, 25c; Holdem, $1.65; Marty, small, 60c; large, $1.50.

TROWELS—Rose Brick, Wood Handle, $2.25; Rose Brick, Leather Handle, $2.50; Marshalltown Plasterer's, $3.00; Finishin, $2.75.

TWINE—Cotton—Wrapping, 30 to sack, 15c lb; 60 to sack, 10c. 2-lb. Cones, $1.25 lb; Budding, ½-lb. balls, 35c lb.
Flax—¼-lb. balls—18BB, 15c ball; 24BB, 15c. ½-lb. balls—18BB, 25c ball; 24BB, 25c; 36BB, 25c; 18BC, 35c; 24BC, 35c; 36BC, 35c. Buffalo Asst., 10c ball.
Hemp Spring—No. 4½, ½-lb. ball, 20c; 1-lb., 35c. No. 6, ½-lb. ball, 20c; 1-lb., 35c.
Jute Wrapping—½-lb. balls—2-ply, 20c lb; 3-ply, 20c lb. 2-lb. cones, 1 and 2-ply, 85c lb. Wool, 1-lb., 40c.
Mattress—¼-lb. balls, 35c lb.
Sacking—Medium Quality, 80c lb.; Extra Quality, $1.00. Many Ends, $1.00 lb.
Seine—Medium Laid, ½-lb. balls, No. 12, 45c lb.; 15 and larger, 40c. Medium Laid, 5-lb. skeins, No. 12, 85c lb.; 15 and larger, 85c. Hard Laid, 5-lb. skeins, No. 12, 85c lb.; 15 and larger, 85c.

VALVES—

	¼	⅜	½	¾	1	1¼	2
St'd Angle	.55	.60	.75	.95	1.35	2.65	4.00
Garden	....	....	.75	.80	1.35	4.25	6.25
St'd Gate	.95	1.00	1.10	1.40	1.90	3.40	5.00
St'd Globe	.55	.60	.75	.95	1.35	2.65	4.00

VISES—Bench—Bonney—No. 112, $1.25 each; 113, $1.50; 114, $2.00; 115, $2.25; 118, $3.00. Yankee—No. 990, $4.00; 1993, $11.25.
Hand—Alford—No. 1, $5.25 each; 2, $5.00. Stearns—21, 75c.
Machinists'—Parker—No. 103, $12.25 each; 103½, $14.25; 104, $16.50; 104½, $20.75; 105, $26.75; 106, $50.25; 203½, $18.75; 204, $21.75; 204½, $26.25; 205, $38.75; 206, $65.75.
Solid Box, Blacksmiths'—35-lb., $14.25 each; 50-lb., $16.25; 70-lb., $22.00; 100-lb.; $32.00.
Handy-Worker—Stewart, $40.00 each.
Machinists'—Prentiss—No. 2, $19.50 each; 2½, $23.75; 3, $27.75; 19, $23.75; 19½, $29.75; 20, $35.25; 51, $14.25; 52, $16.75; 53, $20.75; 54, $27.00; 55, $39.75.
Oval Slide—No. 0, 2½-inch, $6.00; 1, 3-inch, $5.50; 2, 3½-inch, $7.00; 3, 4-inch, $11.00; 4, 4½-inch, $16.50.
Pipe—Hinged—No. 600, $4.50 each; 671, $5.25; 672, $8.50; 673, $11.50; 674, $24.75. Chain—No. 1, $4.85; 2, $10.50; 3, $25.75. Combination—No. 181, $22.75; 182, $30.75; 182½, $44.75; 183, $64.75.
Wood Workers'—Prentiss—No. 59, $21.50 each.

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RETAIL SELLING PRICES—Continued.

TINWARE

Boilers, Coffee
27 ..... 1.10
29 ..... 1.50
352 ..... .80
354 ..... 1.10

Boilers, Wash Copper Bottom
IC, 8 ..... 3.00
IC, 9 ..... 3.25
IX, 8 ..... 3.25
IX, 9 ..... 3.50
IXX, 8 ..... 4.75
IXX, 9 ..... 5.25

Copper Rim
IX, 8 ..... 4.00
IX, 9 ..... 4.25

Bowls, Wash
06½ ..... .15
08 ..... .25
6½ ..... .30
8 ..... .40

Buckets, Covered
11 ..... .15
12 ..... .25
14 ..... .35

Buckets, Dinner
1 ..... .75
2 ..... .85
3 ..... .90
30 ..... .75
40 ..... .85

Cans, Milk
1 ..... .35
3 ..... .55
4 ..... .70
01 ..... .30
03 ..... .55
04 ..... .70
102 ..... 4.00
103 ..... 4.50
1020 ..... 5.25
1040 ..... 7.00

Cans, Oil
30 ..... .35
31 ..... .45

Colanders
10 ..... .25
11 ..... .35
104 ..... .40
306 ..... .55

Cookers, Steam
42 ..... 3.25
45 ..... 4.00

Covers, Pot
6-9 ..... .10
10-11 ..... .15
13 ..... .25
15 ..... .35

Cups
211, 212 ..... .10
09, 010 ..... .15
9, 10, 214 ..... .20

Dippers
2 ..... .15
4, 01 ..... .20
02, 31, 32 ..... .25
33, 34 ..... .30
48 ..... .50

Fillers, Fruit Jar
48 ..... .45

Forks
203 ..... .60
206 ..... .75
419 ..... .10
425 ..... .15
1197 ..... .20
1198 ..... .25

Funnels
10, 15 ..... .10
20, 25 ..... .15
30 ..... .20
35 ..... .25
235 ..... 1.35
335 ..... 1.75

Graters
02 ..... .10
020, 100 ..... .20
030, 150 ..... .25

Kettles, Lipped Preserving
160 ..... .35
200 ..... .45
240 ..... .60
280 ..... .75

Ladles
010 ..... .20
11 ..... .25

Measures
63 ..... .20
83 ..... .25
85 ..... .45
86 ..... .65
122 ..... .20
124 ..... .25
126 ..... .50

Moulds, All Kinds
3, Melon 1.75
3, Melon 1.35
4, Melon 2.00

Pails, Dairy
IC, 6 qt. ..... .30
IC, 10-qt. ..... .40
IX, 10-qt. ..... .70
IX, 14-qt. ..... .80
IXX, 10-qt. ..... .85
IXX, 14-qt. 1.00
IXXX, 12-qt. 1.25
IXXX, 16-qt. 2.00
IXXXX, 18-qt. 2.25
IXXXX, 20-qt. 2.50

Pails, Fruit Picking
14-qt. ..... .65

Pails, Peddlers
Small ..... .45
Large ..... .55

Pails, Strainer
IX, 10 qt. 1.10
IX, 12 qt. 1.15
IXX, 12 qt. 1.25
IXX, 14 qt. 1.35
Gem, 12 qt. 1.50
Gem, 14 qt. 1.65

Pans, Bread
01, 110, 30 ..... .20
140, 200 ..... .30
300 ..... .35

Pans, Corn Cake
06 ..... .25
08 ..... .35
012 ..... .50

Pans, Cake Perfection
Round, 9¼-in. ..... .15
Round, 10¼-in. ..... .20
Square, 8½-in. ..... .20
Square, 9-in. ..... .30
Mt., 9½-in. ..... .20
Tube, Rd., 9½ ..... .25
Tube, Sq., 9-in. ..... .45

Pans, Dish
10 ..... .70
14 ..... .85
21 ..... 1.25

Pans, Milk IC, Plain
200 ..... .10
200½ ..... .10

IC, Ret.
301, 302 ..... .20
304 ..... .35
306 ..... .40
308 ..... .45
3100 ..... .55

Pans, Muffin
6 ..... .25
8 ..... .30
12 ..... .40

Pans, Patty
All Nos. ..... .10

Pans, Pie
6, Shallow ..... .10
9 ..... .15
Deep ..... .15

Pans, Pudding IC, Plain
015 to 018 ..... .15
019, 020 ..... .20
021, 022 ..... .25

IC, Ret.
16 ..... .25
18 ..... .35
20 ..... .40
22 ..... .50

Pans, Rinsing IC, Plain
8 ..... .40
14 ..... .50
17 ..... .60

IC, Ret.
8 ..... .50
14 ..... .70
17 ..... .90

Pans, Lipped Sauce
016 ..... .35
020 ..... .45
022 ..... .50
028 ..... .75
030 ..... .85

Pots, Coffee
1 ..... .25
2 ..... .35
4 ..... .55

Pots, Tea
241 ..... .25
241½ ..... .30
242 ..... .35

Raisers, Bread
114 ..... 2.00
117 ..... 2.50

Scoops
2 ..... .35
4 ..... .50
12 ..... .15
14 ..... .20
20 ..... .50
40 ..... .75

Sieves, Flour
2, 316 ..... .25
318 ..... .30

Sifters, Flour
0 ..... .25
1 ..... .45
10 ..... .70
Acme ..... .35
Nesco ..... .35
Shaker ..... .50

Skimmers
10 ..... .20
45 ..... .10

Spoons, Basting
110 ..... .10
114 ..... .15
312 ..... .20
316 ..... .30

Spoons, Mixing
15 ..... .20
25 ..... .15

Steamers
70 ..... .65
90 ..... .85

Steepers, Tea
12 ..... .25

Strainers Gravy
2, 3 ..... .15
020 ..... .20

Jelly
120 ..... .25
160 ..... .30

Milk
10 ..... .30
121 ..... .40
122 ..... .45

Milk Can
011 ..... .85
33 ..... .50
55 ..... .75
60 ..... 1.85

Soup
20 ..... .40

Turners, Cake
1, 2, 71 ..... .10
6, 13 ..... .15

WASHBOARDS—Crown Glass, 90c each; Crown Brass, 80c; Pacific Zinc, 75c; Silver Queen, 65c.

WASHERS—Cast Iron—Size ⅛ to 2, 10c lb.; Angle, 10c.
Malleable—Standard, 20c lb.; Nail Hole, 20c lb.; Angle, 30c lb.
Cut—Sizes 3-16, 29c lb.; ¼, 25c; 5-16, 22c; ⅜, 20c; 7-16, 19c; ½, 18c; ⅝ to 1, 17c.

WASTE—Cotton—No. 6X White, 25c lb.; 1 White, 20c; 2 White, 20c; 01 Colored, 21c; 02 Colored, 20c; 10 Wool, 32c.

WATCHES—Westclox—Pocket Ben, $2.00 ea.; Glo-Ben, $3.25. $7.00 each; No. 1, 3¼ cu. ft., $7.75; No. 2, 4½ cu. ft., $8.50.

WAX—Floor—Johnson's or Old English, lb., 75c; 2 lb., $1.50; 4 lb., $2.60.

WEDGES—Truckee-Alki, lb., 18c; Oregon-Atha, 28c; Cedar-Atha, 20c; Cedar-Alki, 20c; Falling, 27c; Saw, 27c.

WHEELBARROWS—Garden—No. 0, 1¾ cu. ft. capacity, $7.00 each; No. 1, 3¼ cu. ft., $7.75; No. 2, 4½ cu. ft., $8.50.
Railroad—Bolted, $8.50 each; Stave, $6.00.
Steel Tray, Wood Frame—Star $8.25 each.
Steel Tray and Frame—AX, $10.75 each; 4, $13.50; 5, $14.50; 10, $20.25; 25, Concrete, $14.50.

WICKS—Lamp and Lantern—0, E Flat, 2½c; 1, A Flat, 2½c; 2, B Flat, 2½c, 3, D Flat, 2½c; 2 Rochester, 10c; 3 Rochester, 20c; 2110 W Rayo, 15c.
Stove—4 in. Flat, 10c; 3 Perfection, 25c; 500 Perfection, 50c; 018 Dangler, 40c.

WIRE—Advances on Plain Wire Fence—

	Annealed	Galvanized	Annealed Baling Wire
9 and Coarser	Base	.50	...
10	.05	.55	...
11	.10	.60	...
12	.15	.65	.30
13	.25	.75	.40
14	.35	.85	.50
15	.45	1.30	.60
16	.55	1.40	.70
17	.90	2.15	1.05
18	1.50	2.75	1.65

Soft Copper—½-lb. coils—16-20, 40c each; 22, 45c; 24, 50c; 26, 50c. 5-lb. coils—11-12, 40c each; 13-14, 40c; 15-16, 45c; 17-18, 45c; 19, 45c; 20, 45c; 22, 45c; 24, 50c.

Stone Wire—Galvanized—No. 16, 17c; 17, 18c; 18, 18c; 19, 20c; 20, 20c; 21, 20c; 22, 20c; 24, 23c. Black Annealed—No. 16, 15c; 17, 15c; 18, 17c; 19, 17c; 20, 18c; 21, 18c; 22, 18c; 24, 20c.
Barbed Wire—80-rod spool—American Special, Cattle, $3.40; Hog, $3.70. Galv. Am. Glidden, Cattle, $4.75; Hog, $5.10.
Catch Weight pools—Cwt.—Galv. Waukeganito, $6.95; Galv. Baker, $6.45; Galv. Glidden, $6.20.
Stove Pipe Wire—Black per Stone—No. 18, $1.90; 19, $2.00; 20, $2.15; 21, $2.20; 22, $2.30. 50-foot coils, 10c.

WIRE CLOTH—See Cloth.

WOODENWARE—Boards, Pastry—16-inch, 90c each.
Bowls, Chopping—11-inch, 35c each; 15-inch, $1.85; 17-inch, $3.00.
Pins, Rolling, 55c each.
Spoons, 13-inch, 15c each; 15-inch, 20c.

At Last---

A SELF BLOWING ALCOHOL BLOW TORCH

THE DUPLEX

Just what Electricians, Auto Mechanics, Dentists, Battery Repairmen have been waiting for.

ABSOLUTELY AUTOMATIC

The finest thing in the torch line ever made. Write for prices and particulars.



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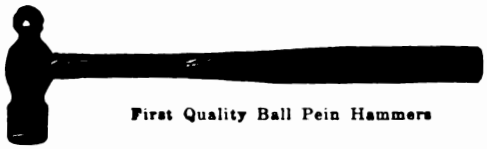
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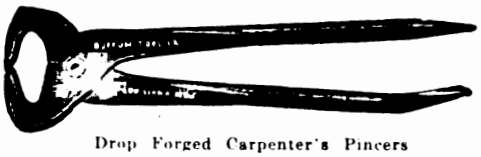
Cold Chisel
"Special" and Reliable Grades



Hollow Punch



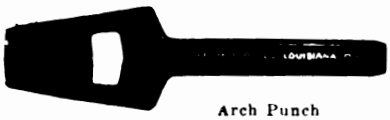
Tinners' and Farmers' Rivet Sets



Drop Forged Carpenter's Pincers



Star Drill



Arch Punch



All Steel Monkey Wrench

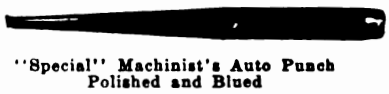
Buffum

Good Luck Tools

Warranted



Gas Pipe Pliers



"Special" Machinist's Auto Punch
Polished and Blued



"Reliable" Sickle or Pin Punch



"Special" Knurled Sickle or Pin Punch
Blued



"Reliable" Hand Punch



"Reliable" Prick Punch



"Special" Knurled Prick Punch, Blued



"Reliable" Octagon Center Punch



"Special" Knurled Center Punch, Blued



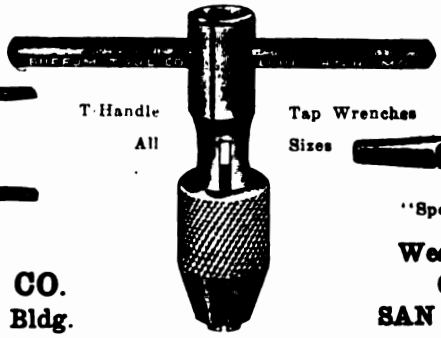
"Reliable" Octagon Nail Set



"Special" Knurled Nail Set, Blued

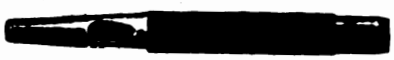


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All

Tap Wrenches
Sizes



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